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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

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EDITORIAL

WE ARE ENTERING A NEW DAY—Somewhere, somehow the canners seem to be getting some of that stuff which makes a rabbit spit in the eye of a wildcat. At least, some of them have thrown their hats on the ground, rolled up their sleeves and are twitching their feet, as they threaten to knock the stuffin' out of some parties who have been pestering them. And we are just onary enough to sit on the fence-rail and urge them to "go at it," "knock their blocks off," "don't let 'em bluff you any more." What are we talking about? Just turn over to that little notice elsewhere in this issue, headed "Sure Cure for Cancelitis."

For years we have tried to make the canners develop enough backbone to tell the jobber "just where he gets off" when he tries an unfair tactic; to stand back of their contracts and insist upon fulfillment when market prices go off as well as when they advance; in a word, to stick up for their rights and to fight for them. Up until the time of the war canned foods futures were a real uncertainty because the canner never knew whether the jobber would take them or not. The one thing the canner was sure of about his futures was that the jobber would kick on everything, and then some, from time of delivery to the next packing season. Quality, color, degree of syrup, kind of cases used, route of shipment, and what not, were used as excuses for not accepting the goods; and one canner once told us that his shipment was refused and left at his risk in a distant city because the quality was too good for the label the jobber wanted to use. A shipment has been known to be refused without ever opening the car door, much less after examination of the goods. Of course, this was always when the spot market was lower than the future, and on early deliveries of futures, during canning season, this was usually the case. Did the canners ever fight back? If they did, the records are woefully lacking.

Then came the war and the leaping, jumping demand for canned foods at any price. The canners, well trained in this school of duplicity, tried to repay the jobbers in their own coin, some ignoring their future contracts entirely, others cutting down on the amounts, and so on. Did the jobbers fight back? They howled to high heaven, swore at and to the canners, and threatened never to buy futures again. They had never heard of such a thing—nor had they. The game had always been played the other way. Out of it all it would seem the canners have learned their rights, as well as the rights of the other man, and the industry will be better for it only if the jobber makes the canner live up, honestly, to a full completion of his contract, not exacting too much in quality, nor more than the best human efforts can produce; and, on the other hand, that the canner demand as much of the jobber, and not supinely submit because he happens to be a good buyer! Let's hope both have learned their lessons and will apply them.

WISCONSIN ALLOWS UNLABELED GOODS—The Wisconsin Department of Market has formulated rather stringent regulations covering the canned peas produced in that State, one of them being that the size and quality and variety be plainly marked on the label after June 1, 1924; and in addition to this was the requirement that no unlabeled goods could be shipped. Under date of August 11th, Mr. Alvin C. Reis, Counsel of the Commission, wrote us as follows:

> General Order No. 11, prescribing labeling regulations for canned peas, has been supplanted by General Order No. 11-E, effective June 1st, 1924, which allows the marketing of canned peas without label. The new order specifies the wording which is required wherever a label is used, but does not demand a label, as did the original regulations.

We have heard canners on the floor of Wisconsin meetings say that they have sold goods as of one quality, only to find them appear under jobbers' labels as another, and, of course, a higher quality. Wisconsin cannot stop this in another State, though the evident purpose of requiring the labeling of all goods was to prevent just such deception; and for the sake of the good name of Wisconsin, this would have been a wise action; but when occasion arises where peas or any other products from another State are shipped into Wisconsin, the regulations will care for that contingency. This might well be cited as another example of the need of a law requiring the name of the producer on all food products. Some day the Bureau of Chemistry and the various State authorities will see the light on this question, and we will yet have that law, despite the opposition of the jobbers. Nothing will so reduce the amount of misrepresentation as when the canner, or other producer, is obliged to father his goods. As Dr. Bitting has said, that name on the label will do more than all the food laws and all the inspectors can ever do. Knowing this, as these food authorities must, the wonder is that we have been so long without it.

AND SPEAKING OF LABELS—When the time comes that every canner will be proud to father every can of goods going out of his establishment, in that day we will have quite well solved the problem of quality. None but a fool would put his name on a can of string beans, for instance, about which we were told this week, which, because of the scarcity and high price of string beans, contained 16 string beans. This, of course, was a stretch of the imagination, but it illustrates the human weakness too often found among canners, and anything but unknown among jobbers, to stretch the pack when the crop is short and the prices likely to be high. One false step of this kind, with the name of the canner on the label, would kill that canner's trade in string beans forever more; and so it would be with every other item of food which the consumer must buy on faith in the can.

And this brings to the forefront again the question of intelligent labeling. In that day, too, the label will tell the true story of the food inside the can. It could not be otherwise with any man who valued his own good name and business. So this would seem to be the key that will unlock a whole lot of blessings. Then, let's have it; and the sooner the better.

THE TIN-PLATE QUESTION—Last week the conference with the Standardization Committee, in Washington, was held, and Dr. Elwell presented the claims for a better tin plate and a standard to be used as a guide in his usual forceful and energetic and thorough style. From the examples he displayed, it is clearly evident that there is considerable room for improvement in the quality of tin plate used for food cans. On the other hand, the tin-plate makers and the can makers contended that it is humanly impossible to make a uniformly perfect sheet of tin plate, and it was their plea that the manufacture of tin plate has reached as high a standard as any other line of procedure, and should not be crippled by a set standard to which they could not adhere in every instance. It forms one of the tough problems which the Department of Commerce is finding in its efforts to help all business, and that means both sides of all questions. Dr. Elwell has clearly shown the need for improvement; possibly the tin-plate men may be able to remove some of the troubles, if not all, and certainly the can-makers will welcome a plate that will produce better cans and lead to more contentment among the canners.

THE CANNED GOODS EXCHANGE AT BUFFALO—At the recent meeting of the Canned Goods Exchange attention was called to the fact that it made no exhibit at the Canned Foods Show in Atlantic City, and at the chagrin members felt at this oversight. Accordingly it was decided to appoint a committee to look after this matter, and to appropriate sufficient funds to see it properly installed. Mr. E. A. Kerr has been chosen Chairman of that Committee, and that means that there will be action on it.

SURE CURE FOR "CANCELITIS."

CANNERS of the country who are victims from time to time of buyers canceling orders at will may read with profit the following account of how a representative canning concern of this country fought back when imposed upon. In fact, this concern makes it a practice to fight when it believes itself to be in the right, and in this case has kindly consented to give the facts for the benefit of other canners who from time to time find themselves in the same position.

The representatives of the firm which fought and so signally won its case, terms the revoking of bona fide orders "cancelitis," and offers their method of meeting the situation as a thing which will have a tendency to cure the disease.

It seems that about the middle of June, last year, a certain concern ordered eight hundred cases of a standard product. Some six weeks later the order was cancelled. The canner's representative approached the grocer in as nice a way as possible, pointing out the facts in the case, but finally took a firm position, as may be seen by the following pointed paragraphs:

"You made this contract, gentlemen—you cannot break it in this light manner. We are not going to be foolish enough to make a shipment to you unless we know you are going to pay for it, but we will tell you one thing—you are either going to take these goods, or you will pay the loss occasioned us by your not taking them. You may think we are bluffing—you will learn that we are not. If a contract made in good faith can thus lightly be set aside by your good selves, it is high time we found out whether a contract is worth anything.

"Now, we submit to you one of two propositions. We will either make the shipment to you, if you will permit, and pay for the goods in accordance with the contract terms, or you can send us a check for the amount of the loss, which at today's rate we will make owing to your not taking the goods.

"* * * If you will send us your check for the amount in question, we will call the matter off. Otherwise, please withdraw your remarks that you will not pay for the goods if we ship them. As we said before, you may think we are bluffing. It's going to cost you a good deal more than the amount in question to find out that we are not."

There was received in reply to this letter what the canner termed "the silliest answer we ever saw." The canner finally was obliged to make a journey to the city in question—and a long trip it was—but, although he had been quite successful settling similar controversies, he could do nothing with this particular concern.

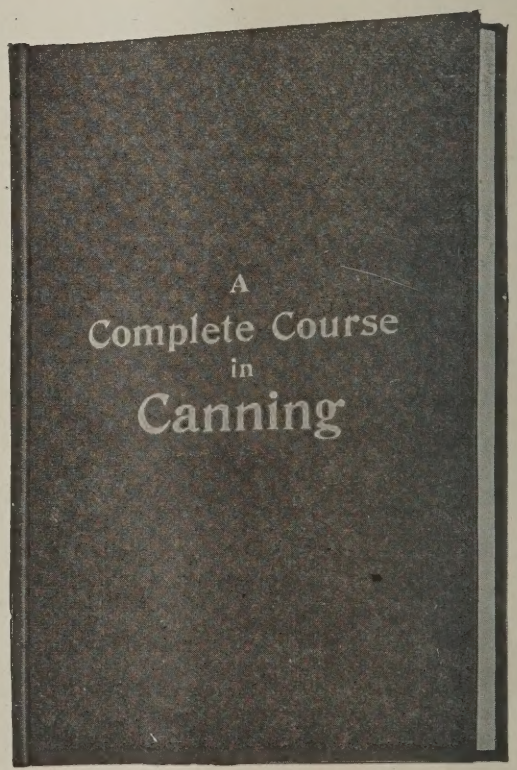
Thereupon, forsaking the channel of diplomacy, he launched a full-fledged court action. In the meantime the buyer had remarked in one of his letters that perhaps in his (the canner's) home State he could do thus and so, but that in his (the buyer's) State things would be different. Therein the buyer again guessed wrong, for although the case was tried in the buyer's own State, and before a jury of that State, the jury awarded the canner his loss in full, together with one hundred dolars court costs. And the canner has received his money.

He concluded his communication to the N. C. A with the following characteristic paragraphs:

"There is one canning concern, for whom the writer has the honor of working, that will live up to its contracts if the people with whom we do business will also do so, and while we, at the same time, will compromise cases rather than go to law, if it comes to a point where a man will not submit a decent compromise, we will fight every time.

"A few years ago we won a case here in our State against a grower who would not deliver us a certain raw commodity when the market was much higher, and the advertising of this fact has led the growers to understand that we mean business. It occurs to us that similar advertising will have a likewise desrable effect on the wholesale grocery trade."

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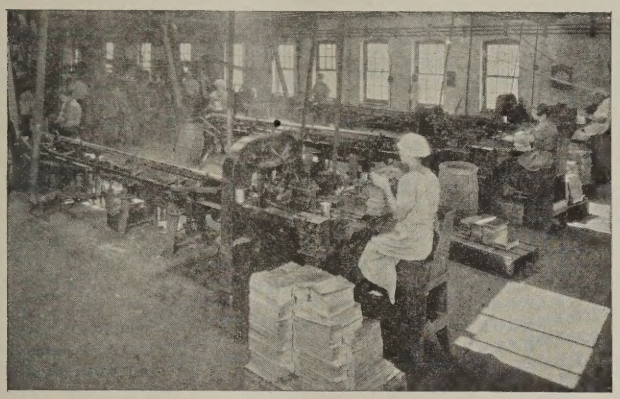
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Conditions Of Crops In All Sections

Crop Reports By The Canners

[Notice—If canners would but recognize the opportunity offered through The Canning Trade for a free exchange of this highly important information, this page would grow to several pages each week. Trouble is, when a canner is asked to report on his crop conditions, he grows fearful that the information will get to the buyer, and so he refuses, or neglects, to send in a report. Truth is, the buyers get the information in other ways, and sometimes wrongly, and the only result from the canners' refusal is that fellow-canners are kept in darkness. And some rejoice in that. It is a huge mistake for the canners to act this way. If all canners would be free, and honest, in reporting exact crop conditions, it would tremendously benefit the entire canned foods market—not hurt it. And to lie in such reports is to simply cheat yourself playing solitaire. If the crops are there, the peak will come from them, and just when you think the market should be about free of goods, those goods come creeping out, market advances are checked and doubt spread, hampering all operations. If all canners knew the crop conditions of others, all could operate more intelligently, guiding their courses accordingly. The canner who withholds his crop information is like the ostrich that hides its head in the sand and thinks no one can see him. Don't be an ostrich.

Every week we send out hundreds of return postals, get back a few. Don't wait to be asked by mail; take this invitation and frequently report your crop progress. Rest easy as to who sees these—for 90 per cent of our readers are fellow-canners, and the other 10 per cent are brokers and a few buyers. We earnestly invite you to help make this a most important Bureau, and we feel that we can count upon you.—Editor.]

Sharps, Va., August 21.—It is about time that the "Biddle's" commence to "Bid," and the Whoesaler (who does not wholesale any more) to imagine "a vain thing" about tomatoes. But in this section we will have a much shorter crop than last year. The heavy rains washed off the blooms, and the blight and wilt are worse than I have ever seen in this section, and up to this date not a cannery in this "neck" has run a full half day. So where will the bumper crop come in that the daily papers speak of? Let us wait and see what we see.

Harrington, Me., August 20.—The crop of blueberries (which is all we pack) is about 50 per cent of an average crop, and therefore pack is the same. This is due to cold spring and a drought. Our acreage is not up to normal, because of hard condition for burning land in spring of 1922.

New Hartford, N. Y., August 20.—Canning crops in Eastern New York are about normal in acreage and in condition. This includes peas, Refugee and wax beans and corn. Tomatoes are not packed in Eastern New York to any extent. In Western New York above crops are about normal and tomatoes are looking well, though rather late on account of cold weather. Apples will be a light crop and are considerably affected by fungus, which does not hurt them for canning, as the fungus pares off with the skin. But it is a very serious matter in barrel apples, because the fungus gradually works into the apple.

Mt. Vernon, Ind., August 20.—Crops are coming on good. Late acreage normal. Late fall and no storms mean a good pack.

Sank City, Wis., August 17.—Sixty per cent crop of peas. Looks as if our corn crop will be about 50 to 60 per cent.

Elkins, Ark., August 20.—Our acreage is above normal, but crops are way below normal. In fact, this section is mostly all burned up. There will not be a half normal pack this year.

Peru, Ind., August 20—Early planting of corn, poor; later planting, fair. Early rains and cold weather have bunched crop so that it is coming all at once.

New Era, Mich, August 21—Heavy rain last night and today broke a long dry spell which had been working havoc with our wax bean pack. Will have difficulty filling orders in full. Peaches and apples look very good. Plums are short.

Windsor, Conn., August 23—Tomato crops look fine, but weather continues very cool. Will begin canning August 28th.

Wilson, N. Y., August 22—Had heavy wind yesterday that took off a good many pears and apples. Tomato crop about 75 per cent. Corn 50 per cent.

Pineville, Mo., August 20.—It is very dry here, and unless it rains at once, the crop will be a failure. One-half of it is damaged now.

Aurora, Mo., August 13.—Acreage normal. Crop conditions very poor on account of continued dry weather. The crop will be 50 per cent short, and still worse if the dry weather continues.

PUBLIC HEALTH SERVICE WARNS AGAINST POISON IVY AND POISON OAK

United States Public Health Service

THE poison is, perhaps, the plant most frequently encountered by the unsuspecting city visitor to the country, says the Public Health Service. Yet it may be easily distinguished from other creepers by its three divided leaves. The harmless creepers have five leaves. This one distinguishing mark, if borne in mind, will protect the vacationist from poison ivy. Poison oak is a shrub, or small tree, with broad leaves, very much resembling the leaves of the oak tree.

The part of these plants to be feared is the resinous sap. When a plant is injured, this sticky sap exudes. It comes in contact with the skin and sets up an irritation which is distinguished by its acute character. This irritation frequently begins between the fingers.

The symptoms of ivy poisoning are comparatively easy to recognize. A more or less mild attack may be ushered in by a burning or itching of the skin. Within twenty-four hours after the skin is exposed to the poison of the plant, a red rash appears. This is followed by more or less swelling and itching, then small blisters filled with serum make their appearance. The parts of the body affected may swell to enormous proportions.

At one time it was believed that many persons who had suffered from attacks of ivy poisoning would experience a recurrence of the attack if they passed through a wood or came into proximity with the plant, even though the ivy itself was not touched. It now appears certain, however, that contact is necessary in order to produc ivy poisoning.

Ivy poisoning, says the Public Health Service, may sometimes be averted even after these plants have been handled, provided the parts exposed are washed thoroughly with soap, water and alcohol. This washing must, however, be thorough, otherwise it will only tend to spread the irritating poison.

The treatment of ivy poisoning is simple and easily administered. One of the best treatments is bathing with salt water. Sea water is best, if it is available. Another good application consists of one teaspoonful of boric acid in a quart of hot water. The affected parts should be bathed with warm water every day, or every two days, and carefully dried without rubbing. Bathing should be followed by another application of boric acid. The attack may subside in from four to six days. The best advice to vacationists is: Study the poison oak, the poison ivy and the poison sumac, that you may distinguish these plants from their neighbors. Once you are able to recognize them, you can scrupulously avoid them. Avoid the creeper with the three divided leaves. Avoid the small shrub with the broad leaves like the oak. Give the sumac that grows in swampy places a wide berth. Persons who have suffered from plant poisoning do not soon forget the experience.

CHINESE LIVE ON CORN MEAL.

CORN flour is the principal article of diet of the South Manchurian Chinese, the daily per capita consumption being said to be between 2½ to 3 pounds. Next to the soya bean, the corn crop is the most important in the Antung district, according to Consul W. R. Langdon in a report to the Department of Commerce. There is no way of estimating the annual yield of corn, but it is sufficient to provide about two million Chinese with their main source of sustenance and allow a surplus of nearly half a million bushels for export from Antung to other Chinese ports. The grinding and marketing of corn flour has so far been in the hands of small grain retailers who crush small quantities of flour in their shops to meet the daily demand. The crushing is done with primitive granite millstones turned by a blindfolded mule.

ATLANTIC CANS

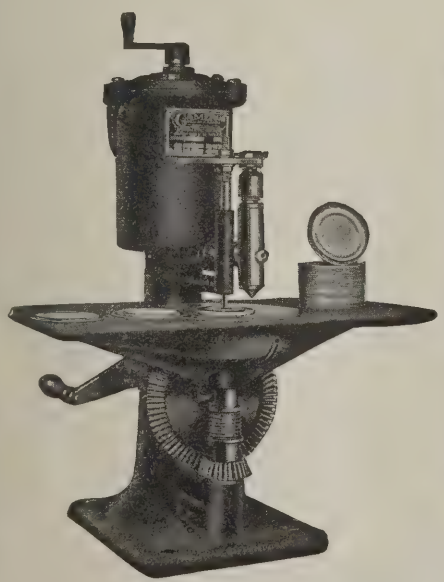
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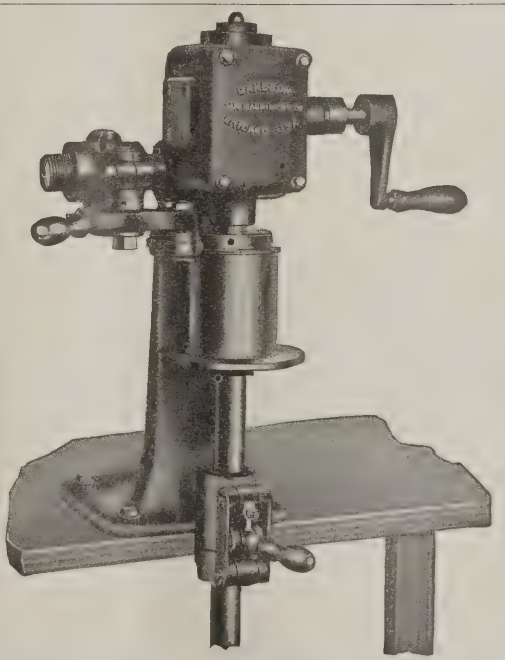
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(*Continued from page 31*)

tive, being based upon a very low price of dried, hand-picked white beans, which are being offered f. o. b. Michigan elevators at $5.25 to $5.50 per one hundred (100) pounds, about 33⅓ per cent less than last year.

Rhubarb—It is said that the supply of canned rhubarb packed by Michigan canneries this season has all been sold out, and that graded refugee beans, green, whole and cut, are about closed out in that State.

New York canneries have been offering No. 10 red, sour, pitted cherries recently at $8.50 per dozen, f. o. b. cannery, and by doing so they have forced Michigan canners to meet the price, which they have done, and are taking business due to the fact that New York freight rates are higher than Michigan freight rates.

Tomatoes—A few cars of Indiana tomatoes which have arrived at Chicago from Southern Indiana of the 1923 pack show excellent quality. One large Indiana canner has sold out completely on tomatoes, and is taking no more orders, and I understand that many of the other canneries are not offering any canned tomatoes in any size, and will not until they provide for the fulfillment of the future orders that they have taken. No. 10 tomatoes, f. o. b. Indiana canneries, extra standard quality, have been sold at $4.50 per dozen, and I understand that some of the ordinary or standard quality were sold for future delivery at $4.70 per dozen, but it is difficult to find any canned tomatoes of that size in Indiana for sale.

Corn—Canned corn in Iowa of the 1922 pack is, I understand, entirely sold out and gone, with the exception of a few thousand cases of extra standard quality, and Iowa and Nebraska have sold for future delivery of the 1923 pack about 1,600,000 cases of canned corn, or probably two-thirds of their estimated pack. I also learn that the supply of the 1922 pack in Ohio is practically closed out, and Wisconsin and Illinois have long since entirely closed out last year's pack of canned corn.

Never has the situation on canned foods in ten or more years past been so statistically strong. All the staple grades of canned foods, and those that are not so staple, are completely sold out, and the new pack of 1923 will arrive on a bare market.

It might be said that the market for canned foods is almost completely a "Sellers' Market," and there need be no apprehension on the part of buyers of lower prices later in the season. Everything that is put into cans this season will be needed and will be salable.

It should be remembered that there is a great void in the supply of canned foods which was created by the policy of the wholesale buyers and retail grocery buyers during two years past of buying in small quantities and frequently.

That policy has reduced stocks in wholesale warehouses and on shelves and in their storerooms to such a low ebb that a large proportion of the 1923 pack will be required to furnish reserve stocks upon which dealers, wholesale and retail, can do business.

"WRANGLER."

NOW, THAT THE FARMERS ARE SCARED, WHAT NEXT?

THE importance of the winter wheat crop to our national prosperity is to be noted in the pages of whatever newspaper one happens to be reading. Apparently those most interested in what lies immediately ahead of us in business and industry are following the reports of the wheat market with breathless interest. Why? Because, seemingly, they believe that unless farmers make money, the rest of the country is out of luck.

What a curious, tragic anachronism it is that conditions of supply and demand should so work together as to cause the wheat farmer's success to be also his misfortune. At least that is what one would gather from a casual reading of the financial pages where it is related that the big surplus supply of wheat has forced the price down—down to what? Why! on reading a little closer, we find that the price has been forced down below the cost of production. That seems curious, for we have been told so often that we have come to believe it that volume production means lowered production costs. "But," the answer comes, "it all depends upon what basis you figure your volume and whether there's a market for your volume once you have it." Taking that last proposition first, we grant its truth, but how are we going to work it out in practice? In order to be sure there would be a market at a fair price for all the wheat we will produce in 1924, someone will have to tell us a year ahead how much wheat the world will use a year later. Fifty million people are listening respectfully—and they are still listening. Then, after that little matter is nicely taken care of, someone must be found who will persuade the farmers to grow only the required amount of wheat. Fifty million people are respectfully waiting—and they are still waiting. Apparently if the farmers have grown so much wheat that they cannot get for it what it cost to grow, they will have to find the answer for themselves, individually—each man for himself.

Time was when one dollar was considered a highly desirable price for wheat. Obviously, dollar wheat must have paid them profit enough to make the business interesting. Now, "the prevailing prices do not pay the cost of producing the crop." It is, therefore, equally obvious that, since (keeping in mind the dollar standard) prices have not come down, production costs must have gone up. And, of course, they have come up. How could they help coming up? Consider for a moment. The acre yield—and that is what goes far toward determining the financial results of the crop—has advanced little, if any, during recent years, while labor, taxes, transportation and other charges have all materially increased. And, by way of doubling up, Mr. Farmer has added a few acres to his wheat land. The extra acres were wished on him during the war, and he never seems to have lost the habit. And so now the world seems to agree that he's in a bad mess. Well, perhaps he is, and perhaps he isn't. At least, there are a good many farmers on farms all through the country who are still able to sit up and take a little nourishment—who possibly are right this minute figuring out what kind of a car they are going to buy. They are the farmers who are producing wheat in such a way and at such a rate that they can and are making money in the present market. They are the men who figure that the real proposition in growing wheat is to grow as many bushels to the acre as they can on an acreage which they have found stable over a cycle of years and which they can handle without depending on outside labor. They know that their production costs will be right and that unless the world goes to smash they'll make money.

Thus there may be something in the suggestion that our financial experts and economists may perhaps accomplish more in the long run if, instead of attempting to correct the present situation entirely by frightening the farmer with the specter of over-production, they endeavor to excite some enthusiasm in him about his costs of production.

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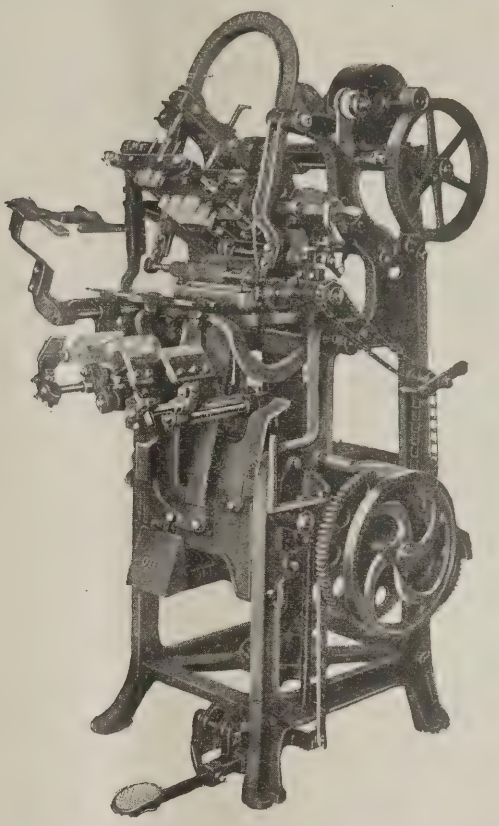
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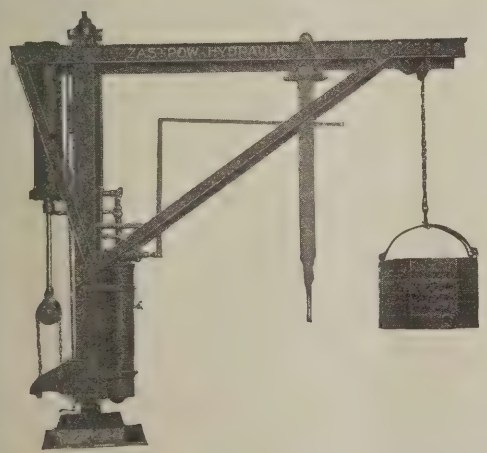
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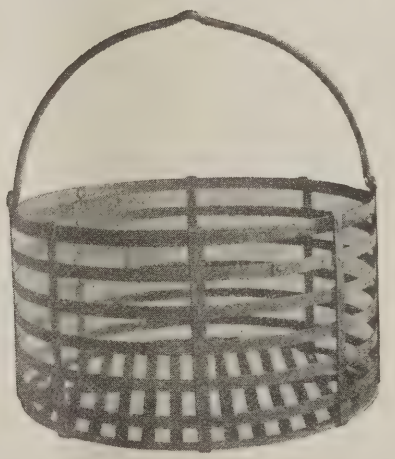
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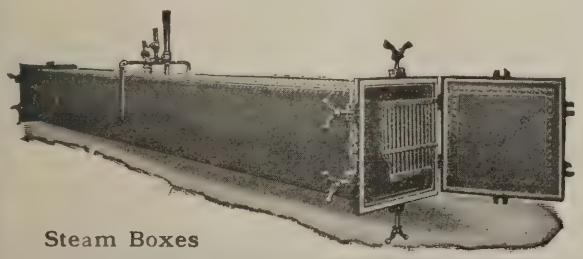
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Improved Process Kettle or Retort 40" x 72" and other sizes.



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SWELLS AND SPRINGERS*

By W. D. BIGELOW
Director, Research Laboratory
NATIONAL CANNERS ASSOCIATION

IN discussing this subject, an attempt will be made to answer briefly the following questions:

(1) What constitutes a "swell" or "springer"?

(2) What are the conditions of the product or of the process which might cause the formation of "swells" or "springers"?

(3) What food products coming into this category might be safely and properly used as food?

Preliminary to discussing these questions, we will describe briefly some of the most important steps of the canning operation.

After the food is prepared by washing, peeling, trimming, etc., it is placed in the can with or without the addition of water, syrup or brine, and given a preliminary heating. This preliminary heating is sometimes given before the food is placed in the can. With other products the food is filled into the can cold, hot water, syrup or brine added, and the can heated by passing through a steam-box or by partially submerging in a bath of hot water. This operation is called "exhausting." It is employed in order that the can may be sealed while the contents are hot, so that the contraction that accompanies cooling will leave a partial vacuum in the can, causing the ends to be flat or slightly concave.

After exhausting, the can is sealed and then "processed," or in other words heated for the purpose of sterilizing the contents.

The heat penetration of canned foods is an important factor in determining the process necessary for sterilization. It is sometimes difficult to determine the heat penetration of a given product. Fruit which is thoroughly ripe has a tendency to cook up more than fruit that is greener, and thus retard the heat penetration of the liquid in the can. With many products, such as spinach, the time required for heat to penetrate to the center of the can increases with the consistency of the product. Therefore, if the processor underestimates the consistency of the canned product, the ripeness of a batch of fruit, or the amount of sugar added, understerilization may result and produce swells.

After processing, the cans are cooled and stacked in the warehouse. The cans now used almost exclusively for packing fruits and vegetables are closed by means of crimping the entire end on to the body of the can, tightness being assured by means of a gasket of rubber composition or paper. This is the open-top or so called "sanitary" can.

With the hole-and-cap can, which is now used only with a few products, a cap is first soldered on the open end and the vent-hole in the cap is closed afterwards. Where a particle of food is in contact with the vent-hole, it is often necessary to make another vent in order to close the first one. When two vent-holes are found in an entire lot of hole-and-cap cans, their presence is due to the fact that the cans are given what is known as a "kettle exhaust;" that is, the cans are filled cold, and sealed, after which they are heated in the retort for a few minutes. The cans are then removed from the retort and vented to allow the escape of air. The cans are then sealed while still hot, by closing the vent-hole, and the cans are returned to the retort and processed. This method is rarely employed now, but was formerly employed regularly with meat and fish products. The method of kettle exhaust is sometimes, though rarely, employed with sanitary cans.

(1) What constitutes a swell or a springer?

(2) What are the conditions of the product or of the process which might cause the formation of swells or springers?

These two questions are so inter-related that they will be discussed together.

A "swell" in canned foods is a can which has undergone decomposition by micro-organisms, accompanied by the generation of gas, which first destroys the vacuum and then causes pressure in the can sufficient to bulge the ends. This decomposition is often of putrefactive nature and may be rapid or slow, according to the organisms and temperature. Swells are due either to under-sterilization, or to leaky cans.

Defects in the manufacture of the can, or in the plate from which the can is made, may cause occasional leaks, sometimes so small that even when the can is filled with air under a pressure of 20 or 30 pounds and submerged in water, the air that passes through them is in such fine bubbles that it is difficult to see. When such cans are filled with food, the bacteria that pass through these openings cause decomposition, and when pressure results, the openings are sometimes closed by particles of food and are difficult to find.

A "springer" is a can whose ends are more or less bulged, but in which the pressure is not sufficient to prevent pushing in the end to their normal position by the fingers.

"Springers" are due to the following causes:

Pressure from hydrogen generated as a result of chemical action of the acid contents on the metal of the container.—The pessure in springers of this class may gradually increase till they cannot be dstinguished externally from swells.

Imperfect closing of the can.—It is possible, especially when the paper gasket is employed, to close a sanitary can with such a degree of tightness that bacteria are excluded but air admitted. This condition of closure often leads to the formation of springers, especially with products which are stacked in the warehouse before the ends of the cans collapse and which, therefore, cool slowly.

Overfilling of the can.—With some products of heavy consistency it is possible to fill the can so full that the contents are crowded down in such a way as to bulge the bottom. A can sealed in this manner may be swelled or may be a springer immediately after processing. With some products a tight seam is sometimes prevented by filling the can so full that the contents splash over the edge of the can during sealing. This accentuates the condition referred to above, often causing a seam sufficiently tight to exclude bacteria but loose enough to admit air. This form of springers has been especially prevalent with corn, but its cause is now generally understood so that it has been largely overcome.

Sealing at too low a temperature.—Nearly all canned products are sealed into the can while hot in order that when they are cooled after processing, their volume may contract, leaving a partial vacuum in order that the ends of the can may be flat or slightly convex at all elevations and temperatures of storage. With some products (e. g., corn) this preheating is accomplished in kettles or continuous cookers and the product is filled into the can hot. With other products the can is filled cold and "exhausted"—that is, it is passed through a steam box or partially submerged in hot water until the contents are sufficiently heated. Some products heat so slowly that an exhaust box is not sufficient and devices are used for pre-heating the raw product before filling it into the can.

Dented cans.—Occasionally cans are so dented in handling that their capacity is reduced to such an extent as to bulge the ends.

In springers where the pressure is caused by insufficient exhaust, or by over-filling or improperly sealing the can, this pressure does not increase with time, but remains constant except as it is influenced by temperature of storage. The ends

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*This circular supersedes Laboratory Bulletin No. 2. It is based on a paper read by the author before the National Association of Food, Dairy & Drug Officials in July, 1914, revised to conform with present knowledge and practice.

Emergency Service

Canners unfamiliar with our record for unusual service during the active season are invited to test our facilities, —if for any reason their supply of cans becomes exhausted.

We aim to render—

NORMAL SERVICE IN ABNORMAL TIMES.

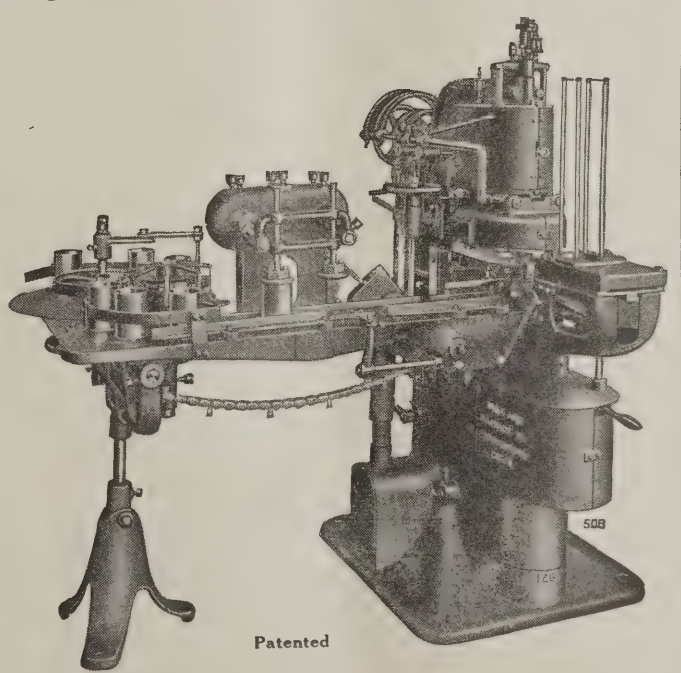
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MAX AMS CLOSING MACHINE - - - STANDARD OF THE WORLD

There is a MAX AMS Closing Machine for every need

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of the cans are somewhat distended and may be easily pressed into place with the fingers. When the fingers are removed the ends may resume a convex position, or may remain concave or flat (according to the pressure within the can) until the can is jarred, and sometimes until the temperature to which it is subjected is increased.

A number of packers have put up products in the fall which appeared normal until the following summer, when springers developed, and when these were held till the cool weather of the following fall the ends resumed their normal concave position. Thus it has frequently happened that foods packed, for instance, in New York, Maryland or Alaska, have been sold by packers who had no suspicion that they were abnormal in any way, and yet those that remained on the retailers' shelves the following summer, especially in the Southern States, developed springers as a result of increased temperature.

In the same way the internal pressure of the can as compared with the pressure of the surrounding atmosphere is profoundly affected by altitude. A can which has neither vacuum nor pressure at sea level is a springer at higher altitudes at the same temperature. It has frequently happened that large shipments of cans which were in normal condition when shipped from near sea level were springers at higher altitudes.

This reduction in external pressure may be so great that the partial vacuum or negative pressure within the cans may be changed into a positive pressure and cause the ends of the cans to bulge more or less. As every 1,000 feet elevation is equivalent to a reduction of about one inch in barometric pressure, cans showing a two-inch vacuum at sea level would show about a one-inch pressure at 3,000 feet or a three-inch pressure at 5,000 feet.

The case is somewhat different when pressure is due to hydrogen generated by the action of acid fruits on the metal of the can. According to the amount and character of the fruit acid present, the tin and especially the iron of the container are more or less attacked, the latter causing the astringency which is often called the "tin" taste of some canned foods, and springers of the class we are now discussing are produced. Since the action is chemical, it is influenced by time and temperature of storage. It progresses more rapidly in summer than in winter; more rapidly in a hot warehouse than in one that is cold. The amount of hydrogen generated depends first on the time and temperature of sterilization; second, on the promptness and efficiency of cooling after sterilization; third, on the length of storage; fourth, on the temperature of storage.

The question is sometimes complicated still further by the presence of oxygen or by the characteristics of the tin plate. Some fruits, as for instance apples, contain a material amount of oxygen (accompanied by nitrogen and carbon dioxide), probably in their intercellular spaces. The water and syrup used in canning are also likely to contain much oxygen in solution. The oxygen present greatly accelerates the formation of springers and may lead to perforation of the cans. This is new information, and the industry is promptly changing its technological methods accordingly. It has been a potent factor in the past, however.

Some lots of tin plate form springers more quickly than other lots when used as containers for the same batch of fruit, packed and stored under identical conditions. The reason for this has not been explained and unfortunately we are unable by the examination of plate or cans to determine their service value in this respect.

The relative importance of these factors cannot be stated. In some cases the amount of tin and iron dissolved and the amount of hydrogen generated are greater within a week after canning than in two or three years in other cases.

Since the amount of hydrogen increases with time and temperature of storage, the pressure on the tin gradually increases until it cannot be distinguished, by pressing with the hands, from swells. Finally the pressure becomes so great that a seam is sprung, causing leaks and leading to infection and decomposition.

In distinguishing between swells and springers it is important to bear in mind that the former usually progress rapidly and the latter slowly or not at all. Swells, therefore, usually become hard, or even burst before they reach the retail trade. In fact, it is the custom of canners to hold their goods a sufficient time to permit defective cans to swell before shipment. After this it is usually only an occasional can that develops a leak and becomes infected.

When a large percentage of a lot of canned food shows convex ends which may be pressed into place with the fingers, they are usually springers and not swells. Moreover, when decomposition has progressed so far that the ends begin to bulge, the odor on cutting the can is unmistakable.

Springers due to hydrogen gas are found in strongly acid foods and are largey confined to the more acid fruits. The non-acid foods that attack tin or iron (pumpkin and string beans) rarely form springers of this class. The three staple canned vegetables, tomatoes, peas and corn, neither attack the metals of the container to an appreciable extent, or form springers due to hydrogen. Fruits of high acidity, particularly apples, cherries, plums (with pits) and berries, as well as rhubarb and sauerkraut, are particularly apt to form springers of this class and very rarely are swells due to bacterial spoilage found in them.

(3) What food products coming into this category might safely and properly be used as food,

Swells should not under any circumstances be used as food. Sometimes, especially in the case of fruit, such swells are the result not of bacteria decomposition, but of the action of yeasts, and the products are simply sour. However, it is to meet all such conditions that a clause has been included in the Federal law, and all State laws, forbidding the sale of products which in whole or in part are "filthy, decomposed or putrid." Certainly that clause should be held to cover all foods which it properly describes, whatever their form and manner of preservation, and all canned foods which are "swells" as a result of decomposition by micro-organisms are intended to be covered by this clause and should be covered by it. They should not be used as food or in the preparation of food.

With springers the case is widely different. Springers due solely to insufficient exhaust, or to overfilling or improperly sealing the can, are sound and edible in all respects. The contents are sterile and sound in every way and their use as food, or for the manufacture of foods, should be permitted. It is obvious that their sale on the market in that form should not be permitted. The bulged end, even if it can be readily pushed in place with the fingers, is taken by the consumer as a warning sign, indicating decomposition. It is a safe and reasonable sign and one which the consumer should continue to use. If food products of this nature are to be sold to consumers, therefore, the cans must be so treated as to remove the bulged condition. This may be done by heating, venting, resealing and again sterilizing.

In the early stages of springers caused by hydrogen gas, the contents are in every way suitable for consumption. Here again the springer should not be sold to the consumer because, as stated above, the bulged can may properly be regarded as a warning sign. In springers of this type, which have reached an advanced stage, the contents may become unsuitable for food. Not that the product can be regarded as injurious to heath, but the amount of iron dissolved may be sufficient to impart a strong metallic taste which makes the product unpalatable. It frequently happens that cans, in which the action of the acid on the metal has reached this stage, cannot be distinguished by their outer appearance from a true swell.

In this connection it should be kept in mind that spring-

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Nested Graders
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Pulp Machines
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BLOOD—

ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN

Breeders & Growers
326 W. Madison St.
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—TELLS

Originators:
Rogers Winner,
Rogers Green Admiral,
Rogers Improved Kidney Wax,
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Landreth's Seeds

WHEN you think of Seeds, think of Landreth either for spot or future. We are the oldest Seed House in America this being our 139th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED CO.
Established 1784
Bristol, Pa.

ers may be due to the combined action of several of the causes mentioned above. A can of fruit may be a springer immediately after processing because of insufficient exhaust or improper sealing. Under such circumstances a much smaller amount of hydrogen is necessary to distend the ends of a can than if a good vacuum were present immediately after processing, therefore the amount of pressure shown by the sealing of a can of acid fruits even in the absence of decomposition is not necessarily an indication of the amount of tin and iron dissolved.

The work of food officials would be simplified if the presence of a sealed vent on an open top can were prima facie evidence of decomposition. Such a conclusion, however, is not logical nor is it necessary in order to protect the consumer. It should not be possible, acting under the name of the law, to prevent or restrict the sale of food that it sound and wholesome, prepared under good conditions, and in every respect suitable for consumption. Such a decision is unjust to the manufacturer and prejudicial to the public good, in so far as it is uneconomic.

Springers, and even hydrogen swells due to action of fruit acids on the metal container, are profoundy influenced by the temperature and time of storage. The designation of such products as decomposed is unscientific and untrue. It is unfair to the canner, for it implies carelessness or ignorance on his part and places responsibility on him for a condition which is due to improper treatment after the product left his hands.

DOG DAY DOINGS

THE usual summer silly-season seems to have come on with a rush. The local dead animal man was instructed to call at a certain farm and remove a dead cow. On his arrival, he found a perfectly good black and white cow tied to a tree. A hurried search failed to reveal to him the presence of another cow—red in color and dead in point of fact—that lay behind another tree in the same pasture.

But this dead animal boy was a regular go-getter and was not to be daunted or deterred by trifles: he pulled out an automatic pistol and shot that black and white cow, put her in his hurry-up wagon and drove off in triumph!

All the news of the day savors of the cookoo: A presidential boom for Colonel House has been started in Berlin. That is certainly some place to start it and would appear to rule him out. It is our impression that the one predictable thing about the presidential nomination is that it will be made in America.

A majority of free and independent straw-voters have signified their desire to cast the mantle of Gamaliel on the shrinking shoulders of the world's wealthiest man. (This reminds us that the second richest man in the world is now giving away nickles instead of dimes.)

Kind Mr. Bok, in welfare work, no moral duty seems to shirk. "One hundred thousand bucks!" sezzee "For a pacific recipe. What works so well on magazines should surely serve in larger scenes."

Many peace plans are being submitted in efforts to win Mr. Bok's prize. That of the "No More War Society" is said to contemplate, in effect, that we cast away all means of defense, lie down, shut our eyes and sigh, "Ah, now don't!"

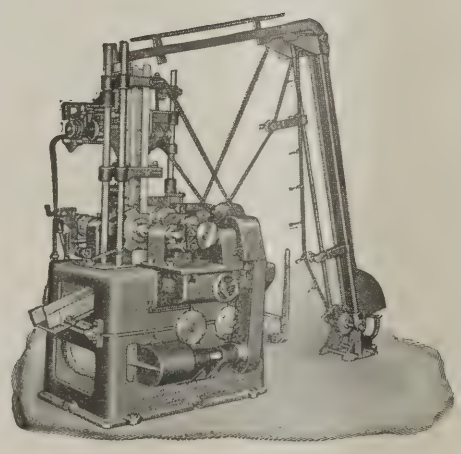
APROPOS of foghorns, shortly after the government installed a siren down near Cape May, a native called at the whistle station to complain of the much-tooted novelty. "The dumb thing blows and blows," said he, "but the fog keeps rolling in just the same." Perhaps we shouldn't expect too much of the new Thunderer.

News comes from Paris that a French savant has succeeded in producing colored silks by feeding dyes to silk worms. From the same source M. Coue is quoted to the effect that he never recommended "Oh, Hell; I'm Well!" as a substitute for "Every day, in every way," etc.

Although General Dawes is out with the endorsement of the study of Latin and Greek, the classics can scarcely claim credit for his engaging vocabulary. Swearing was neglected by the Greeks and Romans. "Odi profanum vulgus et arceo," sings Horace. "Away, away with the profane! They give me a terrible, terrible pain."

General Dawes owes "Hell and Maria" to his native genius, but the hatred of demagoguery, for which he is also remarkable, was no doubt nurtured on the classics.—The Optimist.

AUTOMATIC DOUBLE SEAMING MACHINE WITH END FEED.



This completely automatic machine double seams or crimps ends on all types of round tin or paper cans at a rate of 60 to 75 per minute. It is equipped with automatic feed for ends either straight or curled flanges and has a range of adjustment for 1-½'' to 4¼'' in dia. by 1-¾'' to 6'' in height. The seaming rolls and chucks may be universally adjusted with housings, thereby maintaining perfect alignment when changing for sizes.

This Seamer is equipped with brake which is applied automatically when the drive is disengaged. The chuck spindles are equipped with a positive device which prevents bodies or ends from being double seamed over the chuck. The high speed bearings are fitted with bronze bushings and all parts subject to wear are of hardened tool steel.

The machine is not only adapted for sanitary cans, but also may be used for general line work and operated in connection with our automatic Beader and Flanger. Our No. 20 Double Seamer is furnished for gallon cans and other larger work.

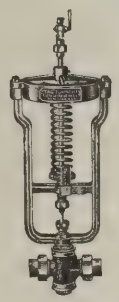
McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

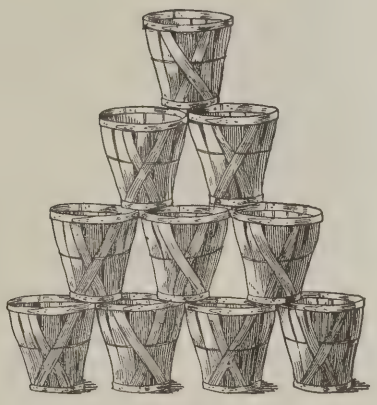
7600 South Racine Avenue Chicago, Illinois.

The Canning Season will be here before you know it---are you ready ?

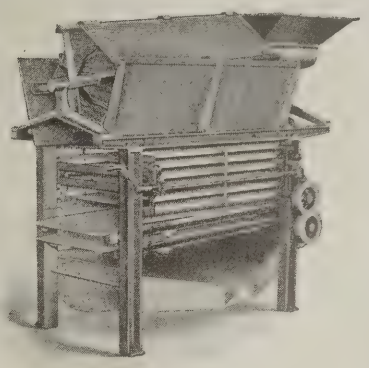
Complete stock of practical up-to-date machinery and supplies for the Cannery----



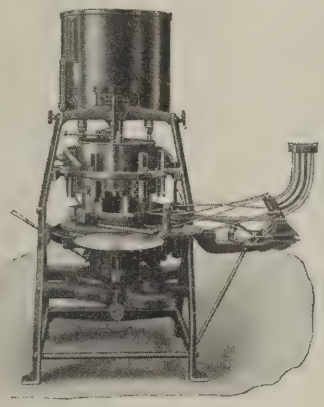
Controllers for Retorts



⅝ Picking Baskets.



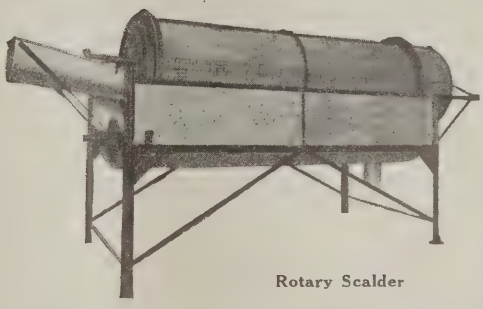
Silker



Filler



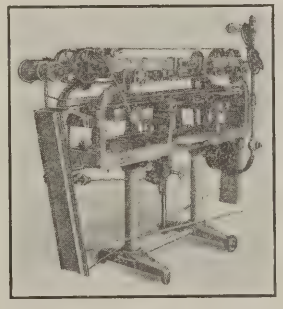
Retorts, all sizes



Rotary Scalder



Blue Enameled Pans



Knapp Labeling Machine



Sanitary Enameled Peeling Buckets



Wire Blanching Baskets

A. K. Robins & Co.

(Robert A. Sindall)

Baltimore, Maryland

Write for Catalog.

MICHIGAN'S FRUIT PACKS.

Grand Rapids, Michigan, August 7, 1923.

We are in receipt this morning of a letter from the secretary of our State Canners' Association, and thinking it interesting are passing it on to you:

"August 4th, 1923.

Members Michigan Canners Assn.

Gentlemen: The last of the 1923 berries are in the cans, and the canners are takng a breathing spell. Some are through for the year while others will pack string and wax beans, tomatoes, peaches, pears and apples. The canners in the northern part of the state will be packing cherries for sometime yet.

Strawberries—The strawberry crop was short, and the quality only fair. Most packers were unable to deliver 100 per cent. on the 40, 60 and 70 goods. There was a small surplus of 20s and No. 10 water goods when the canners finished on strawberries, but since that time they have been practically cleaned out, and there is not over a half-dozen canners in the state that have any more to offer, and the individual lots are small.

Gooseberries—There are, out of a normal pack of around 40,000 cases, three lots of No. 10s of around 200 cases in each lot remaining unsold in canners' hands.

Black Raspberries—No. 2s in water and different syrups are practically cleaned out. No. 10s water, the surplus is very small as compared with the total pack. Very few red raspberries were packed.

Blackberries and Dewberries—There are several lots of from 200 to 1000 cases, but canners feel confident that this item will move later.

Cherries—Surprising as it may seem, four canners out of every five in Southern Michigan are sold out on cherries. Some were forced to deliver short on No. 10s; others on No. 2s.

The canners north of Grand Rapids, where the season is later, are from one-third to 100 per cent. sold up.

The whole pack of cherres for the state will be around 70 per cent. of last season. This season the cherries were large, well matured, free from blemishes; in fact, the finest quality of cherries we have had in years, and the canners all used exceptional care in packing. The pitting machines were watched very closely, and very few packs will show over five pits to a No. 10 can. The cherries, upon delivery to the plants, were placed immediately in tanks of clear, fresh, cold running water. From the tanks, they were let out on a picking belt, where at least six women to every pitting machine watched to see that not a blemished cherry found its way into the can. The 1923 pack of cherries in Michigan has never been equaled as to quality.

MICHIGAN CANNERS ASSOCIATION,
Secretary."

RENEW YOUR FAITH

From the Optimist of August 1.

IN the swing of a general national prosperity, American business, finance and industry, here and there, show signs of uneasiness. The steel market is not what it might be. The stock market exhibits a fluttering pulse. Grain markets are bloodless There are tremors and symptoms of low blood-pressure.

Men brooding over market charts and price graphs pieced from records of other days following other great wars have noted that thus-and-so happened. Studying their own times in the light of these, they have been gripped by uncertainty.

There have been timorous whispers of a "buyers' strike" and of this and of that, but the pessimistically inclined should take heart of grace and renew their faith in the U. S. A. The

The Service Terminal Co., Inc.
Warehousing Service
FOR THE CANNERS
409 N. Holliday St., Baltimore, Md.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
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BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.



Factory
HOOPESTON, ILL.

The Buyer Must Be Satisfied

WE build more than 100 different machines for use in Canning and Preserving Plants and supply equipment complete from door to door, guaranteeing every item satisfactory to the buyer, refunding the full purchase price upon return of equipment to us in good order.

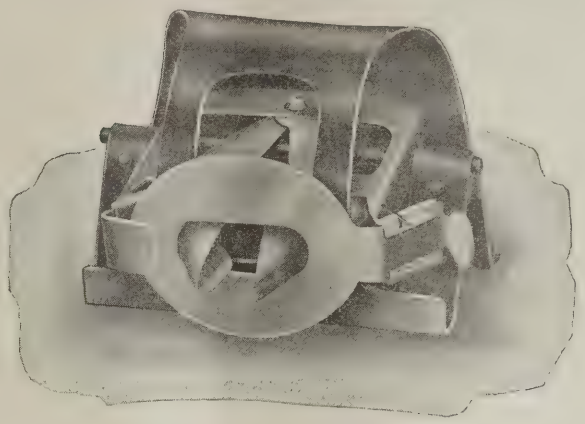
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SPRAGUE CANNING MACHINERY COMPANY
500 N. Dearborn St., Chicago

BRANCHES: 15 WILSON STREET, NEWARK, N. Y. 704 LEXINGTON BUILDING, BALTIMORE, MD.

Messenger Tomato Coring Machine

THE coring device shown in cut removes a perfect cone shaped core in any one of three sizes, at option of operator, while the tomato to be peeled is being lifted from receptacle containing it, after scalding, to meet the knife hand of the peeler, doing so with only a slight hesitation of the hand while tomato is being spotted on projecting split hollow cone shown in cut. With core removed before knife hand meets the tomato peeler handles each tomato about 10% faster. The peeled tomatoes will on account of the small core taken out without opening seed cells yield from 15% to 30% more cans per ton. The quality of finished product is improved enough to justify expense of installation in itself but saving in waste will pay entire cost of installation in 6 ten hour days. Why shouldn't the peeler like it? Why shouldn't the canner like it? Will also affect as great a saving when used with a peeling machine as when used with hand peeling. For further information and a demonstration write to



"CORE IT WHILE PICKING IT UP."

Sprague Canning Machinery Co., *or* H. B. Messenger, Federalsburg, Md.



FILTERS

FOR

FRUIT JUICES-CIDER-VINEGAR---

Snow-white cotton filtermasse in Kiefer Filters gives beautiful luster and brilliance to fruit juices without lessening the flavor or imparting a foreign taste.

No other agent is necessary and your product has that cleanliness and polish that brand it an unusually good product.

We make many different types and sizes of filters for clarifying all kinds of liquids.

Write for catalog.

The Karl Kiefer Machine Co.

CINCINNATI, OHIO

latest government crop forecast is worthy of their earnest regard.

These United States are about to harvest crops having a value of considerably more than eight billion dollars. They may come to nine billions when returns from all the small crops are in. This vast sum will be reinforced by gigantic livestock values. The farmer may not be blessed with a bumper crop, but he will not eat husks.

He may have to pay too much for his labor and the things that he has to buy. He may have a few million fewer bushels of corn. There may be a few million bushels less wheat. Wheat may be below a dollar, yet the forecast estimates more than a billion dollar total gain in 1923 crop values over those of 1922.

It is towering evidence of the solid, sturdy, deep economic health of the Nation. The grower may be filled with unrest, but the fields produce. Demagogue and economic heathen rage, but the corn tassels and the cotton boll comes to whiteness, wheat finds the elevators and apples redden.

Should this forecast stand up through the hot winds and cinchbugs of corn belt "dog days," should the boll weevil be no more than ordinarily rampageous in the cotton belt, and if a thousand other matters go reasonably right—and somehow they usually do—then the farmer and, incidentally, the grocer, ought to be sitting right pretty this fall.

The Tomato Stuation.

The peculiar, not to say freakish, weather conditions which ruled during the past spring, have made the tomato outlook somewhat problematical in Indiana and on the Eastern Seaboard. In the Tri-States (New Jersey, Delaware and Maryland) the severe drought necessitated the replanting of perhaps 30 percentage of the acreage.

The delay in putting out these plants will, of course, cause them to be late in maturing, and for them an early frost would spell calamity. The balance of the plants are in good condition for this time of the year and show a heavy set of fruit. The acreage in all three States is in excess of that of last year.

In New York State, we understand that growing conditions are much as they are in the Tri-States, and that the acreage is about normal. While this State produces a large tonnage, it is mostly used in products other than canned tomatoes. There is practically no production of canned tomatoes in New England. We are not informed as to growing conditions in the Virginias.

In Indiana, the late freeze in the central and northern part of the State killed the plants before they were set out, and growers were forced to comb the whole country for replacements. Much trouble was experienced in securing the necessary number of plants, and many were brought from distant and widely scattered localities. Some came from Utah and even from California, while others were brought from Florida. However, practically all of the contract acereage was planted; the loss did not amount to five per cent.

If these plants turn out to be of proper varieties, and if they mature in time, Indiana will have a heavier crop and bigger pack this year than she did last season, as she has from fifteen to twenty thousand more acres planted to tomatoes than she had last year.

Those imported plants in Indiana and reset plants in the East inject elements of doubt into the situation that are unusual

Why Not Eliminate

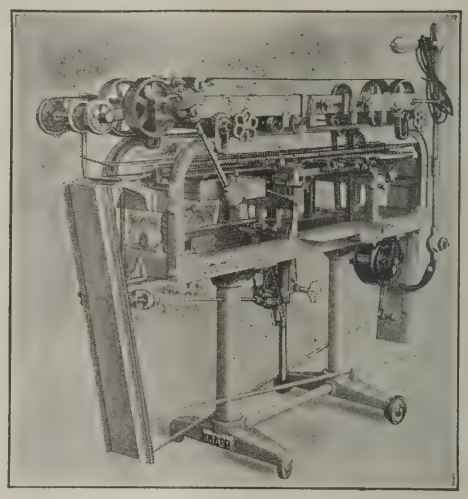
the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J B. Ford Co., Sole Mnfrs., Wyandotte, Mich.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY INC.

LABELING, WRAPPING and BOXING MACHINES

GENERAL OFFICES
YONKERS, NEW YORK

CHICAGO OFFICE — 444 West Grand Ave.

PACIFIC COAST REPRESENTATIVES:
Anderson Barngrover Mfg. Co.
104 Pine St., San Francisco.

UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg. Salt Lake City

CANADIAN REPRESENTATIVES:
Brown Boggs Company, Ltd.
Hamilton, Ont. Canada.

Knapp Euipment can also be secured through

Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Our New Stringless Bean Snippers

are now working in a number of packing plants in the States, and we are getting the most favorable reports from them. Anyone interested in these machines for the 1924 season we would like to have see them in operation, and a list of the packers using them, in your particular section, will be furnished you by writing to our head office.

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus Ohio.

SANITARY ENAMEL WARE THAT PASSES ALL TESTS.



Made seamless from ultra heavy gauge steel and coated with a special tough non-porous blue enamel.

Prompt orders for 14 qt. and 16 qt. pails, as well as 14 qt. size pans, can be shipped immediately as long as present stock lasts.

WRITE FOR OUR ATTRACTIVE PRICES

CANNING MACHINERY EXCHANGE
MARINE BANK BUILDING
Baltimore, : : : Maryland

at this time of the year. We know of nothing that is subject to more vicissitudes and uncertainties than the canned tomato pack. In the first place, production is peculiarly susceptible to weather conditions and blights; and, secondly, both the grower and canner are at the mercy of a very undependable labor supply. But the conditions existing in Indiana and the East present unaccustomed forms of worry.

All is blithe and gay in Utah and California. The plants are reported to be well advanced and in splendid shape. The acreage is in excess of that of last year.

The scarcity of labor is going to affect production to some extent in all territories and we expect to see a much greater proportion of the crop packed in No. 3 and No. 10 containers. The larger cans save time and labor; moreover, the spread in price between these sizes and the No 2 cans during the past year has impressed itself on those canners who were unfortunate enough to put their whole pack in the smaller sized containers.

That the growing season may be a long one, with moderately warm weather and a moderate rainfall, is the prayer of all who are connected with the production and packing of canned tomatoes.

DR. HENRY AYERS JOINS THE GLASS CONTAINERS.

THE appointment of S. Henry Ayers, bacteriologist of the Dairy Division of the Bureau of Animal Industry, Washington, D. C., to the position of Director of Research of the Glass Container Association, will be a matter of general interest.

Dr. Ayers has long been known in the fields of scientific research, particularly with the problems of the milk industry. A large number of scientific publications, based upon his work, have been published by the Department of Agriculture, and through these he has made probably greater contributions to the milk industry than any other man in this country. Dr. Ayers is a comparatively young man, a graduate of the Massachusetts Institute of Technology, and his work has the endorsement and interest of the entire scientific world.

While Dr. Ayers' work has been largely among milk lines, it has been thorough. When it is considered that milk is one of the most important food products, and that milk is one of the gratest vehicles for propagation of germ life, and that it is necessary to handle milk throughout its course from the farm to the consumer with more care than any other food, and that it must be pasteurized sufficiently to protect human life, and yet must keep the valuable commercial qualities of the milk intact, it will be seen that Dr. Ayers' training in this thorough research when applied to the handling and preservation of the much less delicate though important food stuffs, such as fruits, vegetables, beverages and other foods, will add very much to our scientific knowledge concerning the canning and preserving inustry as a whole.

Dr. Ayers' paper, "The Present Status of the Pasteurization of Milk," published by the Department of Agriculture, is receiving a great deal of attention at present throughout the entire milk industry, not only in the United States, but in Great Britain and Europe. Many of his works have been translated into other languages, so important were they as contributions to scientific thought and practical knowledge.

Dr. Ayers has made an enviable reputation for himself in his work at the Bureau of Animal Industry. There is no man in that great department whose work is more widely appreciated and admired than he. He is a man's man in every respect.

(We take pleasure in publishing the above announcement. It will be recalled that Dr. A. W. Bitting, after retiring from the National Canners Laboratory, formed the Glass Container Laboratory, and with Mrs. Bitting conducted it most successfully. In fact, the laboratory was the beginning one might say, of the influential association now existant. About a year ago Dr. and Mrs. Bitting decided to retire, accordingly, they went to California, established themselves in one of the beauty spots of that fairyland, and settled down to enjoy life. Both are yet young, but both have worked hard, and have earned their time of ease.—The Editor.)

GIBSON OF PNEUMATIC CUSHION

A. C. GIBSON CO., Inc.
11 No. Division St.,
BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING
INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

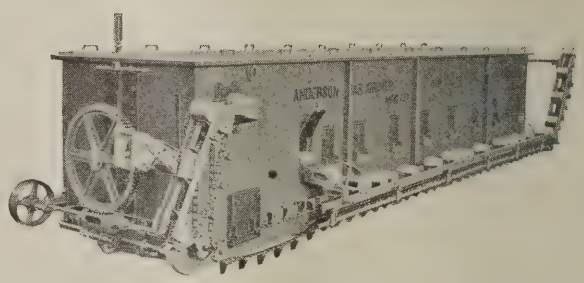
Souder Continuous Cooker

Handles three sizes of cans without change. Most economical - longest life - any part accessible - temperature control - guaranteed to please you.

Write for particulars.

SOUDER MFG. CO.,
Bridgeton, N. J.

AN OPPORTUNITY FOR IMMEDIATE SHIPMENT



One 750 Can Cooker for No. 2-2½-3's

The last of our eastern stock of Cookers which represents an excellent opportunity, for one who has lately found his present cook-room equipment inadequate, to secure prompt delivery from the Atlantic Seaboard. *Write, wire or telephone to nearest office.*

ANDERSON-BARNGROVER MFG. CO.
SAN JOSE, CALIF.

Baltimore, Md.
S. O. Randall's Son.
409 Marine Bank Building

Chicago, Ill.
S. G. Gorsline
1548 Tribune Building

The Saving Makes It Possible

for you to keep your increasing stocks fully insured against fire loss at an extremely low net cost.

In the Canning Industry values increase very rapidly during a short period, and Canners are realizing more and more the wise business economy of keeping these values fully protected against destruction by fire.

CANNERS EXCHANGE SUBSCRIBERS
AT
WARNER INTER-INSURANCE BUREAU

provide this protection at a cost so low as to make it ill-advised for any Canner to assume even a small part of his own risk.

There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

Protect your values fully and your savings will increase proportionately.

Address Your Instructions To

Lansing B. Warner, Incorporated.
155 E. Superior St.,
Chicago, Ill.

Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

4—40x72 Zastrow Retorts.
3—40x72 Special Retorts $\frac{3}{8}$" shells.
1—Style F. Wonder Cooker - End Discharge.
1—6 Pocket Merrill-Soule Corn Cooker Filler.
1—Elgin Rotary Filler.
1—Indiana Pulper.
1—Kern Finisher.
1—8 Disc Sprague Hawkins Exhauster.
1—10 H.P. Horizontal Engine.
1—35 H.P. Buckeye Horizontal Engine.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

MACHINERY FOR SALE—

Tomato Handling Machinery.

2 Livingston Tomato Washers.
2 Sorting tables, door mat belt, 30" x 9'
75 Ft. Link Belt Slat Conveyor, 18" wide
20 Ft. Link Belt Slat Flight Elevator, 18" wide and fittings
35 Ft. Link Belt Elvator, 18" wide, tank & galv. iron boot.

Filling & Bottling Machinery.

6 Adriance Hand Cappers, No. 804 A
2 Conveyors for above
1—18 tube Haller Filler, with sterilizer.
1—35 Ft. Conveyor for washing bottles, 12" wide
2—Cypress Tanks 54" x 6',
2—Hansen Bean Fillers, practically new.

Address: — Owensboro Conserve Co., Owensboro, Ky., or 1628 Arch Street, Philadelphia, Pa.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Model B No. 3 Burt Labeling machine in perfect condition, price right.
John W. Bay & Co., Perryman, Md.

FOR SALE—One practically new Monitor Bean Cutter, only been used few days.

Roane Co. Pkg. Co., Rockwood, Tenn.

FOR SALE—BOX NAILING MACHINES.

1—5 track Morgan Nailer, belt driven, stationary type, $350.00.
1—6 track Morgan Nailer, Motor driven, stationary type, $650.00.
1—7 track Morgan Nailer, Motor driven, portable type, with Side Arm attachment, $675.00.
2—6 track Doig Nailers, belt driven, stationary type, $275.00. each.
1—7 track Doig Nailer, belt driven, stationary type, $300.00.
1—8 track Doig Nailer, belt driven, stationary type, $325.00.
1—9 track Doig Nailer, belt driven, stationary type, $350.00.
2—8 track Morgan Nailers, belt driven, stationary type, $350. each.
2—9 track Morgan Nailers, motor driven, stationary type, with side arm attachments, price without motors $400.00 each.

Also Box, Woodworking and Veneer machinery of all kinds. State your wants.

What have you for sale?

Chas. N. Braun Machinery Co., Fort Wayne, Indiana.

FOR SALE—Used equipment for immediate delivery:

1—1000 gallon Cypress Tank with $2\frac{1}{2}$" Kook-More-Koil, bronze outlet and traps.
2—2" Kook-More-Koils for 500 gallon tanks.
2—Indiana Pulpers.
2—250 gallon Copper Steam Jacketed Kettles.
3—150 gallon Copper Steam Jacketed Kettles.

F. H. LANGSENKAMP, 130 E. Georgia St., Indianapolis, Ind.

FOR SALE—Immediate Shipment.

1-New Ayars single rotary measure Tomato Filler for No. $2\frac{1}{2}$ and No. 3 cans.
1-New Ayars No. 10 rotary measure Tomato Filler.
1-Burt Labeling Machine, Hand driven for No. 3 cans.

Canning Machinery Exchange, Marine Bank Bldg.
Baltimore, Maryland.

FOR SALE—Two used Kern Finishers for sale for immediate delivery.

F. H. Langsenkamp, Indianapolis, Ind.

FOR RENT—Hydraulic Cider Press, daily capacity 100 barrels. Cider storage 8000 gal. Steam to pasteurize. Fine fruit section.

Lakeville Creamery & Milling Co., Lakeville, Pa.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, $7\frac{1}{2}$ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed, 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsfords and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 corp. Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory, which is now in operation. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that are working satisfactorily. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated. H. P Strasbaugh, Aberden, Md.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—First-class man to work in can shop on Double Seamers Only those fully qualified need apply. Prefer man who is handy on other machines. Address Box B-1087 care of The Canning Trade.

WANTED—A really first class Chef with expert knowledge of the manufacture of all tinned, bottled and packed food stuffs. Must be man of wide experience, capable of inventing new recipes and able to control large staff. Good salary to the right man. Fullest particulars must be given. Address Box B-1089 care of The Canning Trade.

CAN SALESMAN—Man wanted for excutive position in Sales Department of large can manufacturing corporation. Prefer experienced can selling man having good knowledge of plain and lithographed cans who is willing to travel and available NOW. Address Box B-1093 care of The Canning Trade.

WANTED—Mechanical repairman, one who is familiar with the Angelus Double Seamer. Address Box B-1094 care of The Canning Trade.

High class canned foods saleman will entertain offe from reliable broker or canner. Address Box A-1096r care of The Canning Trade.

WANTED—Canning factory superintendent. Man with experience on Peas, Corn, Kraut, capable taking charge canning factory in Middle West. One who has had similar experience with good concern, and who knows how to pack quality goods. Should have working knowledge of field work to successfully handle position. Only men with clean and successful records need apply. Give history, age, married or single, and salary wanted in application. Address Box B-1095 care of The Canning Trade.

WANTED—General machine man having experience with full line canning machinery and capable of keeping same in repair. Year round position in Baltimore. In reply, give age, experience and salary expected. Address Box B-1092. care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position in the South as manager or superintendent. Successful packer of Sweet Potatoes, Tomatoes and other vegetables. Capable executive, builder, and mechanic. Wish position where I will have opportunity to make permanent connection. Available August 1st. Address Box B-1086 care of The Canning Trade.

Connection wanted as Superintendent or General Foreman by dependable American with sound executive ability, in manufacturing of cans. Successful handler of help setting up machinery, and increasing production. Last 12 years with large can manufacturing concern. Can furnish satisfactory credentials. Age 43. Married. Address Box B. 1088 care of The Canning Trade.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.

LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED

PUBLIC SALES

We have purchased 122,000 pair U. S. Army Munson last shoes, sizes 5½ to 12 which was the entire surplus stock of one of the largest U. S. Government shoe contractors.

This shoe is guaranteed one hundred percent solid leather, color dark tan, bellows tongue, dirt and waterproof. The actual value of this shoe is $6.00. Owing to this tremendous buy we can offer same to the public at $2.95.

Send correct size. Pay postman on delivery or send money order. If shoes are not as represented we will cheerfully refund your money promptly upon request.

National Bay State Shoe Company

296 Broadway New York, N. Y.

THE PERFECT DRY PASTE

JELLITAC

Made from wheat
Send for sample
Arthur S. Hoyt Co.,
90 West Broadway New York City

PASTE IT WITH JELLITAC "IT STICKS"

H. D. DREYER & CO., Inc.

MANUFACTURERS

BOXES and BOX SHOOKS

FOR THE CANNERS

ALICEANNA and SPRING STS., BALTIMORE, MD.

Phone: Plaza 3463-3464

Howard E. Jones & Co.

BROKERS -:- DISTRIBUTORS

Canned Foods

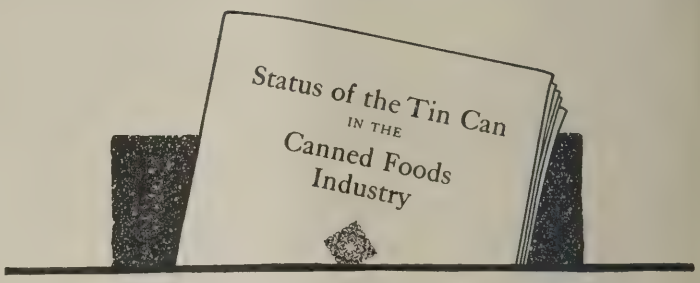
203-5 CARROLL BLDG., BALTIMORE & LIGHT STS.

Baltimore, Md.

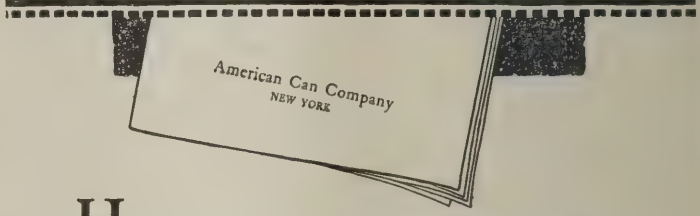
PACKERS: What have you to offer from last season's pack--- also quote us your price on New Pack. Write us. Do you store Tomatoes, Corn, or other Canned Foods in Baltimore Warehouses for mixed cars or awaiting advancing market? If you need liberal loans on your warehouse receipts, we can arrange this for you.

REFERENCES:- Atlantic Trust Co., Baltimore, Md. Bradstreet's and Dun's.

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tipe, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	....	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90
BEETS†		
Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.10	¶1.10
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.00	¶.90
Std. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
Std Shoepeg, No. 2, f.o.b. Balto.	Out	Out
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	Out
Fancy Shoepeg, f. o. b. factory.	1.50	Out
Std. Crushed, No. 2, Baltimore	.95	¶.95
Std. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
Ex. Std. Crushed, No. 2	.95	Out
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	1.10	Out
Standard Western, No. 2	....	1.00
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	.85	¶ .85
Standard, Split, No. 10	3.15	3.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.90	¶ .90
12 Kinds, No. 10	4.50	4.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.20	¶1.20
Standard, No. 3	1.35	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3	Out	¶1.10
Standard, No. 10	4.50	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....
SAUERKRAUT‡		
Standard, No. 2	.82½	¶.85
Standard, No. 2½	.95	¶1.00
Standard, No. 3	1.00	¶1.05
Standard, No 10	3.50	3.75
SPINACH‡		
Standard, No. 2	.95	1.05
Standard, No. 2½	1.25	1.35
Standard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25
¶F. O. B. Factory basis.		
SUCCOTASH‡	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	Out	¶.90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	Out
Standard, No. 10, f.o.b. County	4.25	Out
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.30	Out
Standard, No. 3, f.o.b. County	1.25	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.87½	.97½
Standard. No. 2, f.o.b. County	.85	¶.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.57½	Out
Standard 1s, f.o.b. County	.55	Out
TOMATO PULP‡		
Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.65	.70

Canned Fruits

APPLES‡		
Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.00	....
APRICOTS		
California Choice, No. 2½	2.75	2.65
BLACKBERRIES§		
Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50
BI UEBERRIES		
Maine, No. 10	10.25	10.00
Maine, No. 2	....	....
CHERRIES§		
Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....
GOOSEBERRIES§		
Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50
PEACHES*		
California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	1.90	1.95
PEACHES†		
Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued PEARS†	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	4.00	3.80
Hawaii Sliced, Standard, No. 2½	3.50	3.40
Hawaii Sliced, Extra, No. 2	3.25	2.85
Hawaii Sliced, Standard, No. 2	3.00	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	Out	....
Eastern Pie, Water, No. 2	Out	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*		
Standard, No. 2	2.25	....
LOBSTER*		
Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25
OYSTERS*		
Standards, 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60
SALMON*		
Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.45	Out
Medium Red, Talls	Out	1.60
SHRIMP*		
Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00
SARDINES—Domestic, per Case F. O. B. Eastport, Me., 1923 pack.		
¼ Oil, Keyless	....	3.50
¼ Oil, Key	....	4.00
¼ Tomato, Key	....	4.00
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	3.50
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	6.00
California, 1s, Striped	....	11.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, AUGUST 27, 1923

WEEKLY REVIEW

Canners Everywhere Are Getting Busy—Everyone Wants to Know What the Packs Will Be—A Glance at Conditions and Prospects—Market Figures Again Appearing—Buyers Are Waiting for Futures.

THE CANNERS BUSY—Just how busy the canners everywhere are might be surmised from the neglect of the Crop Reports shown this week. The industry is following these very closely, but in the opening days of the rush season, when the knots and tangles of a smooth-running plant must be straightened out, the canners have little or no time to fill out report blanks on crop conditions. In fact, they are busy examining the quality and prospects of their own crops, and this keeps them as busy as any man wants to be. The corn canneries are all humming along merrily, and the crop is going into cans in good shape, quality and in fair volume. The yield of the early corn is below expectations, the result of the long drought and severe hot weather. All corn canners, however, we believe, look for better results in the later plantings. We have had a touch of fall weather this week, the days being cold and the nights decidedly so, which will have a tendency to sweeten the corn and improve the quality; and as there have been some nice rains, there is reason to expect that the corn from now on will show improvement in yield. There would seem to be nothing in present indications to promise a big pack anywhere, but it is hoped there will be a fair pack of corn, taking the country over. This result will depend upon the lateness of the fall and the delay of frost, and this week's weather promises neither of these results. If corn comes through to anywhere near canners' expectations, it will be the first crop of thee season to do so. The great corn sections of the West have not heavy acreages, and the crop is not up to normal by a considerable percentage; and here in the East no one familiar with the business expects a heavy pack.

Most tomato canners have been able to begin their season by this time, but mainly in a small way. The tomato yields are very disappointing to date, the quality being fine, but the receipts very light. Most canners have been able to run only a part of a day, and all are hoping for bright, warm weather to bring the crop along in a steady supply. The receipts of tomatoes in this city this week have been very disappointing, the canners getting only a small part of what they took. Prices ranging from 85c to $1.05 per bushel are all out of reason for this time of year, but that is how they have ruled this week.

WHAT WILL THE HARVEST BE?—That question is on everyone's lips, and we are phoned to, written to and asked by canners and others in all sections. The man who would attempt to guess the tomato pack at this time would be a plain, unvarnished fool, for if there is anything more deceptive than our far-famed and festive tomato, we would like to know what it is. From out in California comes the news that the acreage in tomatoes is not large, and since the growers have become possessed of the idea that the balance of the country is to have a small tomato crop and pack, they think the California canners will jump in to fill the breach, and so they have run up the prices on their crops to as high as $17 per ton, as against an early contracted price of $12 per ton. California canners are not in the humor this season to pay high prices for anything, and so they are passing up these high-priced tomatoes. As it is, most of the tomatoes now contracted will be used for tomato products rather than canned tomatoes, and so it is not likely that California will cut much of a figure in the tomato market this season. If they see that there is actually to be a shortage of canned tomatoes in the rest of the country, they can get in, after other tomato canners are through, and produce the goods. But California canners are not going to invest money and wait a long time for its return, and there is not likely to be the kind of shortage elsewhere that will cause them to take this action. Utah has its usual fine crop and will make a normal pack of good size, from present promises. Missouri, which promised to give us a whopping pack of tomatoes, has been burned up, along with Arkansas, and canners there now say that they will be lucky if they get 50 per cent of a crop. To do that the weather will have to behave just about right, a trick it seems not to have learned this season. Indiana, Tennessee and the Central West are anything but easy in their minds over the job of filling their future contracts. The early frosts which killed their home-grown tomato plants made them go South for new ones, and these have not turned out well. Some sections have been drowned out, others burned out, and the prospects there are that it will take their best efforts to fill the orders on their books. Pretty nearly all the reports from Virginia are of a gloomy tinge. They have had wilt and blight and drought, until most Virginia canners are blue on the situation. In the Tri-States the whole thing is a weather proposition. The vines are in quite good shape, healthy and bushy and fairly well filled with fruit, and the acreage is fully up to normal. But it is late, and the cold weather is not ripening the tomatoes as they should, and as we have above stated, the canners are getting only enough for a few hours' run each day. The crop is there, and most well-posted men agree with the estimate made by J. S. McDaniel & Co., of Easton, in the heart of the 'Shore tomato section, made last week, that Maryland and Delaware will do well to produce 5,000,000 cases to supply the very evident need of 7,000,000 cases from these two States. What is true of these two States is equally true of New Jersey, the third member of the Tri-States. Tomatoes are bringing such fancy prices on the market stalls of the big cities that the canners have no chance to get their supply, and until this condition changes, and unless there is a glut period, tomato canning will continue slow. That does not make for a big pack of canned tomatoes. The season is young, and there is time yet, because if the weather stays warm—and the present indication of an early fall and cool weather proves to be a false alarm—they can can tomatoes up until November.

On the other hand, the market is so completely cleaned up of tomato stocks, in all hands clear down to the consumer, that it will take an unusually large pack to put the market back into normal condition. There does not seem to be much chance of over-doing the tomato packing game this season, and none whatever if the tomato canners will pack a good, fair quality of product. Give the people a can of tomatoes which will cause them to be satisfied and want another, and they will pay the price and there will be no break in the market.

THE MARKET—Corn has come back into quotation, and the list looks natural once more. Standard Evergreen is quoted at $1.10 in Baltimore and 5c less f. o. b. cannery; standard shoepeg is quoted at the same price; extra standard shoepeg at $1.20; fancy shoepeg a shigh as $1.50; standard crushed—and it is to be noted that this term is seriously objected to and should be discontinued and this style of corn called "Sweet Corn"—is quoted at 87½ to 95c, with extra standard at $1.00.

Succotash this week is quoted at $1.30 with green beans, and at $1.15 with dried beans.

Sweet potatoes are quoted at 95c for No. 3s factory, and No. 10s are still out of quotation.

Tomatoes—The new packing No. 10s are quoted now at $4.25 to $4.50; No. 3 standards in Baltimore are $1.30, and at factory $1.25; No. 2s, 85c to 90c, and No. 1s at 55c to 57½c.

Other items of canned foods show no changes in their market prices, and both demand and inquiry are slow. The buyers are taking what they are forced to have and nothing more, and they are acting upon this basis in every section of the country. Now that packing is on, they are waiting for their futures and, apparently, intend that they shall come upon absolutely clean floors. It makes a dangerous situation if anything should happen to the crops and packs.

NEW YORK MARKET

Trading Not Regular—News of the Tuna Market — Peaches Show Firmness—Neglecting Spot Fruits—Standard Corn Wanted—Prefer Western Corn—Objections to the Use of "Crushed"—Tomatoes Selling Fairly Well—Shrimp Selling Well—Market Notes.

New York, August 23, 1923.

TRADE Still Spotted—While there has been some improvement in the canned foods trade locally, business is still rather spotty in character, and no broad general demand has developed. Jobbers are operating rather intensively on a few items in the list, but are buying only stocks which they actually need for distributive wants in the very early future.

Interest in Tuna—The new California tuna fish pack has been the chief feature of interest this week. Leading packers are delivering only 15 to 20 per cent on their orders for white meat. Because of the prevailing general shortage, jobbers expect the pack to move out at present prices, $10.00 for halves and $19.00 for 1s f. o. b. California. Reports as to the size of the pack vary, however. Should the pack amount to only 100,000 or 125,000 cases, no difficulty in getting the goods into consumng channels on the present price basis is anticipated. But, should the pack run over 200,000 cases, it is felt that the question will be different entirely.

Glad of Pro Rata—In view of the high prices made for white meat tuna this year, buyers generally are glad of the shortness of supplies. They feel that the retail trade will not buy far in advance of their trade needs on the present price basis. This will mean that the jobbers will have to carry the goods until wanted, probably well into next spring. This will mean the tying up of a lot of money, and this the jobbers are unwilling to do at this time. A few cars of new pack white meat have already arrived here. Wholesale grocers prefer to move their stocks on to the retail trade rather than job it out, but one small block has changed hands at $15.00 per case for white meat.

Bluefin Pack Uncertain—Considerable uncertainty exists in the minds of the local trade as to the bluefin tuna situation this season. No definite reports as to the progress of the pack have been received thus far, but rumors regarding the scarcity of the fish and the curtailed operations of the packers on bluefin have been heard from time to time.

Stopped Skyrocketing Market—One large packer, operating at Long Beach, Cal., it will be remembered, started out this season to "bust the raw tuna market wide open," because competing canners had refused to allow the packer in question an arbitrary percentage of the catch. The canner in question boosted the price for the raw fish more than $100 a ton over the price agreed upon between canners and fishermen early in the season. A few of the competing canners met the price set by the one who started the fireworks. One large factor, probably the largest in the game, could not see the question in this light, however. The canner in question believes that a contract is a contract, whether between fishermen and canner or between canner and distributor. This packer, when he saw some of his catch being diverted to competing canneries, immediately started suit against fishermen who were violating the terms of their contracts with him, and attached the vessel of one of the fishermen. This stopped the market boom, in so far as his fishermen were concerned, and helped to settle the general situation.

Cling Peaches Firm on New Pack—A strong market for new pack California cling peaches is reported on standard grade. The demand for this grade has been so heavy during the past several weeks that many of the independent packers are now refusing to book orders on straight standards. It is known that several large blocks of straight standards have been put up to packers during the past few weeks, and have been turned down by them.

Spot Fruits Neglected—The spot canned fruit situation is a puzzling one. Stocks offering in the local trade are not excessive, fancy grade being entirely cleared in many instances. Notwithstanding this situation, the demand during the past few months has been so insignificant that considerable selling pressure has developed in some quarters of the market. Holders are anxious to clear out spot holdings before the new pack begins to arrive on the market. Distributors, however, are not anxious to extend any more support than necessary at this time, so are holding down their purchases to actual needs, shopping the market thoroughly when making purchases to bring out the lowest priced stocks available.

Salmon Market Steady—A steady tone prevails in Alaska salmon on the spot position. Opening prices on new pack are expected to be named by the Alaska Packers Association in the near future, but independents have already booked a good business on the basis of $1.20 for chums, $1.30 for pinks and $2.25 for reds. One Chicago factor has sold reds in the New York market at $2.15 for new pack. Stocks of Columbia River salmon are scarce, and the trading is looking for an extremely high resale market next spring, when the heavy demand gets under way.

Standard Corn Wanted—Standard corn has met with a continued good inquiry during the past week, and the market here has held firm at $1.00 per dozen, ex-warehouse. New pack is being bought in a small way at 90 to 92½c for prompt shipment.

Prefer Western Corn—The Canning Trade's local representative has heard several buyers during the past week, in inquiring for standard corn, tell their brokers that they preferred Western standard to Maryland or Delaware packed standards. Buyers state that the pack of standard quality by the Western canners last season averaged up better than that of the Southern pack.

Object to Labeling—Buyers in the local market also object to the method of labeling Southern corn since the Bureau of Chemistry ruling barring the "Maine Style" designation. Some of the packers are marking their goods as "Crushed Corn." Buyers state that this form of labeling is not popular with either retailers or consumers, the "Crushed" designation on the can arousing the opposition. "Sugar Corn," however, is a popular form of labeling, and canners should give the question of the labeling of their corn pack serious consideration.

Tomato Sales Fair—A little improvement in the demand for new pack tomatoes was reported during this week's trading, and the market remains steady as to price. Distributors are buying a little more in anticipation of their fall demand at present prices, believing that bottom has been reached. The sales of early packed tomatoes for prompt shipment were rather light this year, owing to the differential in price between the early pack and the regular 1923 pack. Buyers took no chances of carrying over early packed goods to compete

with their deliveries of regular pack, and so bought only for immediate requirements. First shipments of regular pack are expected to start coming through shortly, as some of the canners have started operations on the main crop.

Sardines Still Scarce—Sardine business is necessarily quiet at this time, owing to the scarcity of the canned fish available for immediate shipment. The run of herring is showing a little improvement, but the canners are not yet getting enough fish to enable them to work their plants to capacity.

Shrimp Sales Good—An active demand for fall pack shrimp has been noted this season, both the regular canned shrimp and the glass goods going well. The sale of most of the pack is being handled through the canners' co-operative sales agency, Marine Products, Inc., and that organization is handling the business in such a way that there is little or no danger of over-selling, with consequent forced pro rata deliveries on the new pack.

Notes—H. F. C. Killian is spending several weeks in Wisconsin, visiting pea packers which he represents here.

Allan Bacon, of Bacon & Trubenbach, is back after a three weeks' vacation spent in Wisconsin and in Canada.

Walter J. Townsend is spending his vacation this year bass fishing in the Canadian woods.

George A. Mendes, well-known canned foods broker, is on a three months' visit to Europe. He expects to return early in September. Since the start of his tour, early in June, he has covered the principal points of interest in Italy, France, Switzerland, England, Scotland and Belgium.

Walter B. Timms is making great progress in his recovery from his recent operation.

Walter Weisl and Hayden Dudley, former partners in the defunct firm of U. H. Dudley & Co., and now operating as Dudley & Weisl in Boston and Philadelphia, were in the market this week.

T. J. Gorenfio, of the Brunswick Canning Company, of Brunswick, Ga., was here this week, stopping wth North & Dalzell, his brokers.

"NEW YORK STATER."

ST. LOUIS MARKET

Market Conditions Dull—Few Small Orders for California Fruits Placed—Packers Look for Tomato Business—The "Ozark Apple Clearing House."

St. Louis, August 23, 1923.

THERE has been no change in the canned foods business here for some time. The market is dull, and promises to remain so for a while, unless something unforeseen happens to change the situation. Many of the canned foods brokers, while business is quiet, took advantage of conditions to go away on their vacations. There are two or three in each house absent, and probably this has been one of the reasons, as much as anything else, that has caused the quietness.

According to information obtained, there is a general scarcity of spot offerings. Some futures have been booked, but buyers are not anxious to obligate themselves for large offerings. They are more inclined to go slow and purchase what they want in small quantities and get them often. This seems to be the general policy pursued.

Weather conditions in this section have been good, except more rain would improve conditions. There has been a little betterment in garden truck, and this means more canning will be done.

Fruits—It looks at this writing as if the fruit crop will be goood. Possibly not quite as good as last year, however. Still, there will be plenty. According to some of the brokers interviewed, the jobbers are commencing to take a little interest in California fruits as offered by packers, and they are placing some orders, not large ones, however. They are picking up small stocks to fill their immediate requirements only. Their purchases are limited and just enough to last them for a few weeks. Information has reached here that so little of this season's California pack has been sold because jobbers are holding off, hoping for better prices, that the packers intend to shade their opening prices and begin a decline. The packers say that producing costs, excessive prices of labor and other incidentals, has left them a very little margin at the prices set by them, and rather than cut the prices hereafter, the packers will only pack enough for the available market. This may or may not be true.

Tomatoes—Tomatoes seem to be more in the limelight than any other vegetable. If buyers have reached the end of their holdings, they are interested in prompt deliveries. However, few are in this predicament, for some seem to be available when wanted. Packers at one time were afraid they would not be able to fill their orders, but now they want business. The same situation seems to hold good with futures. Jobbers are slow to place orders for futures. Down in the Ozarks, at one time, there was every indication that the pack would be very large. Lack of rain hurt some, and if it does not rain soon, the volume of the pack will be reduced. If it does rain, the pack, it is stated, will be heavy.

Peas—The situation looks better than it did. Standards are in better demand than they were, and few can be had. Some demand for fancy peas is also reported, but the demand is not strong.

Corn—Corn canners in the West have advanced their prices on standard. This is because of the scarcity and also because it is said that only about 75 per cent of a corn crop for canning is looked for in this section.

Asparagus—There is some demand for asparagus, but not so great as to cause buyers to purchase unless prices can be agreed upon.

Fish—The demand for fish is only about normal and just about what it is generally at this season of the year.

Pickles—It is reported that in some sections the pickle situation is somewhat uncertain. Dry weather in certain sections has hurt some, and unless there are good rains the crop may be short.

Milk—General conditions are about the same as they have been. A fine tone prevails, as manufacturers are rather conservative in making offerings, because the cost of fluid milk is higher.

Apples in the Ozarks—The apple crop in the southwest part of Missouri, in the Ozarks, is improving, and with one or two heavy rains will be good. The apple car movement, which carries the crop from the Ozarks, will start along the Frisco in Northwest Arkansas and Southwest Missouri, about August 25. From that time on canners of apples will be busy and will have all they can do.

A number of the leading growers in Northwest Arkansas have organized what is to be known as the "Ozark Apple Clearing House." This clearing house has been established for the purpose of assisting the growers and shippers of Ozark apples to keep in touch with the market situation, rendering as much assistance as possible in connection with the proper marketing and distribution of their apples. Through this clearing house one may be able to secure some very complete information regarding the daily movement. The Springdale Fruit Growers, an apple-growers' association, expect to handle several hundred cars of the leading varieties of Ozark apples.

"MISSOURIAN."

CALIFORNIA MARKET

In Spite of Known Small Stocks, Jobbers and Retailers Are Buying Slowly—None Anticipating Requirements in Advance—Canners Satisfied With Style of Buying—Fruit Pack Will Be Much Smaller Than Last Year—Apricots 45% of Last Year—Quality High—Peach Standards Higher Than Ever—Pears Shipped Fresh—Coast Notes.

San Francisco, August 23, 1923.

BUYING LIGHT—While both jobbers and retailers throughout the country are carrying but small stocks of California canned fruits, buying has been comparatively light since the naming of opening prices. All seem to be in the market, but their purchases are not on the scale of former years, and none are anticipating requirements far in advance. Apparently they have settled on the definite policy of buying as they need the goods, and California canners are content to let them continue along this line, the opinion being general that canners' profits for the year will be heavier if this policy is continued than if the entire pack was to be bought up at present prices. Canners feel that their opening prices are as low as could possibly be made, and that in many cases growers are suffering losses. They do not look for canning stocks to be any cheaper next year, if

they are as cheap, and advances in prices of this year's pack to more than offset carrying charges are predicted. Of course, many canners would like to land some large future orders on which advances could be secured, and in the absence of these, packing is being curtailed. The pack of California fruits will prove much smaller than that of last year, which will be quite fortunate in some instances, and will probably be no more than can be comfortably absorbed, together with the carry-over from last year.

Apricots—The packing of apricots having come to an end, a fairly accurate estimate of the output is possible, and it would seem that this is only about 40 or 50 per cent of that of last year, despite the immense crop. Large quantities of the fruit were dried, and much was permitted to go to waste, which seems unfortunate in view of the need for food products in many parts of the world. Canners secured the pick of the crop, and quite a fine pack was made, from the standpoint of quality, although in some places the fruit was inclined to be rusty.

Peaches—The packing of peaches is under way in all sections of the State where this fruit is grown, and most growers have been able to find a market for their crop. The standards are higher than ever before, and much more fruit is being refused by canners than formerly. Growers have made every effort to raise fruit of larger size, and have succeeded quite well, but more peaches are being found with split pits than in the past. The lack of Tuscan clings, which forms the principal part of the pack, is running about 70 per cent of that of last year, according to the best information available.

Pears—The pack of Bartlett pears promises to be smaller than that of last year, growers having found an unexpected market for their crop in the fresh form. Very large shipments are being made to points in the East and Middle West, and prices are averaging about $50 a ton to growers, or considerable more than canners are paying. The result is that deliveries to canners are lighter than was expected, but most operators are getting about all they desire.

Early Vegetable Statistics—The Canners' League of California, through the offices of Secretary Preston McKinney, is gathering figures on the season's pack of asparagus, spinach and peas, and these will probably be available about the end of the month. It is expected that the pack of asparagus will prove about the same as that of last year, the cold spring having hindered the growth of the crop. While the output of spinach will be large, based upon the pack of the past few years, it will be much lighter than was expected, unfavorable weather having been responsible for the light crop. Similar conditions prevailed with regard to peas. There has been an especially good demand for asparagus and peas, with more packers making pro-rata deliveries. The reduced pack of spinach will enable packers to sell their surplus from last year and the new pack without any trouble.

Loganberries—The lack of interest in canned loganberries by the wholesale trade has resulted in almost one-half of the Oregon crop being left unharvested. Packers have goods left from last year and were unwilling or unable to make a large pack this season. Some growers have converted their berries into juice and will attempt to realize something from the crop.

Crab Meat—The packing season on Japanese crab has come to an end, and leading importers declare that the output is smaller than was expected a few months ago, but that the quality is excellent. So far jobbers have not placed large orders, but an increased business is now expected.

Tuna—The tuna packing season in California has been delayed, and the market has not really opened. Some packers have been paying extremely high prices for fish, and if prices are based on early costs, they will be very high. Some sales have been made at the rate of $12 for white ½s, but business so far is limited in volume, and in keeping with the pack.

Salmon—Several shipments of Alaska salmon from Bristol Bay points have reached Seattle, but none of the salmon packers of the San Francisco fleet have arrived with their cargoes as yet. No suggestions have been made as to what opening prices will be, but sales of Alaska reds at $2.15 have been made by several small packers. This is a little below last year's opening prices named by the Alaska Packers' Association, and is about in line with prices on old pack fish that have been quoted for some time by outside interests.

Figs—The packing of figs in California has been delayed by cool weather, and the plants of the California Peach and Fig Growers' Association were not opened until about the middle of August. The crop promises to be a normal one.

Coast Notes—Eugene M. O'Neill, San Francisco, Cal., has been appointed selling agent in this territory for Japanese crabmeat packed by the Hale Company.

The canning and jobbing trade is well represented on the Domestic Trade Committee of the San Francisco Chamber of Commerce, named by President Colbert Coldwell to carry on the program of commercial development that has been outlined. Among those appointed to serve are. J. C. Goode, of the Virden Packing Company; Charles Haas, of Haas Bros.; A. M. Lester, of the California Packing Corporation; C. B. Loveless, of the William Cluff Company, and J. H. Newbauer, of J. H. Newbauer & Co.

"BERKELEY."

CHICAGO MARKET

Market Improving—Canners Unable to Fill Futures Booked—Washington and Oregon Fruits Short—Michigan Fruits Closely Sold Up—Indiana Packing Fine Quality of Tomatoes—Iowa 1922 Pack Corn All Gone—Canned Foods Situation Never Before So Strong.

Chicago, August 29, 1923.

WHERE is a perceptibly improved market for canned foods in Chicago and in the Central West. Brokers report that buyers have nearly all returned from their vacations, and that in checking up the orders that their salesmen have sold for future deliveries they have discovered that their future sales to retail grocers aggregate a much better volume of canned foods than they supposed.

Future Situation—They also find that canners are advising that they will be unable to deliver the quantities that they have contracted for of the 1923 output in full, and that they will be compelled to pro rate deliveries in many instances. This situation applies especially to peas, berries, graded string beans, and it will possibly apply, a little later on, as conditions will develop, to tomatoes and to fancy grades of corn.

Northwestern Fruit Short—The situation in relation to canned fruits in Washington and Oregon of the Northwest is rather unsatisfactory. Their deliveries in strawberries, Cuthbert red raspberries, Royal Anne cherries and Bartlett pears are to be short, for various reasons, and there will be no surplus of any kind of canned fruits in that section of the country beyond sales, except, possibly, a few black raspberries in water. No. 10 cans, and some loganberries in water, No. 10 cans.

The Michigan Fruit Situation shows a very closely sold-up pack of berries. There will be a small surplus in the hands of a few packers on black raspberries of No. 2 cans in syrup, and a few black raspberries, No. 10 cans, in water.

Cherries—Quite a quantity of red, sour, pitted cherries was packed in Michigan this season, and, in fact, the Montmorencies, their last pack of cherries, is not yet quite finished. There are still some cherries for sale, and sales were made to Chicago jobbers last week at $8.50 per dozen, f. o. b. Michigan canneries, for Montmorenci cherries.

Samples which were exhibited show fine quality, and the the cans, ranging from 72 ounces to 78 ounces, cut-out cherries, drained in the usual way.

Apples—The packing of early apples in Michigan is progressing to some extent, and Dutchess apples, which are a very fair quality, have sold at $3.25 per dozen, f. o. b. Michigan canneries, and it is reported that sales in a few instances were made as low as $3.00 per dozen.

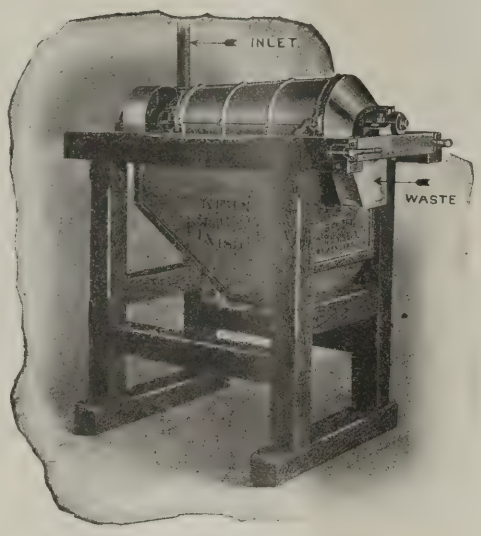
It is said that Michigan canneries are about sold out on canned peas of the 1923 pack, and that there are very few peas in that State in first hands.

Peaches—There are very few Michigan packers who are offering canned peaches of he 1923 pack, and they have not yet named firm prices. The peach crop in that State is rather irregular in production. The latitude is high and the climate is not altogether favorable to the heavy production of peaches.

Winter Apples—The pack of fall or winter apples in Michigan is likely to be improved, as that State has quite an advantage in supplying the Chicago market in the way of freight rates, which are low, being made so by the competition of the boats and water routes. There are no canned apples of the 1922 pack in the possession of wholesale grocers or bakers, as they have used up all the stock available, and will have to replenish heavily for future use.

Pork and Beans—The prices on canned pork and beans now being made by Michigan and other canneries are quite attrac-

(*Markets Continued on Page 10*)



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36

SMILE AWHILE

WHAT DID THE ENGINEER SLIP HIM?

A green brakeman was making his first trip up the Sierras. The train was going up a very steep grade, and with unusual difficulty the engineer succeeded in reaching the top. At the station, looking out of his cab, the engineer saw the new brakeman and said, with a sigh of relief:

"I tell you what, my lad, we had a hard job to get up there, didn't we?"

"We certainly did," said the brak eman, "and if I hadn't put on the brakes, we'd have slipt back."—Carl A. Fanton.

DOING HIS BEST

Miss Kriss (in stalled car)—Pardon me, but do you happen to have a spare plug?

Farmer Brown—I don't chaw, lady, but I can oblige you with a cigar.

8 2 MUCH

I often sit and medit8
Upon the scurvy trick of f8
That keeps me still a celib8
Oh, cruel f8.

I want a 10der maid sed8
To love me and be my m8!
My 40 2de is not so grh
I cannot w8.

Oh, f8 be9! Be4 2 L8,
Relieve my awful single st8,
And when I've 1 this maid sed8
We'll oscul8.

—John R. Hanlon.

HOW DID HE KNOW

Magistrate—You are charged with being drunk. Have you anything to say?

Culprit—I've never been drunk in my life, sir, and never intend to be, for it always makes me feel so bad in the morning.—Pall Mall Gazette (London).

THERE'S A TOUGH TIME COMING, BOYS

Pity those luckless lads who always have to light cigarettes the first thing when they get up in the morning. Some of them may go to Heaven, and an authority on the subject tells us smoking isn't allowed there.

DON'T FALL FOR THIS!

"Nearly everybody has a well-developed bump of curiosity."

"And what does it lead to?"

"Why, in this case, it leads to turning the paper upside down."—J. L. Cassidy.

STRICTLY BUSINESS

A speaker at a minister's meeting in Boston told the story of a negro clergyman who so pestered his bishop with appeals for help that it became necessary to tell him that he must not send any more appeals. His next communication was as follows:

"This is not an appeal. It is a report. I have no pants."—Houston Post.

AND JUGGLES WITH FIGURES, TOO!

First Student—A thermometer certainly is a clever instrument to be able to tell temperature so well.

Second Student—It should be; it has a college education.

First Student—A college education—how so?

Second Student—Well, isn't it graduated with many degrees?—Roy H. Cantor.

WHY HE DIDN'T BUY-CARBONATE

"Two penn'-worth of bicarbonate of soda for indigestion at this time of the night," cried the infuriated chemist, who had been aroused at 2 A. M., "when a glass of hot water would have done just as well!"

"Weel, weel," returned Sandy, hastily; "I thank you for the advice, and I'll no' bother ye after all. Good night."—Max P. Huy.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE. *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

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EDITORIAL

NEXT!!

> That writer who says there is no logical reason for the steady increase of divorce should study the pile of tin cans in the alley.—
> North Adams Herald.

AND WE MUSTN'T DEFEND 'EM—And there are those among the "party of the second part" who object that canned foods are actually defended; that the trade papers talk always in favor of the canners. Well, we must confess we have always felt a leaning towards the under-dog; have always felt like coming to the assistance of the one attacked by everybody—and certainly everybody seems to attack canned foods—the while they eat them eagerly and smack their lips while doing so. So, grocery journals, rave on, for we purpose to continue fighting for the canners and canned foods—even if the canners won't. Wouldn't it be a sad day for the wholesale grocers, the retailers and all others handling canned foods if canned foods were removed from their list of supplies! How the profits on their business would shrink—and the people suffer!

ARE THE CANNERS EASY MARKS?—From the above and from much that we have said in the past few weeks, it may easily be seen that the canners are long suffering; patient to the last degree; perfect Christians, one might say, in that they always, under all circumstances, turn the other cheek when smitten on the one; perfect gluttons for punishment. And their fame in this respect seems to have spread throughout the world, and it would seem they are considered as "easy marks." Below we reprint in full a copy of a letter just received by one of the wide-awake canners of Pennsylvania. Mr. E. G. Ruff, operator of four up-to-date canneries, and a little too wide awake to be caught on such bait; or possibly owing to the active season on corn and tomatoes unwilling to stop to pick up a mere hundred thousand dollars as profit. Whatever the reason for refusing such a tempting offer, he sent it to his very good friend, Robert A. Sindall, past President of the Canning Machinery and Supplies Association, and rather active these days in keeping canners going with all they need. "Bob" is rather fond of the dollar, as witness the large number he has and is steadily adding to, but though supply men are notoriously liberal in entertaining the canners, Bob had no hankering after Spanish money, and he thought of the poor, impecunious Editor, and what a God-send a few dollars always are, and he sent it to us, that we might reap the harvest. Of course, we were bound to get our share of it, but the point is that the rich benefactor in Spain turned to the canner first in his appeal. And here is what he says:

Madrid, 19-7-923.

Dear Sir:

Being imprisoned here by bankruptcy, I beg your aid to recover a sum of 360,000 dollars I have in America, being necessary to come here to raise the seizure of my baggage, paying to the Registrar of the Court the expense of my trial and recover my portmanteau, containing a **Secret Pocket** where I have hidden one check for that sum.

By reward I offer you the third part viz: 120.000 dollars. I cannot receive your answer in the prison, but you must send a cablegram to a person of my confidence who will deliver it me.

Awaiting your cable to entrust you all my secrets, I rest

Yours truly,

R. de STF.

First of all answer by cable, not by letter, as follows:

LOUIS DIAN,

Lista Telegrafol, El Escorial-Spain.

——— Ruff.

The highest direction if wanted."

The letter was mailed in Madrid, Spain, July 20th, 1923, properly post-marked, etc.

Now don't rush. The line forms at the right; have about $20,000 in cash held in your right hand. so as to deliver quickly without question or delay.

To think that this age-old, moss-grown, hoary old hoax could be resurrected at this late day, to appeal to canners may be a compliment to the industry, but it is a little hard to see. In passing we might remark that some years ago quite a number of eminent gentlemen parted with good coin of the realm under this very pretext, or at least the daily papers reported such, as showing how "easy" Americans are. And now it's the canners' turn. There is more than a laugh in this; there is something worth thinking about. Not all the robbers are in jail in Madrid.

THE REAL CURE FOR "CANCELITIS."—It seems that the cure we proposed in our editorial of August 20th, like all cures, is questioned by high authority. In answer to that editorial, we had a reply from one of the leading canning concerns in the country, in which the President of it said:

> "You are correct in saying 'there is no co-operation and no confidence among canners.' I would go further and say that most canners are cowards, and that a great deal of this cowardice is due to lack of information in regard to their business."

What the writer means, of course, is that not being well and fully informed too many canners feel afraid of their ground, and hence will not take steps to protect themselves. That is the fear engendered by ignorance, producing cowardice and imposition. Our advice was that canners should better inform themselves—remove that ignorance and fear.

But now comes another view and well worth taking. This time it is from that prominent New York State firm of canners, S. E. Comstock & Co., of Newark, N. Y., and they say:

Newark, N. Y., August 28, 1923.

The Canning Trade.

Gentlemen: Several days ago we were startled by a headline in a New York Journal of Commerce, edition of Tuesday, August 21, 1923. It read: "Canner Finds Cure for Cancelitis." Knowing something of the ravages of "Cancelitis," we read the article with considerable interest, believing that we were about to learn something new.

The "cure" proved to be a law suit. There is certainly nothing new about that, and it is not a "cure." Suits based on breach of contract have saturated the courts for a thousand years, and we still have "Cancelitis."

It strikes us that the canner who valiantly fought his case in the courts overlooked a real "cure" in not reporting his case to the Wheeler Service Bureau. That is a real specific for "Cancelitis," as we have found to our profit.

If it does not neutralize the germ of "Cancelitis" in specific cases, it so isolates it that no one else is in danger of infection by the same germ.

We have appealed to the Bureau on six occasions in cases more or less identical with the one described, where a law suit seemed the only means we might have for relief, and in all of these cases we have procured the desired relief without reference to law, without expense, anxiety, loss of time or interruption to our business.

We think that is a real "cure," and it is astounding to us that there should be any canner who is not availing himself of the Wheeler Service Bureau, and, by his membership, making the "cure" that much more certain.

It probably never occurred to the canner who won this law suit that the "germ" which had attacked him is left alive and kicking, and free to attack, at will, any one of three thousand other canners.

We might be the next victim, or any of our neighbors.

We would not know that we were dealing with a "Cancelitis" germ until the rash broke out.

If this case had been submitted to the Bureau, and adjustment refused, the whole industry, or as much of it as is co-operating with the Bureau, would have the same protection. They would have the "germ" identified before being exposed to it.

That would be real sanitation, and that is what is needed in the industry, not for the protection of us canners alone, but for the protection of every individual in the industry—wholesale grocers, brokers, shippers, specialty manufacturers and canners—all alike.

NORWEGIAN BRISTLING ARE STILL SCARCE

FOR the first six months of 1923, Norway exported 10,800,000 kilograms of sardines and other canned fish products. Of this total 7,946,600 kilograms were from Stavanger, 1,010,000 kilograms from Trondhjem and 881,056 kilograms from Bergen. For the year 1922, there were exported from Bergen 2,601,000 kilograms of sardines and other canned fish products.

The prospects this season are not encouraging, Consul G. N. Ifft, Bergen, informs the Department of Commerce. Up to July 1st most of the canneries at Bergen, as well as at Stavanger and Haugesund, were working with minimum forces. From July 1st to 14th, 9,100 baskets of bristling, valued at Kr. 68,972, were delivered to the Bergen canneries by west coast fishermen, required here, was drawing supplies from both the west coast and Stavanger, which uses about eight times the raw material and from the Christianiafjord, where the bristling had appeared in unusual quantities.

Unusually extensive preparations have been made for the season's bristling fishing in all the west coast fjords, but the catches up to date have been small, but of excellent quality.

COLONEL SISK BEGS FOR QUALITY

MAYBE those Maryland—and other—canners who flaunt what we may say about the need of quality in canned foods, will listen to one right in their midst, who knows canned foods and canners. Here is what A. W. Sisk & Son, of Preston, Md., said on August 23rd:

"To the Packers of Tomatoes:

Brokers being in direct touch with the consuming markets see and hear many things that never reach the packer. Often we receive letters of complaint and see orders that belong to the Southern packers being placed elsewhere. We can not broadcast every incident of this kind, but as the 1923 season opens we think it in order to repeat a letter received last June from one of our best representatives. A part of the letter reads as follows:

> "The writer has wondered at different times when we have cut samples of Southern packed tomatoes how the Southern packer manages to pack them so poorly, and why there is not a concerted effort on the part of your canners to pack better tomatoes than they do."

The writer of the above letter is located in one of the best markets for Southern tomatoes in the United States, and a market that belongs to us, but on account of the poor quality of the Southern tomatoes, Indiana packers secured the bulk of the business at even prices and on a higher freight rate.

This condition should not exist, as we are losing many of our markets for Southern tomatoes, due to canning activities developing near the consuming centers; hence it is important that we hold our nearby markets.

Let us this year try to improve our quality by packing only ripe tomatoes with a good body. COLOR is an important part of the quality. You may pack good tomatoes, but there is likely room for improvement. Don't use the argument with yourself that your quality is better than your neighbor's, for your neighbor's quality may not be passing muster. You do not hear of the trouble the other fellow has; he tells only the good things.

Your buyer likes quality and your broker appreciates quality, for he desires to sell only good merchandise and wants everyone pleased. Rejections are expensive and unpleasant to everyone, including the broker. There is satisfaction and compensation in having repeat customers, so let us strive to improve the quality of Southern tomatoes this year, always remembering that buyers do not consider tomatoes first class unless they are red."

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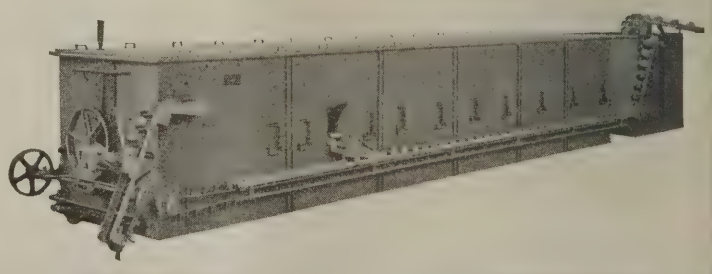
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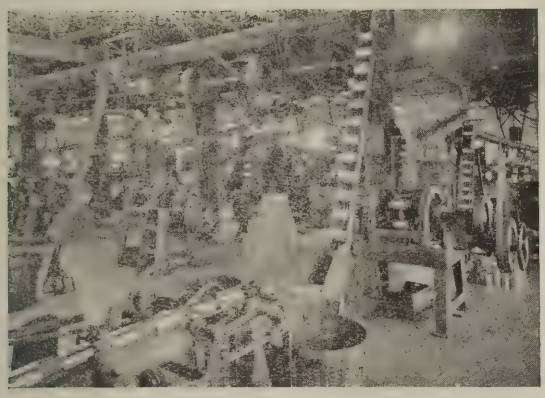
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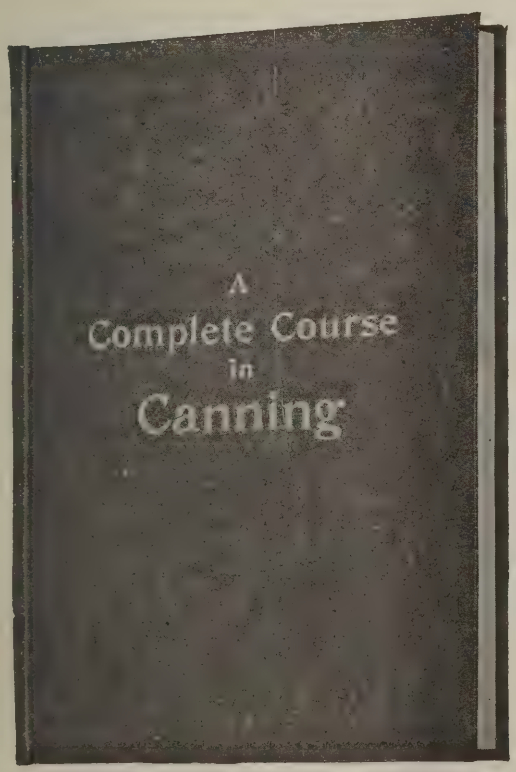
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THE CANNING TRADE

BALTIMORE, MD.

Conditions Of Crops In All Sections

Crop Reports By The Canners

[Notice—If canners would but recognize the opportunity offered through The Canning Trade for a free exchange of this highly important information, this page would grow to several pages each week. Trouble is, when a canner is asked to report on his crop conditions, he grows fearful that the information will get to the buyer, and so he refuses, or neglects, to send in a report. Truth is, the buyers get the information in other ways, and sometimes wrongly, and the only result from the canners' refusal is that fellow-canners are kept in darkness. And some rejoice in that. It is a huge mistake for the canners to act this way. If all canners would be free, and honest, in reporting exact crop conditions, it would tremendously benefit the entire canned foods market—not hurt it. And to lie in such reports is to simply cheat yourself playing solitaire. If the crops are there, the peak will come from them, and just when you think the market should be about free of goods, those goods come creeping out, market advances are checked and doubt spread, hampering all operations. If all canners knew the crop conditions of others, all could operate more intelligently, guiding their courses accordingly. The canner who withholds his crop information is like the ostrich that hides its head in the sand and thinks no one can see him. Don't be an ostrich.

Every week we send out hundreds of return postals, get back a few. Don't wait to be asked by mail; take this invitation and frequently report your crop progress. Rest easy as to who sees these—for 90 per cent of our readers are fellow-canners, and the other 10 per cent are brokers and a few buyers. We earnestly invite you to help make this a most important Bureau, and we feel that we can count upon you.—Editor.]

Fruitland, Md., August 29—Outlook good for 75 to 90 per cent of a crop in this section. Vines seem to be well loaded. Wilt and blight have developed, however, in part of the patches.

Grasonville, Md., August 27—Tomato acreage below normal. I find that tomato patches are spotty; in other words, on one end of a five-acre patch you will find a good lot of tomatoes, on the other end as good as nothing, and the vines are good. In other words, there will not be over one-half crop, and some of them will be late.

Nottingham, Pa., August 29—Corn was normal. Tomatoes are two weeks later than last season. There will not be as large a crop here this season as last. 1922 average was 10 tons per acre. I am expecting the tomatoes to ripen and come in a bunch.

Woodbine, Pa., August 27—Southeastern Pennsylvania needs rain very badly. The corn crop, both early and late, is drying up. Our early plantings are all in the cans with a 50 per cent of a pack. The late corn will not do as well, owing to dry weather. Beans were half a crop, and I fear tomatoes will be no better. The blight and dry weather are getting in their blows right now. Tomatoes are late. We have not packed anything worth mentioning at our four factories, and every day makes the season shorter.

Bridgeton, Pa., August 29—The pack of corn in this section will be 75 per cent of normal, not more and maybe less. Acreage about normal. Tomatoes, hard to say yet. We are sure the pack will not be a large one. Much depends upon early frost. Acreage also about normal.

Hicksville, Ohio, August 27—If frost holds off to September 25th, we will have 100 per cent crop. Tomatoes are late. The vines are set heavily with fruit. Nothing but early frost will shorten our crop. We are having cool weather in these parts.

Norwalk, Ohio, August 27—Our corn at this time is looking very good, and our prospects are for a full pack. Weather conditions, however, have been such that some of our acreage may mature faster than we can handle it, and if so, it will be necessary to pass up some of our acreage in order that we may pack fancy quality. We have completed our Golden Bantam pack with a full crop and will make full deliveries. At this time our tomato crop is just about two weeks late. We are getting in our first tomatoes today. Our vines, however, are well filled with fruit, and if we do not have an early frost we should have a normal crop. We had two nights during the past week in which the temperature dropped to 40 degrees.

Plainville, Ind., August 27—Our tomato acreage in Daviess county is up to normal in number of acres set, but we think the excessive rains of the last two or three weeks have cut our crop fully 50 per cent. With favorable weather during September and the first week in October, we might get more than 50 per cent yield.

Brownsburg, Ind., August 28—The tomatoes in Indiana are going to be about 50 per cent of normal. We lost the season's bloom on account of hard rains and cool evenings. There is not a plant that has packed any and will not until September. Corn is good in spots and we are packing a good quality.

Gibson City, Ill., August 27—Corn pack will be less than expected. Too early to make accurate forecast. However, it is certain that yield will be less than we expected.

Menominee, Mich., August 23—Pickles, 50 per cent. Tomatoes, 65 per cent. Corn, 90 per cent. Beans, dry, 100 per cent. Apples, 100 per cent. Beets, 25 per cent. Beans, green and wax, 50 per cent.

Rogersville, Mo., August 20—Acreage normal or a little more. Early crop damaged 25 per cent and late crop not more than 60 per cent normal. Present outlook, pack may not run more than last year, notwithstanding a larger acreage.

Marshfield, Mo., August 24—I see in the last Canning Trade, in the St. Louis report, that the 100 canneries near Marshfield, Mo., would put up a very large pack of tomatoes. This is a mistake; we have a large acreage, but the yield will not be large, owing to blight and other causes.

Richland, Mo., August 27—Pack very light, 50 per cent below estimate 60 days ago, account of dry weather. All sold at 80c doz. f. o. b. factory. Acreage below normal

Wiggins, Miss., August 22—Our cucumber crop was harvested during the months of June and July and was only a 50 per cent crop, due to the excessively rainy weather and other unfavorable weather conditions during the harvesting season. Our bean crop was also cut to 30 per cent of a crop, due to the unfavorable weather conditions. The fall crop is coming along nicely.

Denver, Ark., August 21—Crops look very unfavorable. Corn fired to the ear. Tomatoes damaged by hot sunshine. Crops cut short by extremely hot weather. Acreage short, account too much rain at time plants should have been set.

Hoopeston, Ill., August 28—Corn prospect normal or somewhat better than normal. Our acreage somewhat larger than usual. Weather cool last two weeks. Plenty of moisture.

RATE OF PRODUCTION MORE THAN ANYTHING ELSE DETERMINE PROFITS

EVERY day more emphasis is placed by authorities upon the importance of increasing the rate of farm production. Several inter-related factors are at work to accomplish that end. Increased taxes on farm property, decreased labor supply, higher labor costs, lower market prices, all tend, or should tend, to cut down the cultivated acreage and intensify the rate of production on the remainer.

Therefore credible evidence coming straight from farmers themselves and demonstrating the dependence of profits upon rate of production is especially interesting just now. According to the Ohio Extension Service, "Twenty-eight Scioto county farmers, who have been keeping books on their farms for the past five years, find that yields to the acre and the quantity and kind of livestock kept, had more to do with profit and loss than any other factors."

The five best-paying farms had averaged for the five-year period five bushels of corn, three bushels of wheat and 600 pounds of hay per acre **more** than the other 23 farms.

"They also fed their stock more liberally, showing an average feed cost per animal $11 higher than the other farms. **It paid to do so.** They recovered $150 on every $100 fed to livestock, as compared to an average recovery of $110 for all 28 farms."

The same was true of poultry. Whatever was grown on the farm, it paid and paid well to feed properly and liberally.

"Not greater total production, but greater production to the acre, or the cow or the hen, was what made profits. It cost about as much to feed a poor cow or hen, or to work a poor acre, and the per unit cost of the product in this case often ran so high as to exclude profit at present prices."

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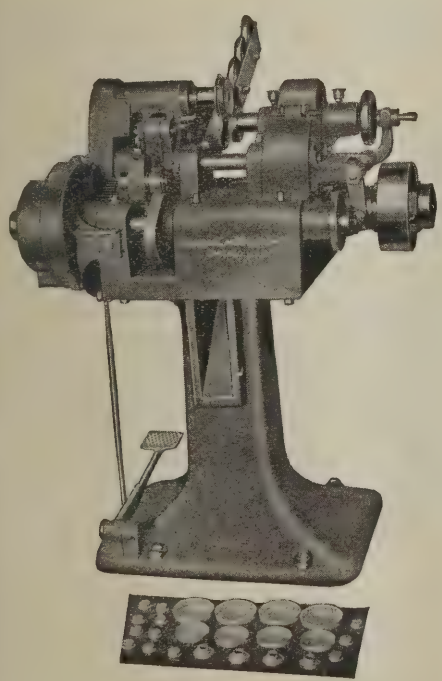
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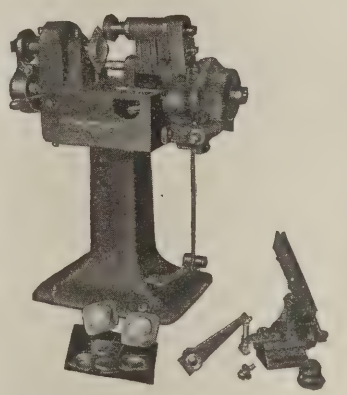


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MAINE MARKET

(*Continued from page 31*)

First, we had a late, cold spring and a bad planting season. This was followed by extreme hot weather and no rain, so that the crops got a poor start to begin on. Now we have had cold weather, still without rain, and slight frosts in some sections. As a result, all vegetation is very tardy, somewhat dwarfed in size and showing a light yield. There is still hope, however, as a hot September will mature such crops as have withstood the battle to date.

Statistics recently published in the local newspapers from the New England Crop Reporting Service gives the 1923 sweet-corn acreage in Maine as 13,695 acres, and estimates a 75 per cent yield on this acreage, providing the rest of the season is favorable. It will interest many canners in other sections to note that, while some factories here have 350 acres or more, the average per factory is only 152 acres.

The corn situation is "the same, only more so," with the continued cold weather. At best the season will open very late, not before the 10th in any locality reported yet. And if the prophecy of the oldtimers comes true, and we have frosts on the 7th and 24th, there isn't much hope of securing even 75 per cent yield. Farmington, Me., which supports five corn-canning plants, reports its acreage in good condition. This also applies to Fryeburg, in another section of the State. In the matter of price, there have been no changes announced because of the fact that canners are loath to offer more goods under present uncertain conditions. If any of them are lucky enough to have surplus goods at the end of the canning season, those goods will be worth a premium. The corn promises to be of very fine flavor and quality this year, so doubtless a large per cent of fancy grade will be produced, thus helping out the matter of pro-rata deliveries. The last quotations on future corn were $1.37½ and $1.65 on Crosby and Golden Bantam, although slight advances over these figures have been obtained recently on current sales. There is no carryover from 1922 in first hands.

The canners operating on string beans have the slight advantage over corn canners in that their grief is pretty well over. Canning began about ten days to two weeks later than usual, and will continue a week or so more in those locations where the yield has been good. The bean canners added labor troubles to bad weather, as it has been almost impossible to get the beans picked fast enough to keep the factories running. No one is willing to estimate the probable amount of the pack, nor of the possibility of short deliveries from any or all canners.

The blueberry crop is now estimated to be 75 per cent of normal, but probably the pack will fall below this figure, owing to the low prices paid to the pickers and their disinclination to work under present conditions. Work at present is rushing, against the possibility of a frost, but the canning season will not last as late as usual. Now come the usual rumors of price-cutting, but quotations from the regular canners seem to stick at the first prices, $8.50 and $1.20 for tens and twos in water.

Orchard reports show no more promise of a big apple crop. The early fruit is small in size and quantity, though very well flavored. No estimates give more than 70 per cent of a normal crop, and that refers to the number of individual apples, rather than the number of barrels, as the small size of the fruit will mean many more apples to the barrel. Orchard conditions are rather uneven, as one or two locations show fairly good crops, while others report no fruit worth harvesting. Canners are now inspecting and buying, although factory operations in Maine will not begin until the middle or last of October. The regular nice grade of Maine apples has been marketed at $3.75 per dozen, and sales have been satisfactory, especially in view of the light yield.

"MAINE."

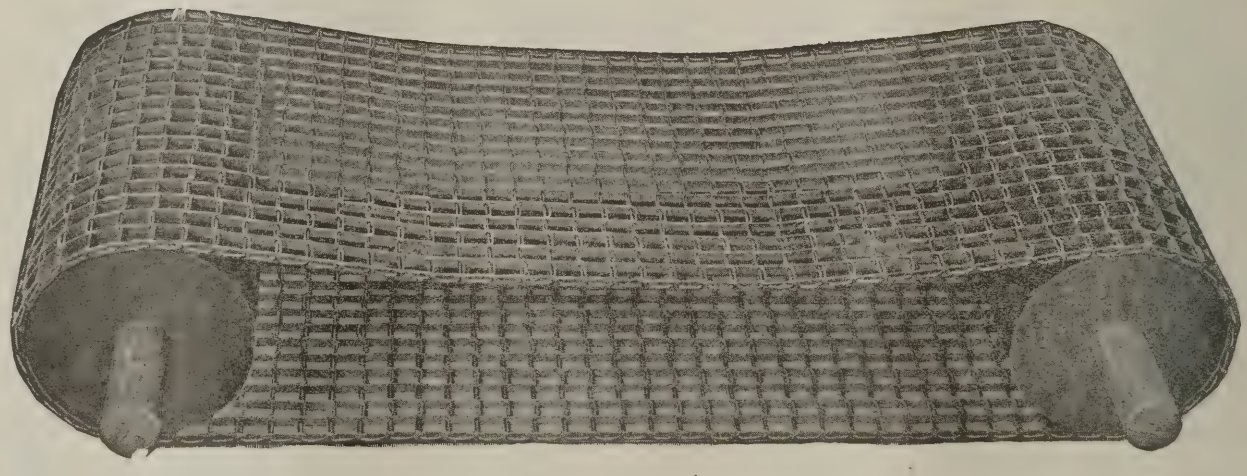
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FORECASTING THE DATE AND DURATION OF THE

Best Canning Stage For Sweetcorn

By CHARLES O. APPLEMAN

The University of Maryland Agricultural Experiment Station
College Park, Maryland
May, 1923

BULLETIN NO. 254

NATURE gives to green sweet corn the quality most desired for table use or for canning, but does not wait for man's convenience to obtain the corn in this condition. The chemical composition of the corn changes rapidly during ripening, so the best canning stage is usually of very short duration. One of the most important problems confronting the canner is to catch nature in the act of taking the corn through the best edible stage, and also to predict the approximate length of time the corn will retain its highest quality. The data presented here in a summary manner, are intended to serve as a practical guide not only for predicting the date, but also the duration of the best canning stage for green sweet corn. For detailed discussions of experimental methods and procedures, consult paper by Appleman and Eaton.[1]

The Best Canning Stage.

There is some difference of opinion regarding the chemical composition that gives the most desirable quality to green sweet corn, especially for canning. The sugar content is usually given first importance, as sweetness is a desirable quality and, moreover, the flavor appears to be associated with the sugar content because the corn certainly acquires a decided flat taste after the sugar has been reduced to low content either on the stalk or in storage.

The percentage of starch is claimed by some to be of equal, if not of even greater, importance than the sugar content, as it must be sufficiently high to give body to the corn. The corn must also possess the proper degree of succulence. Since the starch increases as the sugar decreases, the most desirable stage for canning would seem to be a wise compromise between sugar content and other constituents. As a basis for the predictions given in this paper, the corn is considered to be in the best canning stage when it has a sugar content of 5 to 6 per cent and a starch content of 10 to 11 per cent. The actual percentages would depend upon the water content, which would vary between about 76 and 78 per cent, according to climatic conditions.

An arbitrary distinction has also been made between ripening and maturing of corn. The corn is considered ripe after growth of the kernels ceases and the ratios of the various chemical constituents become practically constant. The maturing of the corn consists essentially in the loss of water from the kernels, so its rate would depend largely upon the climatic conditions controlling evaporation.

The chief changes in the percentage composition of the solids in the corn during ripening consist in the depletion of sugars and the increase in starch. The term starch as used here includes not only true starch, but also much dexterin and small amounts of similar substances. In the very early stages of ripening sugars like glucose predominate, but rapidly disappears as cane sugar increases up to a certain amount, after which it decreases as the starch increases. However, as ripening proceeds, the increase in the percentage of starch is much greater than can be accounted for by the decrease in the percentage of sugars. From the beginning of kernel formation until the end of the ripening period there is a continual movement of sugar from the plant into the kernels, where it is transformed into starch. The storage of starch in the kernels is the resultant of a number of complex processes, but it seems safe to conclude that the rate of starch formation in the kernels is the controlling factor for several supplementary processes in the ripening of sweet corn.

The changes in the percentage of fat, crude fiber, and proteins, occur during the very early stages of ripening. For the remainder of the ripening period these percentages remain fairly constant, although their actual amounts increase with the growth of the kernel.

Effect of Season on the Rate of Ripening.

Stowell's evergreen corn, grown from home-selected seed, furnished the material for this study. Two crops of corn were planted, so that the first crop would ripen in August, and the second in the cool autumn, the same source of seed being used for both crops. For each experiment 50 ears, representing as nearly as possible the same stage of ripening, were carefully selected in the center of the field and numbered consecutively. The husks were not yet firm and the silk was still green or red for about one-half inch beyond the tip of the husks. The remainder of the silk was, as a rule, brown but not dry. The kernels were small and spherical and the spikelets were still in evidence as the rows of kernels were in pairs and somewhat separated from adjoining pairs. The exudate from the kernels was opalescent or cloudy, but not milky. This stage of ripening was designated as the premilk stage and is a fairly distinct stage and not difficult to judge.

The changes in percentage of moisture, total sugars, and starch, during ripening of the two crops of corn are shown in Table 1. Each percentage represents an average of four determinations.

The decrease in the ratio of total sugars to starch was found to be a good measure of the rate of ripening. An examination of these ratios in Table 1 shows that the corn of the early crop, six days after the beginning of the analysis, had arrived at the stage of ripening considered most suitable for canning, while the corn of the late crop required fifteen days to arrive at the same stage. In other words, the rate of ripening was two and one-half times faster in the corn of the early crop than in the corn of the late crop. This difference in the rates of ripening for the two crops was found to be due to the prevailing temperature.

Table I.—Comparison of Early and Late Crops of Sweet Corn in Respect to Changes in Percentage Composition in Equal Lengths of Time.

Time from first examination Days	Early Crop				Late Crop			
	Moisture	Total Sugars	Starch	Ratio of Sugar to Starch	Moisture	Total Sugars	Starch	Ratio of Sugar to Starch
0.....	86.55	5.39	2.47	2.187	88.27	6.13	2.72	2.300
2.....	84.21	5.90	3.98	1.514	88.83	5.69	2.32	2.459
4.....	80.63	6.89	6.92	.868	86.97	5.78	2.86	2.168
6.....	75.89	6.09	10.95	a.556	85.56	5.53	3.39	1.747
8.....	72.05	4.21	15.90	.264	85.21	5.56	3.85	1.448
10.....	70.47	3.75	16.93	.219	83.80	6.30	5.48	1.164
12.....	67.78	3.50	18.98	.183	81.56	5.62	6.90	.879
14.....	65.51	3.55	20.42	.170	79.26	5.26	8.71	.673
15.....	64.98	3.02	20.94	.149	77.69	5.08	10.09	b.500

a-Same stage of ripening as late crop on fifteenth day.
b-Same stage of ripening as early crop on sixth day.

(1) Appleman, Charles O. and S. V. Eaton. Evaluation of Climatic Temperature Efficiency for Ripening Processes in Sweet Corn. Jour. Agr. Res. V. 20, No. 11, p. 795-805, 1921.

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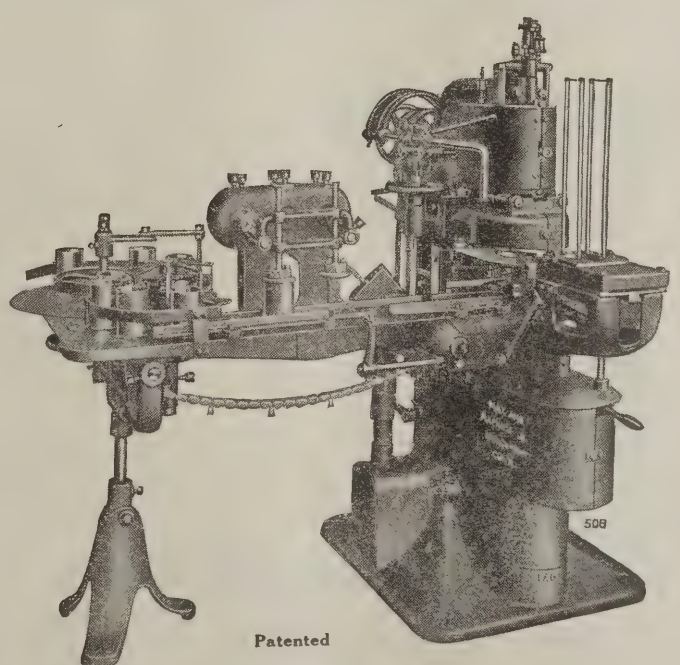
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By means of accurate temperature records in the fields it was possible to develop a mathematical equation by which the rate of ripening in days, could be calculated for any prevailing mean temperature. The data presented in Table 2 shows the calculated number of days required, at different temperatures, for corn to pass from the premilk to the best edible stage, also the days it may be expected to remain in this condition. Each temperature would represent the average of the daily mean temperatures for the corresponding ripening periods.

Table II.—Calculated Rates of Sweet Corn Ripening for Mean Temperatures Ranging from 60 Degrees F. to 85 Degrees F.

Average daily mean temperatures. F°.	Time required for corn to pass from premilk to best canning stage. Days	The canning period. Days
60	14.5	5.0
61	14.0	4.5
62	13.5	4.5
63	13.0	4.5
64	12.5	4.0
65	12.0	4.0
66	11.5	4.0
67	11.0	3.5
68	11.0	3.5
69	10.5	3.5
70	10.0	3.0
71	9.5	3.0
72	9.0	3.0
73	9.0	3.0
74	8.5	3.0
75	8.0	3.0
76	8.0	2.5
77	7.5	2.5
78	7.5	2.5
79	7.0	2.5
80	7.0	2.0
81	6.5	2.0
82	6.5	2.0
83	6.0	2.0
84	6.0	1.0
85	5.5	1.5

If the temperature data are not available less reliable predictions can be made by using the mean of the daily normal temperatures for the nearest station of the United States Weather Bureau. The normal temperature for a particular day of the year is the average of the mean temperatures of this calendar day for a period of twenty years. The daily normal temperatures for the period from 1886 to 1905 have been calculated by Biglow.

Reliability of the Nail Test for Predicting the Composition of Green Sweet Corn.

In practice, it has been customary to resort to inspection of certain physical and structural characters of the corn to determine when it is ready to pull. One of the tests commonly used for this purpose is the so-called nail test. In the manipulation of this test the thumb-nail is thrust into the kernel and if the exudate is milky the corn is said to be in the milk or best edible stage, but if dough is forced out of the kernels, it is said to be in the dough stage and too far advanced to give the best quality to green corn.

In order to determine within what limits the chemical composition of the corn can be predicted by the nail test, it was applied at different stages of ripening, and samples were taken from the ears for analysis.

In this study four stages were indicated by the nail test and designated as follows:

(1) The premilk stage. The exudate from the kernels is cloudy or opalescent, but not white and milky.

(2) The typical milk stage. The exudate is milky, and the kernels are white.

(3) The early dough stage. In this stage a little pressure by the nail is required to force out the creamy contents, which also contain a little dough.

(4) The dough stage. At this stage of ripening only dough is forced out of the kernels by the nail, and the kernels are also beginning to show considerable yellow color.

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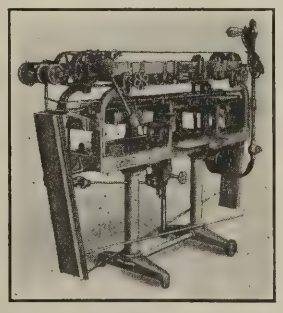
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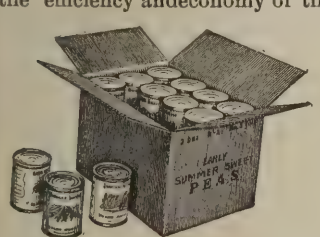
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The corn of the early crop, picked when the nail test indicated the typical milk stage, showed a much greater range in the percentages of moisture, total sugar and starch, than the corn of the late crop in the same stage. The data from both crops indicate for each stage, less variation in the percentage of total sugars than of starch.

It is quite evident that the reliability of the nail test is greatly influenced by the rate of ripening, and also by the rate of water loss by evaporation. The corresponding nail test stages of crops ripening under different climatic conditions vary both in uniformity of composition and percentage composition. In warm weather the nail test alone is not a reliable means of predicting the best canning stage, since the corn may show wide variation in composition while it gives the typical milk test. This test is most reliable when applied to crops which ripen slowly in the cool autumn.

Summary.

After green sweet corn has reached the prime canning condition it deteriorates very rapidly, especially in warm weather. It is, of course, necessary to get the corn into the cans with great dispatch, but it is of even greater importance that the corn be in the best canning stage when it is pulled. The corn may be doctored with sugar and starch, but the natural flavor and succulence which nature gives to the corn cannot be replaced after it is once lost.

The data presented in this paper are intended to aid the canner in predicting the approximate date when a crop of sweet corn will be in the best canning stage, and also the number of days the corn may be expected to remain in this condition. These predictions are based upon experimental proof that for a certain period the rate of sweet corn ripening is controlled by temperature.

The data particularly emphasize the great rapidity of the chemical changes in sweet corn as it ripens, especially when high temperatures prevail. For this reason, sweet corn requires very much closer attention in warm than in cooler weather. In some sections, other things being equal, the average quality of the pack could be improved by extending the canning period a little later in the season, so as to include the cool nights of late summer and early autumn.

CHAMBER OF COMMERCE TO CONDUCT AGRICULTURAL BUREAU

CREATION of a Bureau of Agriculture was announced on August 18th by the Chamber of Commerce of the United States. The bureau will function as a part of the Chamber's Natural Resources Production Department, one of eight departments which carry on the activities of the National Chamber. The manager of the new bureau will be William Harper Dean, of Washington, formerly with the United States Department of Agriculture.

"The new bureau," according to the announcement, "has been set up by the National Chamber to function upon agricultural problems as agriculture's lines of interest cross or touch those of business in general." The Chamber feels that the inauguration of this work is a step forward in the direction of new constructive service.

"In keeping with the general policy of the National Chamber, the new bureau will make no effort to formulate on its own initiative any plans to offer for adoption by either agriculture or other industries, but rather to serve as an investigator of their common problems, and to offer the results of these studies for such action as they may seem to warrant."

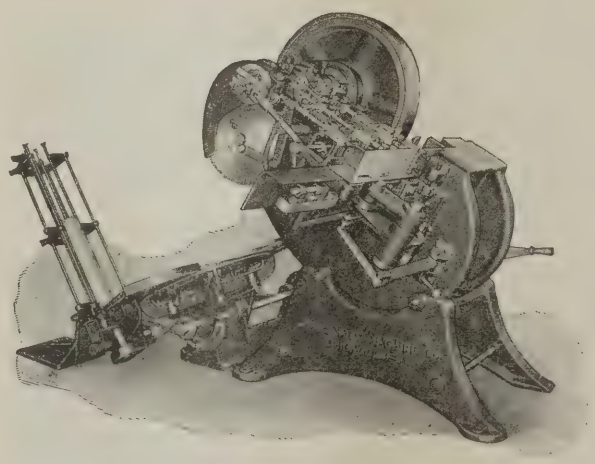
Mr. Dean brings to the new bureau a wide experience, gained from many years of active agricultural work. From his farm home in Virginia, where he grew up, Mr. Dean went to Virginia Polytechnic Institute, specializing in entomology. His post-graduate studies were taken at the University of Louisiana. For about six years he was employed as entomologist in Virginia, Georgia, Louisiana and Texas. The United States Department of Agriculture then secured him to make special entomological studies in the Southwest.

For the past few years Mr. Dean has been devoting most of his time in writing about agricultural subjects. He has written many articles on some of the aids that science is ready and able to give to farming.

Mr. Dean was, perhaps, one of the first war correspondents on record representing an agricultural publication. One of the leading agricultural journals in the country sent him to France and England to report the story of the war's reaction on farm-

Automatic Strip Feed Press

ARRANGED WITH CURLING AND STACKING MACHINE



We illustrate one of our several types of Automatic Strip Feed Presses equipped with direct connected Curling and Automatic Stacking Machine used for producing sanitary can ends.

This equipment comprises a complete unit for the rapid production of all sizes of sanitary can ends up to No. 3, or similar work requiring a curled edge after leaving Press. A larger size unit is supplied for No. 10 can ends.

The Automatic Stacker is designed to be placed adjacent to any of our various end producing machines where it is desirable to stack the ends as discharged. All or any part of this machinery is furnished to meet your requirements and may be operated separately or attached to your present equipment.

(*Further particulars, upon request*)

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.



Illustrating the value of the Mathews system in the storeroom

Gravity Will Cut Your Expense Sheet

Gravity will do your conveying cheaper and quicker than by any other means. It cuts down every conveying cost—payroll, breakage, delay. Practically every line of industry is represented by the hundreds of users who have realized substantial economies by installing the

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

Numerous special devices give this system the advantage of being adaptable to the requirements of practically every plant. Different products can be routed to any desired point by the use of switches and the portable, or permanent sections of ball-bearing rollers. Deliveries are simplified and speeded.

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MATHEWS GRAVITY CARRIER COMPANY
123 Tenth Street, Ellwood City, Penna.
Branch Factories: **Toronto, Canada — London, England**

ing and those who live by farming. His investigations of agricultural conditions have also carried him into nearly every State in the Union.

THE CRAB-CANNING INDUSTRY OF JAPAN

THE annual production of canned sea foods in Japan is approximately 1,300,000 cases, valued at approximately $11,500,000, Commercial Attache James F. Abbott, Tokyo, reports to the Department of Commerce. Of this amount, canned salmon constitutes 700,000 cases, valued at $6,500,000. Canned salmon is an important item of export, and the export of canned crab is increasing in importance. The crab-canning industry was started in Japan about 22 years ago, with a very small output. The output increased until a high point was reached in 1917, the pack of that year being 272,874 cases of four dozen cans. The output in 1922 was 135,000 cases. The principal crab-canning districts are Kamchatka, Karafuto, Maritime Province, Numero, and Rijiri. Production of canned crab for 1923 is estimated at 140,000 cases. Of this quantity, approximately 100,000 cases will be for export and the remaining 40,000 cases for domestic consumption.

ATLANTIC COAST APPLE GROWERS' CAMPAIGN FOR BETTER MARKETING

Southern Growers to Participate.

LARGE apple growers in Virginia, Maryland and Pennsylvania are planning to exhibit their fruit in New York City next fall in the Eastern Apple Exposition and Fruit Show. This will be the largest fruit show ever held in the East and will occupy two floors of the Grand Central Palace, that covers an entire block, near the Grand Central Terminal, New York City.

The Exposition is the dramatic feature of an educational movement for the better grading, packing and marketing of fruit extending over all the Eastern apple-growing States. The Eastern apple, so delicious in flavor, has lagged behind the Western apple so long in methods of handling that in most Eastern cities it has practically disappeared from the fruit stand, and is only to be found in the back of the grocery store along with potatoes and turnips. This is an effort to get it back on the fruit stand.

The first floor of the Exposition Building will be taken up with educational exhibits by States, and commercial exhibits of individuals and co-operative marketing associations, showing only such fruits as the growers are prepared to sell in quantity, graded and packed exactly as they are selling commercially. Orders may be taken and goods sold on the floor. Honey, maple syrup and nuts will also be exhibited and sold in commercial pack.

The second floor of the Exposition Building will be occupied by allied industries: canned foods, dried fruits, vinegar, cider, farm implements and equipment, fertilizers, nursery trees, fungicides, insecticides, wrappers, labels, containers of wood, glass, tin and fiber. Most of the space has already been taken.

The Legislature of New York State and some of the New England States made liberal appropriations to assist the growers of their States in this educational program that includes an educational committee in each State and an organized plan to market all fruits as near home as possible to save transportation costs. In Massachusetts, where the Legislature made no appropriation, the State Horticultural Society, with the aid of manufacturers, business and Chamber of Commerce men, raised their own funds. In Pennsylvania the Exposition movement centers around the Burke County Association. Anyone desiring space or to get in touch with exhibitors from their State should write to Mr. A. R. Rogers, Director of the Eastern Apple Exposition and Fruit Show, Grand Central Palace, New York City, or to one of the following members of the Executive Committee: C. D. Matthews, Director North Carolina Horticultural Service, Raleigh, N. C., or Thomas E. Cross, Chairman, Lagrangeville, New York

TENEX DRY PASTE For Canners

It makes more paste per pound

"The longer it sets the thicker it gets."

Contains no acid, will not stain expensive labels.

WILL NOT SPOIL.

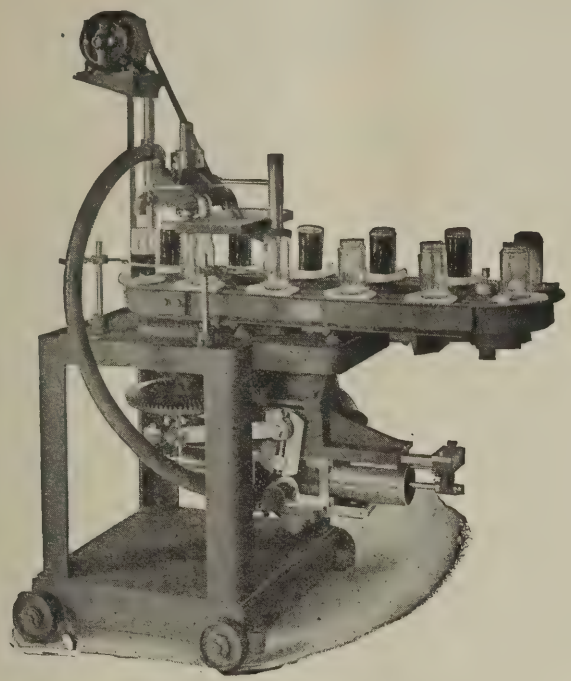
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Manufactured by: VICTOR G. BLOEDE COMPANY, BALTIMORE, MARYLAND.

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KARL KIEFER PISTON TYPE VISCO

Years of service in preserve plants throughout the country prove all that we claim for this machine.

It's a machine you can rely on to stand up under hard and continual usage during the rush of the season.

No break-downs and repairs to cause expensive delays in the pack.

Its accuracy and cleanliness are permanent.

It can be used to fill so many different products that it is seldom idle.

Fills preserves, jelly, jam, mustard, salad dressing, syrups, honey, etc.

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which we have made especially for Canners, but we cannot force you to take our advice; and it is unfortunate that we can't because this particular sugar has great advantages for your purpose over all others.

***The* Franklin Sugar Refining Company**
PHILADELPHIA, PA.
"A Franklin Cane Sugar for every use"

Processing of Corn and Pumpkin

By *W. D. Bigelow*

DIRECTOR, RESEARCH LABORATORY

NATIONAL CANNERS ASSOCIATION

Circular Number 8-L

WASHINGTON, D. C.

August, 1923

THESE products are alike in that their heat penetration is slow and a relatively long cook is necessary for their sterilization. For this reason, the size of the can exerts a profound influence on the length of process. This influence is not fully appreciated in the industry, and the process that is usually given Nos. 1 and 2 cans of corn and pumpkin is relatively much more efficient than the process given No. 10 cans of the same products. In this respect corn and pumpkin are widely different from products of more rapid heat penetration such as peas, string beans and beets. The latter products heat quickly to the center of the can, and the size of the can makes relatively little difference in the length of process necessary for their sterilization.

The influence of initial temperature on the time necessary for sterilization is vastly greater with products of slow heat penetration like corn and pumpkin than with products that heat quickly to the center of the can like peas and string beans. In order to maintain a high initial temperature, it is obviously important not merely to fill corn and pumpkin into the can hot, but also to process the filled cans with the least possible delay. For this reason a breakdown of the line should not be permitted to delay the processing of these products. Whenever a breakdown of more than momentary duration occurs, any partly filled crate at the closing machine should be placed in the retort and processed immediately.

Corn.

The range of processes used with corn extend from relatively light cooks, which incur appreciable loss from spoilage, to relatively heavy cooks, in which the spoilage is reduced to a minimum. The former gives a better color, but requires far more care in cooling and storing the canned product. The processes given below should be regarded as minimum. Other methods of retort management are given later which will give a cook of the same efficiency as those given in the No. 10 cooks in the table, and will give a better color in some localities.

Minimum Processes for Canned Corn.*

Can number	Process time at retort temperature of 240 deg. Minutes	245 deg. Minutes	.50 deg. Minutes
1	65	55	50
2	90	80	70
5	150	130	120
10	180	160	145

*Corn cooked by these processes must be thoroughly cooled to prevent spoilage by thermophiles.

The above cooks for Nos. 5 and 10 cans are theoretically of somewhat lower sterilizing efficiency than those for Nos. 1 and 2 cans. In actual practice, however, they probably have substantially the same sterilizing value, because the larger cans are filled at the same temperature as the smaller cans and, on account of their size, they cool less in the time intervening between the closing and processing of the cans.

As already stated, the cooks given above are intended as minimum cooks even for corn packed in those districts where the color is believed to be especially sensitive to heat. Canners whose corn will stand a longer cook will incur less danger of spoilage by somewhat increasing the processes given above. Where the color of the corn will stand it, for instance, a cook of 80 minutes at from 245 to 250 degrees is advisable with No. 2 cans. With such a cook there is more latitude for occasional variations in factory practice. There is less danger of spoilage when corn is not thoroughly cooled before it is stacked in the warehouse or is stored for a time in a hot warehouse thereafter.

In considering the process to be used with corn the role played in this product by thermophilic bacteria should be kept in mind. The spores of some thermophilic bacteria are so resistant to heat that they are not entirely destroyed by any process used in canning corn, especially when they are present in the raw product in considerable number. The lighter the process used in canning the corn (the lower the process in temperature or the shorter the cook) the more spores of thermophilic bacteria are left alive.

Thermophilic bacteria grow and cause spoilage at very much higher temperatures than other bacteria and grow very slowly, if at all, at temperatures below 100 degrees F. If corn is cooled so that the average temperature of each can is less than 100 degrees F. before being stacked in the warehouse, the spores of thermophilic bacteria not killed in the process remain dormant in the corn for long periods of time unless if is stored at very high temperatures. From this it is apparent that the lower the process employed with corn the greater the necessity of cooling.

It is not sufficient to merely pass the corn through a cooling tank. The temperature of the cooling water must be carefully watched, especially during rush periods. It is important also to shake a can of corn from time to time as it emerges from the cooling tank and note the relative temperature of the can after shaking. If it is warm to the touch, the contents of the can are over 100 degrees F. If the product is stored in the warehouse in solid blocks in that condition it is likely to remain for several days at temperatures that permit the growth of thermophilic bacteria and cause the spoilage of the corn. Either swells or flat sours may result according to the nature of the bacteria present.

Where the water supply is insufficient for adequate cooling, the growth of thermophilic bacteria may be prevented by stacking the corn in narrow tiers or placing it in shallow piles over night. It may then be stacked in solid blocks in the warehouse the following day, after it has entirely cooled. The influence of this method of handling is illustrated by the procedure that was formerly usual in the industry when much lower temperatures and shorter times of processing were in vogue than those now practiced. Canning plants were then of small capacity and it was customary to leave the corn, after processing, in shallow piles over night. It was thus air cooled within a few hours after processing and before the thermophilic bacteria not killed by the process could multiply and cause spoilage.

Corn is not completely sterilized in any practicable process. The spores of a very few thermophiles remain alive in some cans. When corn is stacked in the warehouse in solid blocks before it is cooled below the average temperature of 100 degrees, these bacteria are likely to grow and cause spoilage.

Alternate Processes for No. 10 Corn.

In districts where the color of the corn is especially sensitive to processing especial difficulty is experienced with No. 10 corn. Under these circumstances some canners find it advantageous to incur the additional expense necessary to change their retort temperature during the processing and thus prolong their cook in order to avoid heating for so long a time at a relatively high retort temperature. Under these circumstances, the following combinations of processes will be found to be the equivalent to the processes given above for No. 10 cans:

Process No. 1—Blow steam through the retort for two hours and 20 minutes without pressure. Then heat the retort to 240 degrees and continue for two hours at that temperature. The total time of this process is four hours and twenty minutes.

Process No. 2—Cook two hours at 240 degrees, then blow off to 222 degrees, and continue at that temperature for 90 minutes. The total time of this process is 3½ hours.

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BALTIMORE, MD.

Our New Stringless Bean Snippers

are now working in a number of packing plants in the States, and we are getting the most favorable reports from them. Anyone interested in these machines for the 1924 season we would like to have see them in operation, and a list of the packers using them, in your particular section, will be furnished you by writing to our head office.

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus Ohio.

Souder Continuous Cooker

Handles three sizes of cans without change. Most economical - longest life - any part accessible - temperature control - guaranteed to please you.

Write for particulars.

SOUDER MFG. CO.,
Bridgeton, N. J.

GIBSON OF PNEUMATIC CUSHION

A. C. GIBSON CO., Inc.
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BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING
INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

Process No. 3—Cook two hours at 245 degrees, then blow off to 226 degrees, and at that temperature continue for 45 minutes. The total time of this process is two hours and forty-five minutes.

Process No. 4—Cook 105 minutes at 245 degrees, then blow off to 222 degrees, and continue at that temperature for 95 minutes. The total time of this process is 200 minutes.

In comparing these alternate processes, we find that it is a saving of time without loss of sterilizing efficiency to heat the retort to a relatively high temperature at the beginning of the process, and thus heat the center of the can as rapidly as possible.

Pumpkin.

Pumpkin and squash should always be processed under pressure. Pumpkin and squash are identical as far as their heat penetration is concerned and require the same process. They should always be processed under pressure and the higher the retort temperature the shorter the time necessary for their sterilization. The processes given below for different retort temperatures are substantially equivalent to each other. The cooks below were based on an initial temperature of 140 degrees, and it is important that the products be filled into the can at at least that temperature. The heat penetration of pumpkin is so slow that an exhaust has little value in heating the contents of the can. The product should be so handled in preparation for canning that it is filled into the can at a high temperature, and the cans should be sealed and processed as promptly as possible after filling. With the larger sizes of cans and especially with No. 10 cans, a process temperature of about 240 degrees is advisable. A higher process temperature is likely to exert an undue strain on No. 10 cans. This strain is greater with pumpkin than with corn, because the filling temperature is usually lower in the former.

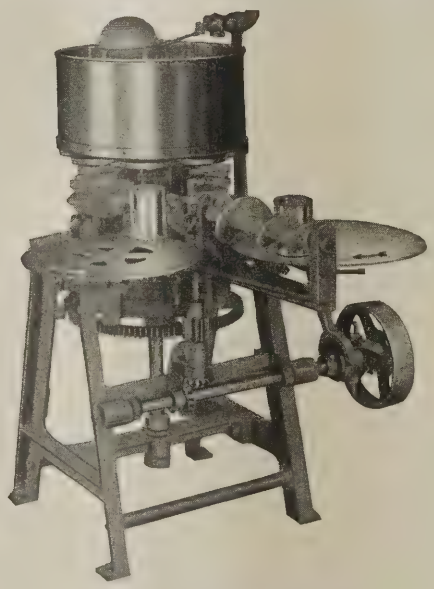
Processes for Pumpkin at Various Retort Temperatures

Can number	Process time at retort temperature of 235 deg. Minutes	240 deg. Minutes	250 deg. Minutes
1	70	60	45
2	85	70	55
2½	105	90	70
3	115	95	75
5	145	125	105
10	195	170	140

Thermophilic bacteria cause less spoilage in pumpkin and squash than in corn because the most resistant thermophilic bacteria will not grow in pumpkin. There are thermophilic bacteria that do grow and cause spoilage in pumpkin, however, and the same precautions mentioned above regarding the cooling of corn are applicable to pumpkin for the same reason, though in less degree than to corn. Care should therefore be taken that pumpkin and squash be thoroughly cooled before they are stacked solid in the warehouse.

CANADA'S DAIRY INDUSTRY DECLINING

A SERIOUS situation existing throughout the Kingston dairy district of Canada is due to the practical loss of Canada's best customer for butter and cheese—Great Britain—says Consul Felix S. S. Johnson in a report just received by the Department of Commerce. For the five months period ending May, the decrease in butter from this province has been almost a million pounds, as compared with the year 1921, and in cheese about 50 per cent for the same time. This condition has seriously affected the dairying industry of this consular district. By reference to the statement of exports from this district one sees that owing to the extremely low price of Canadian cheese, it has been possible to export to the American market and undersell the American cheese a few cents a pound.



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Cannot mash fruit
No metal touches metal.
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Well and substantially built.

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There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

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Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

4—40x72 Zastrow Retorts.
3—40x72 Special Retorts ⅝" shells.
1—Style F. Wonder Cooker - End Discharge.
1—6 Pocket Merrill-Soule Corn Cooker Filler.
1—Elgin Rotary Filler.
1—Indiana Pulper.
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1—8 Disc Sprague Hawkins Exhauster.
1—10 H.P. Horizontal Engine.
1—35 H.P. Buckeye Horizontal Engine.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

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2 Livingston Tomato Washers.
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1—18 tube Haller Filler, with sterilizer.
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Address: — Owensboro Conserve Co., Owensboro, Ky., or 1628 Arch Street, Philadelphia, Pa.

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FOR SALE—Model B No. 3 Burt Labeling machine in perfect condition, price right.
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WANTED—Canning factory superintendent. Man with experience on Peas, Corn, Kraut, capable taking charge canning factory in Middle West. One who has had similar experience with good concern, and who knows how to pack quality goods. Should have working knowledge of field work to successfully handle position. Only men with clean and successful records need apply. Give history, age married or single, and salary wanted in application. Address Box B-1095 care of The Canning Trade.

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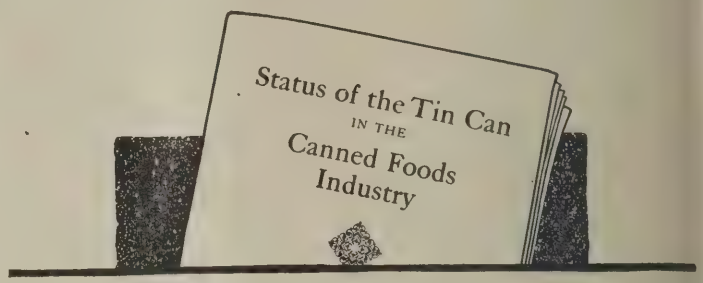
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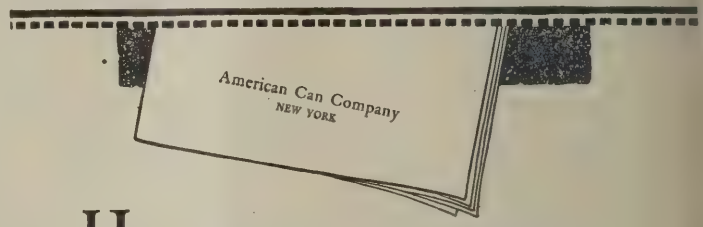
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REFERENCES:- Atlantic Trust Co., Baltimore, Md.
Bradstreet's and Dun's.

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will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	....	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.10	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.00	¶.90
Std. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
Std Shoepeg, No. 2, f.o.b. Balto.	Out	Out
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	Out
Fancy Shoepeg, f. o. b. factory.	1.40	Out
Std. Crushed, No. 2, Baltimore	.95	¶.95
Std. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
Ex. Std. Crushed, No. 2	.95	Out
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	1.10	Out
Standard Western, No. 2	....	1.00

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.85	¶ .85
Standard, Split, No. 10	3.15	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶ .90
12 Kinds, No. 10	4.50	4.50

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	1.35	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	.95	¶1.10
Standard, No. 10	4.50	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.82½	¶.85
Standard, No. 2½	.95	¶1.00
Standard, No. 3	1.00	¶1.05
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	.95	1.05
Standard, No. 2½	1.25	1.35
Standard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡ F. O. B. County

Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	Out	¶.90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	Out
Standard, No. 10, f.o.b. County	4.25	Out
Sanitary 3s, 5½ in, cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.30	Out
Standard, No. 3, f.o.b. County	1.25	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.87½	.97½
Standard, No. 2, f.o.b. County	.85	¶.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.57½	Out
Standard 1s, f.o.b. County	.55	Out

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BI UEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.80
Hawaii Sliced, Standard, No. 2½	3.50	3.40
Hawaii Sliced, Extra, No. 2	3.25	2.85
Hawaii Sliced, Standard, No. 2	3.00	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10	....	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.25	....

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.45	Out
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	3.50
¼ Oil, Key	....	4.00
¼ Tomato, Key	....	4.00
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	3.50
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	6.00
California, 1s, Striped	....	11.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, SEPTEMBER 3, 1923

WEEKLY REVIEW

Raw Tomatoes Are Dribbling in This Week—Glut Week, If It Ever Comes, Has Been Postponed—We Are Not Having "Tomato Weather"—Corn Pack Disappointing to Date—Quality Packing the Rule—Market Quiet and No Changes.

THE OUTLOOK—If one judged the tomato situation by the receipts of raw stock at this market this past week, he would be justified in feeling mightly blue as to anything like a real canned tomato output for 1923. Cannery buyers stand around waiting the few struggling and long-strung-out loads of tomatoes, dribbling in a few at a time, and not enough to keep one big house running full time, much less all of them. These buyers feel blue and discouraged, and think that the tomato crop has been badly hurt by the frequent and excessively heavy driving downpours of rains we are having—and they may be right. Considering that the tomato crop is at least two weeks late, the heavy, driving rains of this past week will have the same effect upon the tomato crop as if they came in the first two weeks of August in a normal season; and, as we have often said, such rains at that time mean the early ending of the tomato harvest. They may not hurt the green and ripe tomatoes then on the vines, but they cut off all hope of later yields, knocking off blossoms and small fruit. And it has been too cold this week for the finest development of tomatoes.

Travelers among the canneries of this section—the supply-men and others—all report conditions in the counties about the same as they are here in Baltimore, the crop ripening very slowly and coming to the factories in not large enough quantities to make a full day's run. You will recall that last season all hands watched for the 15th of September as the dreaded day when the bottom was to fall out of the tomato market (it fell out, but it blew upward and not down—see Biddle et al.), and this year all have predicted and waited for the 1st of September as the opening of the tomato glut. That day has arrived and there is no glut; and at this time of writing there is no promise that there will be any such glut—unless the weather turns scalding hot, as soon as this goes to press, and keeps hot for the next month or so. The vines are there, and they are fairly well fruited; but there is a touch of autumn about the air that does not look like "tomato weather." This is not a prediction—we are just trying to make real tomato weather arrive by saying that it is not here. If you know tomatoes, you know that nothing can make a liar out of a man as quickly or as surely as an attempt to predict a tomato crop.

We can add nothing to our last week's summary of the tomato situation, for there has been no change. The pack is on, but it is dragging everywhere—here in the East and out West, and wherever tomatoes are handled. If there were any life, vim and snap to trading conditions, there could be found, in this situation, every element for a bullish market. But the market being dead, the situation is viewed without interest, and the patient waiting goes on. And if the tomato crop follows suit to all others this fretful year, and proves only a mere percentage of what is expected and needed, the buyers will not worry—they will just go on waiting, paying the prices asked and taking their usual retail lots, to the end that they may insure frequent turn-overs in their stocks.

CORN—The corn pack, so far, is way below expectations and is disappointing to the canners. The early corn has yielded only about 50 per cent of normal, and while many of these canners hope that the late crop will be better and up to normal in yield, there are many of these now reporting that that condition cannot be expected from present outlook. As with tomatoes, all reports say that the quality is fine this year, and present weather conditions promise a continuance of this high quality, but there is immense room for an improvement in the quantity. Maryland has put up some of the finest quality corn she has ever packed, and is packing it carefully and well, but it will take a late and very favorable season to let them come out anywhere near whole. In the Central West some of the canners fear that the season is bunching up on them and that the corn will all come in at once. If this happens, it will mean the loss of some acreage, because the canners do not intend to try to rush the pack, or, at least, to handle more than they can take care of to produce fancy corn. That is the right spirit, and it will pay them better to leave the surplus on the stalks, and keep their entire pack in the high quality class rather than rush the pack and lower the quality.

Our readers will find a very interesting article on "The Best Canning Stage of Sweet Corn," on page 12 of this issue, from the pen of Prof. Appleman, of the University of Maryland. In this article the writer calls attention to the need of taking the corn at the right stage, and he shows the length of time that the corn may be left before pulling. Maryland is among the leaders in the production of high-grade field corn, and, understanding corn as they do, this article may be taken as an authority of the highest kind. It ought to be read carefully and kept by every canner of corn.

Ohio has been making a hard drive to raise the general standard of its corn pack, and they expect to see decided results this season, and we believe they will. Secretary Roy Irons, of the Ohio Canners' Association, has put out some broadsides on this, and recently got back an answer that is well worth quoting. All corn packers, no matter where they may be located, must make quality their watchword this year, and this writer's suggestion may help. He says:

Dear Sir:

We are indeed much pleased to notice the letters which you are getting out, urging the Ohio corn canners to put up "quality goods."

In this connection we might offer a little suggestion which may be of some use. Our own experience has

been that to secure fancy corn it is most necessary to start right with the grower. Ordinarily the grower is not equipped sufficiently to handle his entire crop when it should come into the factory. We have made arrangements with practically all of our growers to help them harvest their crop, and we are furnishing additional wagons and help so that they can get their corn in the day it is ready.

This year we are using large wagons and tractors to haul these wagons in, and are harvesting quite a few acres for the growers, making a differential, of course, in the price.

If a farmer has twenty-five acres of corn, we have often found that he will get the first ten or fifteen acres in as it should be, but the last ten acres get beyond the fancy stage simply because he cannot get it in the day it should come.

We have done more work with the grower the last two or three years than we have ever done, and we certainly find that it is paying well.

We believed that it might be a good thing if you would urge some of our corn canner friends to look into this method.

With best wishes, we are,

Cordially,

THE MARKET—There are no changes to report in market prices of any articles this week. Demand has been of the same slight kind, and such orders as were filled were for immediate shipment to supply absolute needs. It is in this that the real strength of the situation lies: Stocks are cleaned out as they never were before, and prices ought to advance rather than decline, and we believe they will.

NEW YORK MARKET

Market Shows Slight Improvement—Salmon Quotation Out—The 1922 Grape Fruit Pack—Maine Corn Two Weeks Late—Steamship Lines Handling Intercoastal Trade—Notes.

New York, August 30, 1923.

MARKET Livelier—Demand has shown a gradual broadening out during the past week, and business is on the increase in practically all divisions of the market. Jobbers have come to the conclusion that they have waited long enough and they are beginning to cover rather more extensively. Nothing in the nature of a boom is getting underway, however, and the buyers still profess to be rather skeptical as to the outlook. Nevertheless, they are buying in much better quantities.

More Tuna Than Expected—More white-meat tuna is available than had been expected, and buyers who were looking for 15 to 20 per cent delivery are being assured by their packers of 50 per cent and more. As a result of this, confirmations have been rather lighter than would have been the case otherwise. With ones bringing $19.00 per case, buyers are unwilling to tie up too much capital in them. The trade may not take them at the high prices ruling, buyers feel, and, again, the goods may have to be held in warehouse here until spring, adding at least another dollar to their cost before moving them out. Many buyers feel that they would prefer to risk having to pay a little more later on than stocking at today's prices.

Bluefin Wanted—Bluefin is meeting with a heavy demand this year, owing to the high prices on white meat. The extent of the probable bluefin pack is very uncertain, however, and it is believed that the output will be very light when the pack winds up. Italian style tonno is attracting more attention this year, and sales have been good.

Name Salmon Opening—Most of the leading independent salmon canners have opening prices on new pack, although the Association prices are not yet available. The general opening is as follows: Red Alaskas, talls, $2.25; flats, $2.65; halves, $1.65; Alaska Medium Reds, talls, $1.40; flats, $1.65; halves, $1.00; Alaska Pinks, talls, $1.25; flats, $1.35; halves, 90 cents; Alaska Chums, talls, $1.20; halves, 85 cents; Puget Sound Sockeyes, flats, $4.50; halves, $2.50.

Wedding Bells—Arthur P. Williams, president of R. C. Williams & Co., Inc., was married at his home, 105 West 72nd street, a short time ago to Mrs. Bertha Estelle Kublitz, writer and literary critic, of New Windsor, Md. Mr. and Mrs. Williams are sailing on the Mauretania for a short honeymoon trip through England and France, and will return to New York on September 25.

Canned Grapefruit Pack—There were approximately 500,000 cases of grapefruit canned last year, according to C. E. Stewart, of the Florida Citrus Exchange. Florida packed 250,000 cases of this total, Porto Rico being second with 200,000 cases, and California last with 50,000 cases. The call for grapefruit in the local market has "backed up" a trifle during the past month or so, but the product is reported to be going well in interior markets. The low prices at which fresh grapefruit is selling in New York is given as the cause for the drop in sales of the canned product here.

Tomatoes Quiet—Demand for prompt shipment tomatoes has eased off, owing to the nearness of delivery time for the new pack. Some of the packers are ready to send through some of their early shipments now, and the main pack is expected to get under way very shortly. Stocks on spot are not heavy, but jobbers are endeavoring to stretch them out to carry them over into the season for new packs.

Maine Corn Very Late—Maine's corn crop is more than two weeks late this year, and the pack is not expected to get under way until towards the middle of September, although normally the canneries would be opening up this week. Very little additional corn is being offered, as canners generally are unwilling to book more business under present conditions. A little Crosby could be had at $1.37½, however, it is believed. The spot market is bare of fancy Maine corn.

Standard Corn Wanted—The demand for standard corn has held up rather well during the past week, and $1.00 per dozen, ex-warehouse, continues the inside price on both Southern and Western pack. New pack standard is available at 90 cents, f. o. b. cannery, for immediate shipment, and there has been a little buying on this basis.

Peas Are Strong—Many wholesale grocers go into the new season with only limited stocks of peas on hand. Many of them gave the market the absent treatment early in the season, firm in the belief that they could pick up all they wanted later on at prices better than the opening. The abnormally late spring in Wisconsin, however, upset all calculations, and there has been a boom in the market. Many of the packers, unable to give their buyers more than a small delivery on standards, have given them extra standards at the price of standards, and jobbers have been able to piece out their stocks a little in this manner. The inside price on any peas for factory shipment now is $1.25, with very little obtainable even at this figure.

Report Bean Pack Curtailed—Frost coming at the height of the bean canning season in Maine is reported to have damaged the pack to some extent, and consequently a pro-rata delivery is looked for from many canners this year. New York State packers are practically withdrawn from the market, and Southern canners have also booked sufficient business to take care of their expected pack this season.

Standard Peaches Firmer—The market for new pack standard cling peaches has strengthened decidedly on the Coast. Canners who had been offering standards in assortments at prices 10 to 15 cents under the opening basis, have now advanced to the opening, and most of them are refusing to accept business on straight standards. The spot fruit market, however, continues quiet and upset as to price, with a weak undertone prevailing.

More Tonnage Available—Several new steamship lines are entering the intercoastal trade, and there are now more than 1,500,000 tons engaged in the handling of freight between Atlantic and Pacific Coast ports, via the Canal. A good part of the California and Northwestern canned foods pack is now handled by the water route, and shippers are wondering whether or not the entry of the new lines into the service will have any effect upon rates.

Notes—Walter B. Timms is back at his home at Elizabeth, following his recent operation.

John Kane, canned foods buyer for Wm. T. Reynolds & Co., of Poughkeepsie, N. Y., was in the market recently.

Walter J. Townsend, well-known broker, is back on the Street, after a pleasant vacation spent in the Canadian woods.

"NEW YORK STATER."

ST. LOUIS MARKET

Corn in Demand—Indications of a Good Crop—Missouri Tomato Acreage and Standing Ozark Fruits and Vegetables Will Net a Fortune.

St. Louis, August 30, 1923.

THE canned foods situation is showing an improvement, but it is still not showing much activity. There is some demand for goods, but most of the purchases are small. There is still much hand-to-mouth purchasing.

VEGETABLES—Corn—While corn is much desired, buyers will not purchase until they can secure concessions. Holders of corn are not inclined to do that. Nearly all packs are being held at firm prices. Canners in some sections are working on their new packs. Standard corn stocks are light, and with a better demand now than some time ago, jobbers are looking to see what they can find, but those who have any are holding on to it. Regarding the new corn crop in Missouri, there will be a good one in the northern section of the State, but in the southwestern part, unless it rains soon, the crop will be light.

Tomatoes—The situation is unchanged. Jobbers are stocking up in a small way only, awaiting their shipments of futures to arrive.

Peas—The marget is firm, and buyers quickly grab any Wisconsin peas that are offered. Nearly every jobber is in the market for more than he has.

Fruits—Jobbers continue to make inquiries for California canned fruits, but are not interested to place orders just at present. They are marking time for quotations. Packers are just as stubborn and continue to hold out. Spot goods are moving fairly well, but orders ore small. Prices, however, are well maintained. Fancy fruits are scarce and cannot be had.

Fish—All fish are moving about as usual at this time of the year.

Milk—No material change is noticed in the canned milk market. Prices continue as they have been for quite a while.

Corn Conditions—Again referring to the corn conditions in this territory, indications point to a good crop in Northern Missouri, all of Iowa and the central, northern and eastern portions of Nebraska. In Southern, Central and Southeast Kansas and in Southwest Missouri everything depends on a good rain soon. Rains came exactly right for Iowa corn. Nebraska will have a late crop.

Tomato Acreage—Missouri is increasing her acreage of tomatoes, planting this year 12,000 acres. This approaches that of 1919-1920, when 13,000 acres were planted. The maximum tomato acreage in Missouri was 17,000 in 1918, and the smallest, 4,300 acres, in 1921. The early season was too wet for the best culture of the crop this year, and July and August were too dry. The best producing counties were Webster, Stone, Wright, Douglas, Howell and Greene. Missouri ranks seventh in tomatoes grown, and raises 5 per cent of the total and only 3 per cent of the national packer supply. For this reason it is urged that producers sell only to domestic canners, and thus save freight costs and at the same time aid the home industry.

Ozark News—Farmers of the Ozark region will reap a fortune of more than a million dollars this year as a result of the unusually large fruit and vegetable crops, according to a survey recently made. With the $300,000 strawberry crop out of the way, the railroads are preparing to handle the smaller berries. Then will come the peaches. Although many of the peaches in the neighborhood of Poplar Bluff were killed, it is estimated that 500 carloads will be handled by the Frisco and Missouri Pacific Railroads. Besides, there will be a very large pack, as most of the canners in that section—and there are many of them—are preparing to go the limit in their pack.

"MISSOURIAN."

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.

CALIFORNIA MARKET

Canners Busy on Pears and Peaches—Pear Growers Finding Crisp Market for Fresh Fruit—Fresh Fruit Shipments Make Record — Some Canners Short on Futures—Peas of Lower Grades Heavily Reduced—Better Grades of Salmon a Light Pack—Packing Sweet Potatoes—Coast Notes.

San Francisco, August 30, 1923.

CANNERS BUSY—The packing of peaches and pears is in full swing in Northern and Central California, with the output proving rather less than had been figured on. While there has been no excessively hot weather, fruit has ripened with a rush and the canning season is shorter than usual. The pack of pears is being cut down by the unexpected demand for the fruit for shipping purposes, and the high price being realized by growers. Shipments in the fresh state are much heavier than ever before, and high prices have lasted much later than usual. More than 6,000 cars of pears have left the State to date, or about a third more than a year ago. Shipments of deciduous fruits in general have passed the 18,000 car mark for the season, as compared with 10,000 cars for the same time last year. Shipments of plums so far have totaled more than 5,200 cars. The demand for the fresh fruit has relieved the pressure on canneries to a marked extent and has been most heartening to growers.

The Market—The market for California canned fruits is showing some increased activity, but buyers are not yet placing large orders for future needs. Some operators in the southern part of the State have found that they have sold short on peaches and apricots, which were packed in limited quantities there, and have come into the market to secure their requirements. They have bought rather freely of standard cling peaches and have found some packers unwilling to sell these in straight lots. The pack of peaches in the northern half of the State is running to the higher grades, canners limiting the quantities of No. 2 fruit they will handle. It is generally conceded that the output of fancy and choice grades will be at least as large as that of last year, but standards, seconds and water grades will show a material falling off. The pack of pears is proving lighter than that of last year and there is but little likelihood that it will make any material gain the rest of the season. The plum pack has proved quite heavy, but the demand for this fruit is showing a steady gain, and the movement of the entire pack is assured. Canned pineapple is arriving in large quantities from the Islands, but there is little to report on this fruit, the estimated pack having long since been disposed of.

Salmon—Opening prices on new pack of Alaskan salmon have been named by the Griffith-Durney Co., of San Francisco, the quotations being for goods f. o. b. Seattle. The prices are: Alaska red talls, $2.25; medium reds, $1.35; and pinks, $1.25. This concern reports that advices from Alaska indicate that the pack of chum salmon will be very light. In the Ketchikan district the pack of salmon has been large, as has also been the case around Chatham, but some of the Bristol Bay plants, where the best fish is packed, have had but a light run. The first vessel of the San Francisco fleet to return from the Far North has been the Bristol Bay Packing Company's steamer, the Costa Rica, which brought down a cargo of 26,145 cases. Late advices indicate that the Bristol Bay pack will be about 300,000 cases less than that of last year.

Tuna—Opening prices on tuna fish have been named by California packers, and these proved rather lower than was expected, considering the extremely high price being paid for fish. They were also lower than the tentative prices put out a short time ago by some of the smaller interests. The opening prices follow: Fancy white meat, ¼s, $6.25; ½s, $10, and 1s, $19; yellow or blue fin, ¼s, $4.50; ½s, $7.50, and 1s, $14; striped, ¼s, $4; ½s, $6, and 1s, $11. The pack of white meat is increasing and the outlook now is that buyers will have their orders for this grade filled in fairly good shape.

Sweet Potatoes—The packing of sweet potatoes will soon be under way and prices on these have been named by Libby, McNeill & Libby as follows: No. 1, 70c; No. 2½, 95c; No. 1 mashed, 55c; and No. 2½ mashed, 80c. Much of the sweet potato crop in California is grown in the vicinity of Atwater.

Figs—Kadota fig growers in the vicinity of Planada, Cal., are making arrangements to form a co-operative organization to handle this crop. The growers will co-operate with the

Beckwith Company, of Planada, which is under contract to erect a fig-preserving plant for the season of 1924. This year's crop will be shipped to the Beckwith plant at Reedley.

Coast Notes—For the first time an intercostal steamer is loading canned salmon in Alaska for the Atlantic seaboard. The steamship Commercial Traveler is taking a large shipment of salmon aboard at Petersburg and Ketchikan and will complete her cargo at San Francisco, where California canned fruits will be added.

The tomato crop in the San Ramon Valley, near San Francisco, is reported to be of unusually fine quality this year and shipments to the canneries will be commenced early in September. Cool weather has been the rule in the tomato-growing districts this season and the crop will come on a little later than usual.

Libby, McNeill & Libby, who secured a lease on 5,000 acres of land on the island of Molokai, in the Hawaiian group, some time ago, is planting 1,000 acres to pineapples this season. The work is being directed by L. E. Arnold, manager of the Hawaiian interests of Libby, McNeill & Libby. The fruit will be shipped to Honolulu to be packed, no plans for the construction of a cannery on Molokai being contemplated. The Eckart paper-mulch process will be used on all the plantings made there.

Mrs. James D. Dole, wife of the president of the Hawaiian Pineapple Company, Ltd., Honolulu, T. H., was a recent arrival at San Francisco. R. S. West, treasurer of this concern, is also making a trip to the mainland.

H. E. MacConaughey, who has been in charge of the sales division of the Hawaiian Pineapple Company, Ltd., for some time, has been elected vice-president of this concern.

BERKELEY.

CHICAGO MARKET

Market Shows More Activity—Car-lot Orders Again the Vogue—Kraut Canners Withdraw From Market—Most Tomato Canners Out of Market—Wisconsin Promises Fair Pack—Corn Statistics Must Be Rightly Considered.

Chicago, August 31, 1923.

THE Chicago market continues to show activity in canned foods, and snappy buying on a "Sellers' Market," and brokers are busy trying to find for the wholesale grocers the goods they need and must have for their private labels. Car-lot orders, which were scarce as mastodons' teeth three months ago, are now as plentiful as soft-drink parlors.

Sauerkraut—The kraut canners and packers have all withdrawn from the market and are naming no prices spot or future. It seems to have developed at the National Kraut Packers' Convention last Monday, held in Ohio, that we are going to have a poor crop of late cabbage, and that kraut packers have sold a lot of futures at prices that look too low. The pickle packers have also withdrawn all prices, and despite the fact that the crop-reporting bureau of the United States Department of Agriculture issued a report this week stating that the acreage planted in cucumbers was double that of 1922, the pickle packers have withdrawn all prices, spot and future, and say that the yield will be the shortest had for many years.

Canned Tomatoes—Indiana and Michigan canners have nearly all withdrawn tomatoes, and are naming no prices on futures. They have no spots on which to name prices. The Roy Nelson Canning Company, which operates eight or ten canneries in Missouri and Arkansas, writes to the trade as follows:

"Crane, Mo., August 24th, 1923.

"To Our Customers:

"Last week we had very hot weather over this territory, with very little rain anywhere, and tomatoes suffered severely; but this week we have had much cooler weather and rain over probably three-fourths of the tomato territory in Missouri and Arkansas. The cool weather and rain is going to be of very material benefit to the crop, and if we can get seasonable weather the balance of the season, this district should have a good pack of tomatoes. We can't have near the crop we expected six weeks ago, but of the nine lives usually attributed to the tomato crop, only two or three have been extinguished. The best reports we can get from other districts are some good and some bad—they are probably about equal. Considering the larger acreage that has been planted, no doubt there will be a right good pack of tomatoes, depsite the fact that some localities have suffered from unfavorable weather conditions. We have had rain over fully 50 per cent of our acreage, and we believe now our pack will be somewhere near the same as last year.

"Our quality so far has been rather poor, but we expect a slight improvement with the cooler weather we are having. I have visited quite a number of factories the past week, and the quality seems to be about the same everywhere."

It should be remembered that the Missouri and Arkansas packed canned tomatoes have a market usually in Oklahoma, Texas, Missouri and Kansas for all the canned tomatoes they can produce, and that but few of them ever get to the Chicago market.

The freight rate from Missouri to Chicago is about the same as that from Maryland to Chicago. Missouri packs some fine canned tomatoes, however, and so does Arkansas, and they don't put any surplus water or tomato puree in the cans.

Canned Corn—Canned corn is about sold up of the 1922 pack, and is getting hard to find. Sales were made of a few odd carloads to close out the factory holdings at Illinois factories this week at 90c f. o. b. cannery ,and the quality was standard only, and only standard.

I see that the United States Agricultural Department estimates that there is a larger acreage in corn for canning by 35 per cent than the acreage of 1922, but that corn for canning does not mean that there will be that much more canned corn.

The statistics are like those of the cucumber crop reported from the same source—accurate enough as to estimated acreage, but without taking crop conditions into consideration, and then corn for canning covers all the roasting ears that are being shipped to the market and eaten these days, and for which we city people pay the growers a much higher price than the canner can afford to pay.

Iowa and Nebraska canners have sold so far 1,555,928 cases of canned corn for future delivery from the 1923 pack, and they only packed 1,939,000 cases last year, and their orders are coming in now more rapidly. In 1921 they packed only 1,190,000 cases, far less than they have sold out of the new 1923 crop for future delivery.

The total spot stock in Iowa and Nebraska of canned corn of the 1922 pack is now less than forty thousand cases, made up of small less-than-carload lots at the various factories.

Canned Peas—In relation to canned peas, the story has been written, and there is nothing further to say. New York may have some unsold peas, but Wisconsin has very few, and Indiana has none. Michigan may have a few thousand cases unsold, but if that State has any, they are being held off the market for higher prices.

The Western Canners' Association will hold its fall convention in Chicago early in November, and the several sections of the National Canners' Association will probably meet with it—Corn, Tomato, Pea Sections—and probably a session of the National Kraut Packers' Association will be held at the same time.

Called or informal sessions of the National Canning Machinery and Supply Association and of the National Food Brokers' Association may be held at the same time and place.

The exact date in November will probably be announced next week, with particulars as to headquarters, etc. There will be no canned foods exhibits.

"WRANGLER."

MAINE MARKET

Coldest August for Many Years—Slight Frosts in Some Sections—Corn Canners' Slim Chance to Beat the Frosts—No Corn Offering—Bean Canners Not Happy—The Blueberry Crop Is Also Short.

Portland, Me., August 31, 1923.

THIS is the coldest August for eleven years, and one of the dryest. Add this data to the stories we have already told you of unfavorable weather here in Maine, and you may have some idea of what condition our crops are in at this time.

(*Markets Continued on Page 10*)



LANGSENKAMP

Kettle of Superior Quality

In All Sizes

This is the key note which for the past fifty years has been perpetuated in all our products.

Kern Lightning Finisher
Indiana Pulper
Indiana Pulper Finisher
Indiana Chili Sauce Machine
Indiana Pulp Filler
Copper Steam Jacket Kettles with Agitators or of tilting type.
Kook-More-Koils
Washers, Sorting Tables
Cypress or Enamel Lined Tanks
Spice Buckets
Wire Solder, Flux
Firepots for Soldering

56

130-142 E. Georgia St.,
Indianapolis, Ind.

SMILE AWHILE

HE LOST THAT

"Say, Mose, whar Benny nowadays, anyhow?"

"Benny? He gone away fo' a vacation, visitin'."

"Dat so? How long he gwine whare he gwine, huh?"

"I dunno; I didn't hear how long de judge say."—Richmond Times-Dispatch.

THEY ADULTERATE VACUUMS

We know a chap who received a gross of vari-colored electric light bulbs the other day. They were fitted with corks and contained liquid matter of an exceedingly "high voltage."

He was all lit up while the "current" lasted.—L. Hanson.

JUST TO AMUSE BABY

It was a sultry afternoon and the sun beat fiercely upon the city pavements. The carpet merchant leaned flabbily against his goods.

Two women entered the store and in the arms of one there basked a crowing infant.

"Can you show us some carpets" asked the woman with the baby.

"Madam, I can," said the storekeeper.

And he did. Again and again he did. Roll after roll he spread before their critical eyes. The perspiration rolled down his cheeks.

At last. "Don't you think," said one, glancing at her watch, "that it is time to leave?"

"Not quite, dear," said her friend, patting her infant fondly on the cheek. "We've plenty of time to catch the train and baby does love to see him roll them out!"

DIFFERENT NOW

"I understand your wife wouldn't permit you to carry a latchkey when you were first married."

"That's all over with," replied Mr. Meekins. "Henrietta doesn't care whether I have a latchkey or not. I always stay in the house nights to let her in when she comes home."—Washington Star.

PRETTY SOFT

Two boys visited a doctor's office. They had no sooner closed the door than one of them placed his hand over his ear and jumped around, first on one foot and then the other, exclaiming: "There he goes; there he goes!"

When asked what was the matter, he said he had an insect in his ear.

The doctor placed the boy before a window and with a concave mirror threw a bright light through the ear speculum. The insect saw the light, crawled out to the edge of the speculum, and the doctor picked it off with his fingers.

"Thank Heaven! How much is it?" asked the boy.

He was told one dollar.

The other boy, who had been watching the proceedings, exclaimed: "One dollar! Why, that's a bit stiff. You never took out that insect. It walked out."

LONG LEASE OF LIFE

Th edoctor looked him over, spent some moments in profound cogitation, and then delivered the bad news:

"You must diet."

"Ugh!" grunted the patient.

"You must eat less," the doctor explained.

"Aw, doc."

"I tell you, my friend, you are digging your grave with your knife and fork."

The patient brightened visibly at this.

"Oh, well, with those implements it is going to take a long time."

HOPLELESS

Blimp—Yes, some of my forefathers did some great things. Why, my grandfather was a drummer at Gettysburg.

Simp—What was he selling?—New York Sun and Globe.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

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Vol. 47 BALTIMORE, SEPTEMBER 10, 1923 No. 3

EDITORIAL

RIGHT WAY TO SETTLE THE SWELL ALLOWANCE—We have had it unofficially pointed out to us that whereas the committee members from the Wholesale Grocers' side of the question, apparently heartily agreed with the suggestion, made by canner members of that committee, to establish warehouses for the assembling of spoiled foods and helped set the movement afoot for the approval of the food authorities, when they met with the retailers in their National Convention, they very vigorously and determinedly opposed the appointment of such warehouses We say our information came from unofficial sources, but in a way that we trust implicitly. And this is only what might be expected, for the wholesalers are anxious to be entirely free of the handling or considering of swelled canned foods. It's a nasty mess, they say, and they want no more of it. Compared with the ease and comfort, not to say delight, of merely charging the canners with losses as they occur, or of pocketing the allowance whether or not losses occur, one can hardy blame them for standing pat for a flat allowance and no proofs. But the canners cannot endure under such an arrangement; it would financially bankrupt the strongest of them, and it is ever the strong ones against whom such claims are made—it is so much easier to collect from the good firms.

If we are going to adhere to the customs of 1860 and base our present day trading operations on the unknown and untried conditions then existant in the canning of foods; if we are going to throw into the discard all the wonderful strides made since the early days of canning, the progress in scientific investigation and the improvement in machinery as well as processes; if we are going to continue to guarantee the goods as if we knew no more about the art of preserving now than we did in 1860, then, since the Government will not permit the return of the goods claimed as swells, the canning industry will have to set up its own machinery, establish a Bureau in the National Canners Association and give full time and attention to this one question. This Bureau will then stand responsible for all swell claims, and all such claims must be made to it. They can rapidly develop a smal corps of experts, who will examine the goods and pass upon them, making prompt settlements on all claims. Instead of giving this one-half of 1 per cent, or one-quarter of 1 per cent, or whatever the final amount demanded, the buyers turn it into this Bureau. That will finance the Bureau, and at the end of the year, after expenses have been covered, the residue may be returned pro rata or credited on the next year. Since the canners are granting the allowance to the buyers, with no prospects or hope of return, financing this Bureau in this way will not only not cost the canners anything, but they will have the chace of a return. The buyers cannot object, for certainy the guarantee of the Association, comprising the bulk if not all of the canners, is better than that of any single member. The Association has all the machinery at hand for the handling of all such cases, and so it can give speedy attention to all demands. Both the buyer and the seller may feel sure of fair and prompt treatment, and after a year's trial, or so, we will know definitely just what percentage of loss canned foods may rightfully be charged with. We hesitate to say this, for fear of driving the jobbers away from the idea—though they have nothing whatever to do with it, as it rests entirely with the canners—but we do not believe this Bureau would have any amount of work after the second year. To our mind, here is the real solution of this swell claim matter: pay the allowance into your Bureau instead of into the coffers of the wholesale grocers or others, and let the Bureau handle all these questions.

The National Canners Association will gladly lend itself to this work, because it means a big benefit to the canners. But the thing is to get action. Something must be done, for every day they are signing up more and more on this flat allowance, and soon the entire industry will be hog-tied and done for. Write to Secretary Frank E. Gorrell, Washington, and let him know where you stand in this; express your opinion; get behind this movement and the Bureau may be formed at the fall meeting of the Board of Directors of the Association.

IF YOU COULD BUY SOLID SILVER FOR LESS THAN PLATE—Is the heading of one of the best sales arguments we have yet seen emanate from a canner's office. Everybody knows that Frank Gerber, er-President of the National Canners Association, is a live wire and hustler, but in the following we think he has added further glory to his reputation. Here is what the circular says:

> A similar opportunity is offered the housewife, and you can profit by putting her in position to take advantage of it.
>
> Next Saturday morning sell this proposition to the salesmen:
>
> FRESH LIMA BEANS used to sell for $1.80 per dozen, while Standard Peas were about 90c to $1.00. As a consequence the housewife did not include the Limas in her every-day diet, but used them when she wished to indulge the family in a little luxury.
>
> Now, Standard Peas are selling for about $1.35. MISS MICHIGAN FRESH LIMA BEANS are to be had at the attractive price of $1.05. What will she do if afforded an opportunity? Well—
>
> Put this up to the salesmen, show them samples—tell the story—
>
> We'll bet we get an order—and repeaters.
>
> Send now if you want the MISS MICHIGAN FRESH LIMA BEANS on hand Saturday morning.
>
> FREMONT CANNING CO.,
>
> Fremont, Neb.

APPRECIATION—Just as we reached this stage of the editorial our letter-man handed us this:

"Inclose $3.00 for my subscription to the best-informed journal of its class in the country."

That's awfully nice, and we certainly do appreciate it; and what's more, we are going to dig harder than ever to find more and more good information for the best industry on earth, as exemplified by such men as the above writer. He kindly offers to keep us informed on conditions on his section—that's what we want—and from all our big, and rapidly growing, family.

SECRETARY GORRELL DOES FINE WORK—Our entire industry felt deeply shocked when the unfortunate illness and untimely death of Presient Harding was, unwittingly, ascribed to the eating of canned foods. We believed this could not be true, but the prominence of the man and the excitement in the public mind at the loss of our President, made it almost impossible to correct the error. Moreover, the statement had come from high authority, a member of the Cabinet and a fellow-traveler on the trip with the President. Fortunately, the newspapers did not give much attention to the statement, and it is safe to say that the vast majority of the people never knew that his death had been ever mentioned as due to eating canned foods. But there are always a certain number of scare-head writers who eagerly grasp and preserve for future use such incidents as this, and these men had to be silenced by facts. Secretary Gorrell faced a huge task when he attempted to get retraction from the doctors in charge of the late President, but in his usual diplomatic way he kept persistently at it, and has succeeded in having all three of the doctors attendant upon the President—Drs. Sawyer, Cooper and Wilbur—state that canned foods had nothing whatever to do with his illness and death. It is not that these men were unwilling to state what they knew to be the truth, but the original statement having been attributed to a fellow-doctor, a member of the Cabinet, it brought about a delicate situation not easily handled. The daily papers everywhere have carried the retraction, and so the industry is cleared of this highly unfavorable blot against its fair name. It stamps our popular Secretary as about as neat a diplomat as can be found.

SOWING DISCORD AND SUSPICION—We regret to note some of our trade journals sowing the seeds of discord and religious and racial antagonisms, because there is too much of that in the air today without being added to by our usually clear-thinking and level-headed trade journals. The late President Harding will live long in the hearts of his countrymen, because of his kindly heart and broad, charitable instincts, for his true conception of American liberty. His address at Colorado Springs in July, 1923, will go down in history, and we would recommend to these misguided journals these two passages from one of his last public addresses:

> "I tell you, my countrymen, the world needs more of the Christ; the world needs the spirit of the Man of Nazareth. If we could bring into the relationships of humanity, among ourselves and among the nations of the earth, the brotherhood that was taught by the Christ, we would have a restored world; we would have little or none of war, and we would have a new hope for humanity throughout the globe."
>
> "If we are going to make of this America of ours all that the fathers sought, if we are going to make it true to the institutions for which they builded, we must continue to maintain religious liberty, as well as civil and human liberty. As you remember, we builded on the foundation of civil liberty, and we capped that with the stone of human liberty, and the third fundamental was religious liberty. The United States never can afford to deny religious freedom."

CONGRATULATIONS—Our E. C. of the West made a wonderful clean-up, as evidenced in its last edition; washed its face and hands, and it now looks, almost, as nice as The Canning Trade.

TO OUR CONVENTION PROGRAM BUILDERS!

"Uncle Jerry," one of our well-known Baltimore writers, says in The Farmers and Merchants Messenger—and we desire, most heartily, to pass it on to all speakers at Canners Conventions, soon to meet:

> "Oratory may be all right, but horse sense has it licked. Edward Everett, who made the principal adress at Gettysburg, talked for two hours and twenty minutes. No one recalls what he said. Abraham Lincoln used 268 well-chosen words. They wil live for generations."

FREIGHT RATES & SHIPPING NEWS

Traffic Bureau

THE CANNED GOODS EXCHANGE OF BALTIMORE

Effective September 20th, the Merchants and Miners Transportation Company has extended the application of rates on canned foods to include condensed or evaporated milk, in metal cans; also when containing vegetable fats or chocolate and malt. Clyde Line tariffs, effective on or about the same date, carry similar extension, and in addition, prepared cocoanut, other than dessicated, in metal cans.

The Southern Pacific Company has filed formal petition with the Interstate Commerce Commission to be permitted to make drastic reductions in its rates from New York piers to Pacific Coast, so as to bring its services in competition with the inter-coastal steamship services operating through the Panama Canal.

Recently the Interstate Commerce Commission granted permission to the Southern Pacific to reduce the rates on about 94 commodities from New York to the basis in effect from Chicago at the time the hearings were begun, namely, September 4, 1922. The Southern Pacific is dissatisfied with this permission, hence now propose to actively meet the all-water rates.

A NEW LAKE AND RAIL SERVICE

THE Baltimore and Ohio Railroad Company announces the opening of a rail and lake route to and from points on its line east of McSpadden, Pa., and Thornton, W. Va., via West Fairport, Ohio, in connection with the Rutland-Lake Michigan Company, through Chicago, Ill., and Milwaukee, Wis.

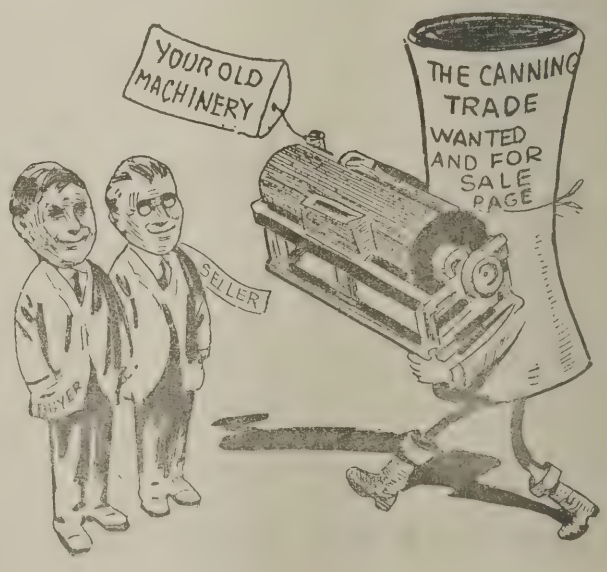
The rates applicable in connection with this service are the usual lake and rail differentials under the stanard all-rail rates.

East-bound rates will be found in Agent Jones' Tariff I. C. C. No. 1415, effective June 28th, 1923.

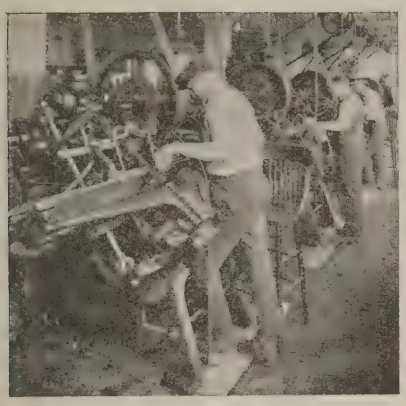
West-bound rates will be found in Agent Wilson's Tariff I C. C. No. 105, effective July 2nd, 1923.

Copies of these tariffs, or information regarding the service, etc., will be furnished by representatives of the Baltimore and Ohio Railroad, or the Rutland-Lake Michigan Transit Company.

There will be three sailings per week in each direction.



Bliss Automatic Top and Bottom Presses



150 or More No. 3 Sanitary Ends a Minute

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

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BERGER & CARTER CO.—San Francisco, Cal., Los Angeles, Cal., Portland, Ore.

We Manufacture for Canner:

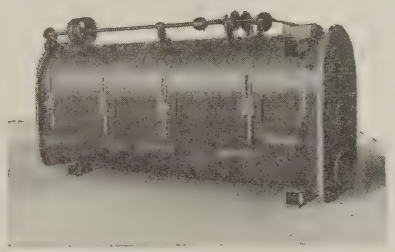
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
COOLING TANKS
TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
EXHAUST BOXES

For Milk Packer:

SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbedby incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

BERLIN, WIS.. U. S. A.

Conditions Of Crops In All Sections

Crop Reports By The Canners

Darlington, Md., August 30—Tomato crop is fair in this section. Will run 85 per cent normal, with a large acreage and fine raw stock; will be in full running next week.

Pennington, N. J., August 30—The tomato acreage with us is above the normal, and we have prospects for a good yield. We will not open before the first week in September, and the size of the pack depends entirely upon the season. It may be very large or very small, all depending upon frost.

Verona, N. Y., August 27—We have normal acreage. Corn crop looking fair Earing fairly good. Weather too cold and dry for best results in growth. Probably have 75 to 80 per cent pack.

Homer, N. Y., September 3—Extreme dry weather has greatly reduced pack of beans. We are nearly through, with just a fair pack, but will have to have water in order to amount to much.

Oswego, N. Y., September 4—Owing to the severe drouth and hot weather, our bean pack has just been completed, with the pack 50 per cent of normal. The Bartlett pear crop is estimated at 20 per cent and apples not much more. Prices being paid to farmers for both of these fruits are extremely high in comparison with last season.

Washington, Ohio, September 4—Corn coming into plant in good shape. Acreage running normal. Prospects good for a fair pack.

Sheridan, Ind., September 4—The best we can expect will be 50 per cent of normal on tomatoes; corn, 75 per cent.

Summitville, Ind., September 3—Canning crops of all kinds very short. Tomatoes will not exceed 50 per cent of a pack. Hardly started to pack anything yet, and fully two weeks late. Nothing but a very late fall will give us more than a 50 per cent pack.

Streator, Ill., September 1—Corn, 75 per cent yield on 75 per cent acreage, as compared to 1922. Quality, good.

Seattle, Wash., September 1—The Northwestern packing season is swinging into its last stretch. Oregon is well started on blackberries and Washington is now beginning.

The packing of Bartlett pears has been in progress in both States for two weeks.

Prunes will begin to ripen in Southern Oregon in about ten days.

Apples will not be ready for canning until early October.

The canneries are progressing into this late season in a state of mind that we have never seen paralleled in the industry.

Heretofore, Northwestern canners have been an aggressive bunch of young men, ambitious to make just as big a pack as possible. Right now, they are flat and indifferent. They all have a fair volume booked of the late items, and they do not seem to care whether they book any materially increased volume or not.

The situation is well summed up by one of the most experienced of the canners: "I mae a heavy pack of all of the early items. My total is somewhat larger than last year. The general experience was not satisfactory, but I made a little money, provided my customers take immediate delivery on their contracts. I have no surplus of anything, and I would just as soon quit this season right here. I will pack the orders that we have booked for blackberries and apples, and then we will close the plant and take a rest. I do not want any additional business on these late items unless I can get it at prices that will earn me a profit. Why should I take a chance on a loss on my season's operations and wear myself out packing a lot of merchandise that the wholesale grocers do not want to buy?"

That is just the way the canners feel. They have had a trying year because of the mental attitude of their customers, because the market has not been disposed to pay them a profitable price on anything.

Some of them are just a little bit tired of being nagged by their banks, who are after them every week to make certain that they do not over-pack.

They would like to rest now and prepare for what they believe will be a good season in 1924.

They can see the shortage of spot stocks and they feel that general market conditions in 1924 will be the reverse of 1923.

The total pack of syrup grade of fruits and berries in the Northwest to date is somewhat heavier than last year, and it is a remarkable fact that this pack is more cleanly sold than it was last year.

The pack of No. 10 items to date is much less than last year. This is because the trade did not develop its future requirements and the canners refused to again put themselves in the position of being compelled to make sacrifices in order to clean their stock.

To appreciate the extent to which the pack to date has been sold, you ought to come out to our office and read the spot list of all of the canners.

When one of the big canners offers a spot list of only 18 items, with all but three of them less than one-hundred-case lots, you can appreciate that there has been a real clean-up.

Packing conditions in regard to the four (4) items now in the canneries are as follows:

Blackberries—Outlook for a pack about one-quarter less than the short pack of last year. A number of the canners tried to buy blackberries at 3½c, which would have permitted a $5.00 price. Without exception, they will find that the pickers will not bring in any volume at this level. They are being compelled to decide whether they want blackberries at 4c or be content to make a very small pack. The No. 10 blackberry market is on a very definite $5.50 level, with a few small factories disposed to take business at $5.25. A number of the larger canners will refuse to take business at less than $6.00. They are packing their orders and quitting. A few small canners will probably pack some excess above orders, but the larger packers, without exception, are not going to repeat last year's experience of making an excess pack and selling at a loss.

Bartlett Pears—The Northwest for the first time in history is in a reverse position on Bartlett pears. Heretofore, California canners have paid such a high price for Bartlett pears that the Northwest canners have been able to figure their stock at lower prices and have been able to under-quote California. This year the California canners pooled together and forced a price from the growers of $35.00 per ton. They tied up a considerable tonnage at that figure and have been making a moderate pack of pears. When the pear season was actually in progress, the fresh market took Bartletts at a higher level than the canners' price and California canners have had trouble in getting deliveries on their contracts. The Northwest canners took their cue from California and refused to contract until they could get pears at a California level. The fresh market spoiled their plans. A few orchards were purchased at $25.00 per ton, which meant $35.00 to $40.00 per ton delivered at the canneries. Then the damage to the New York crop became a market factor and the canners found that they were unable to buy sufficient pears to fill their contracts. They kept raising their bids against the fresh fruit market until now their Bartlett pears are costing them $55.00 per ton delivered at their canneries, and several of the larger canneries are still short on Bartletts, wth the season approaching an end.

Apples—The general tone of the future apple market in the Northwest is very much stronger than it was two weeks ago. Part of this is because of the damage to the New York crop by a severe wind storm an part of it is because the canners are beginning to soberly figure their costs and to doubt the wisdom of packing apples at $4.00 when that price does not pay the overhead expense of keeping their plants open. Also another reason for the strengthening is that the two canners who were fighting each other trying to book a volume of apples at $4.00, have both decided that $4.00 apples are not worth fighting for, and that there really isn't much glory in taking on a volume of business that rewards a large measure of grief and labor and returns no profit. The pincipal apple packers of the Northwest are firm at $4.25. Most of them will pack just the business they can get at that figure and will pack no more. With increased costs of labor and cases, this price is equal to the $4.00 price of last year. The tardy buyers who waited last year for bargains and have been recently paying $4.50 to $5.00 for apples, should take a leaf out of this experience and carefully pick good packers with whom they can make a satisfactory contract now. They stand to take no loss in contracts on the present markets and they stand to be without satisfactory apples if they do not arrange to have them packed. It is our observation that the total volume of No. 10 business as booked by the country is far below the volume that will be required.

MEINRATH CORBALEY COMPANY.

ATLANTIC CANS

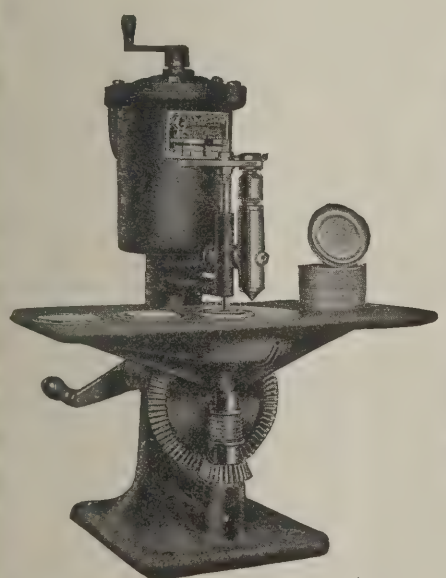
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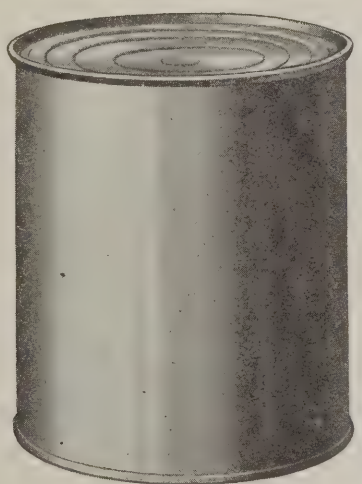
Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

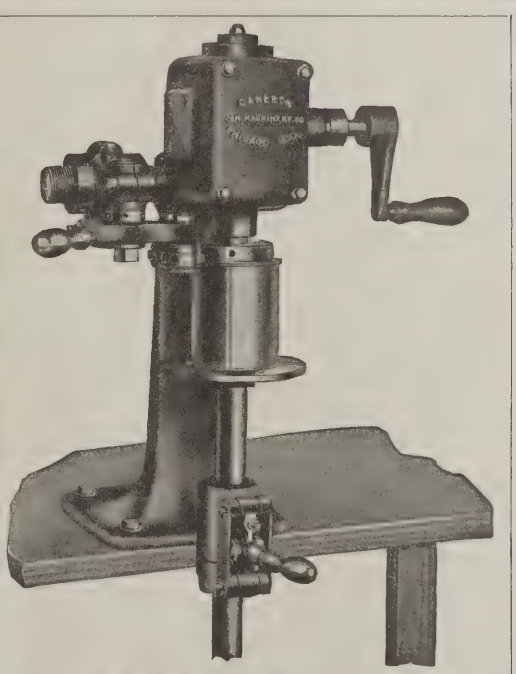
No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.**

23

(*Continued from page 31*)

CHICAGO MARKET

Never Enough Fancy, Graded String Beans to Supply Demand Corn Canners Striving for Better Quality—Wisconsin and Michigan Sold Out of Peas—Tomatoes Wanted for Prompt Shipment—Michigan Peach Prices.

IT is reported that the beet crop for canning purposes in Wisconsin is not doing well, and canners of beets are reluctant sellers and brokers are finding difficulty in placing additional business on canned beets.

There are a number of canneries in Wisconsin which pack graded or sized Refugee green beans, and there are several canneres in Michigan which also pack such beans, using the No. 1, No. 2 and No. 3 size to grade and pack whole in the can, and No. 4 and No. 5 size for cut beans. There never are enough of these fancy graded beans to supply the demand, and it is reported that New York canneries are buying up all the surplus green beans in Wisconsin and Michigan, apparently being short on the deliveries of contracts which they have sold.

Iowa, Illinois, Indiana and Ohio are all actively engaged in the canning of corn, and the canned corn packing will be at its height from now until about the first day of October. The acreage is stated to be large in those States, but the yield is said to be below the average, and canners are confining their attention chiefly to extra standard and fancy qualities. These conditions will reduce the output of canned corn to a very important extent, and it is doubtful if the pack of canned corn in the Central West will exceed that of 1922.

Canned peas present many difficulties to the buyer who has neglected to purchase his supply and to the broker who has orders from his buyer for most any grade. Wisconsin and Michigan are practically sold out on canned peas of 1922 pack, except scattering and less than carload lots at various factories, which are being held to some extent for filling small orders from regular customers. Indiana is, of course, closed out on canned peas entirely.

A number of canneries which did not pack canned pumpkin last year are putting up a pack of that article this season, from the fact that there is a demand for it from the buyers who have practically sold out down to the floor every case of canned pumpkin that they had.

Canned sweet potatoes are coming into demand, but the demand is not large. It seems very difficult, indeed, to work up a big consuming trade for canned sweet potatoes. The fresh vegetable dealers keep them in sand and various ways for quite a long time, almost until the first of January, and consumers seem to like to buy them in the jacket. An advertising campaign in magazines and consumers' papers of canned sweet potatoes would be very appropriate and desirable just now, in order to place this article, which is of splendid wholesome and economical value, higher in the estimation of the consumers. Canned sweet potatoes never have been advertised or exploited to any important extent with the consumer. If they had, there would be such a demand for them that the canneries would be taxed to their capacity, as there is no article in canned foods more relishable, desirable or economical.

Canned sauerkraut is in an indefinite situation. The kraut packers have learned that the supply of late cabbage, in localities where it is largely grown for kraut-making purposes, is likely to be very short, and they have, therefore, withdrawn all selling prices for both spot and future sauerkraut, and are waiting until definite information is secured in relation to the cabbage crop.

Canned tomatoes are in demand for prompt shipment, especially from Indiana, Michigan and nearby points. Indiana is not offering any tomatoes at present, and it is difficult to place an order in that State for tomatoes in any size cans. Missouri is not making any prices as yet on canned tomatoes, and Michigan is practically withdrawn from the market, and is refusing to take more orders.

Our wholesalers in Chicago are beginning to look to Maryland for supplies, and will probably have to begin to place their orders in the peninsula of Maryland for canned tomatoes.

Canned apples are in some request. Michigan is holding firm for winter stock for $3.25 per dozen for No. 10 cans. New York is holding at $3.50 per dozen for No. 10 cans. Arkansas and Mssouri have not yet named prices on canned apples, b are expected to do so soon.

Michigan canneries have named prices on canned peach of 1923, which are as follows:

Michigan Peaches, 1923 Pack.

Halves.

No. 2½, water	$1.45	No. 10, water	$4.7
No. 2½, 20 deg	1.75	No. 10, 20 deg	6.0
No. 2½, 30 deg	1.90	No. 10, 20 deg	6.5
No. 2½, 40 deg	2.05	No. 10, 40 deg	7.0
No. 2½, 60 deg	2.35	No. 10, 60 deg	8.0

Sliced.

No. 1, 20 deg	$0.90	No. 10, water	$4.7
No. 1, 40 deg	1.00	No. 10, 20 deg	6.0
No. 2½, water	1.45	No. 10, 30 deg	6.5
No. 2½, 20 deg	1.75	No. 10, 40 deg	7.0
No. 2½, 40 deg	2.05	No. 10, 60 deg	8.0
No. 2½, 60 deg	2.65		

Whole Spiced, Whole in Syrup.

No. 2½, 20 deg	$1.65	No. 2½, 30 deg	$1.8
No. 10, 20 deg	6.50	No. 10, 20 deg	6.0
No. 2½, 40 deg	$1.95	No. 10, 40 deg	$7.0

Their prices are about like those of last year, and the crop is said to be, though not large in quantity, good in quality.

The general market on canned foods is active and wholesalers are disposed to buy freely. In fact, they have to buy freely because their stocks are so low that they are beyond a line where they can transact business profitably, and they are compelled to replenish.

WRANGLER.

MAINE MARKET

Some Few Factories Begin on Corn—Hoping to Beat the Frosts —String Beans Better Than Expected—Smallest Sardine Season for 40 Years—Blueberries Winding Up— Apples Ripening.

Portland, Me., Sept. 7, 1923.

ALTHOUGH one or two early locations report that corn is coming into the factory in small lots this week, the general date for opening up on the regular pack will be September 11th, about two weeks later than the average date. Such corn as withstood the early difficulties has also survived the recent drought and is in a healthy condition, though aboot two weeks later than usual. The yield per acre, considering the amount planted, will be low this year, but the yield per acre from such pieces as have weathered the summer will produce a very fair average. The moon will be full on the 24th, and that time usually sees heavy frosts, but the whole season this year has been so unusual that we are hoping to get through the corn pack without a freeze-up.

The stringess bean pack is about over, with rather better results than were anticipated, but by no means a satisfactory season. Probably about all of the canners will have approximately 100 per cent to deliver on contracts, but there will be no surplus after these orders are filled.

The sardine problem is very vexing, as the canners have no precedent to guide them this year. This is the smallest season for more than forty years, and even now, when the summer run should be at its heaviest, the fish are not coming in fast enough to keep the factories running full time every day. Nearly all packers are working now on current orders and have no promise of getting ahead of their sales unless the run of fish continues unusually late.

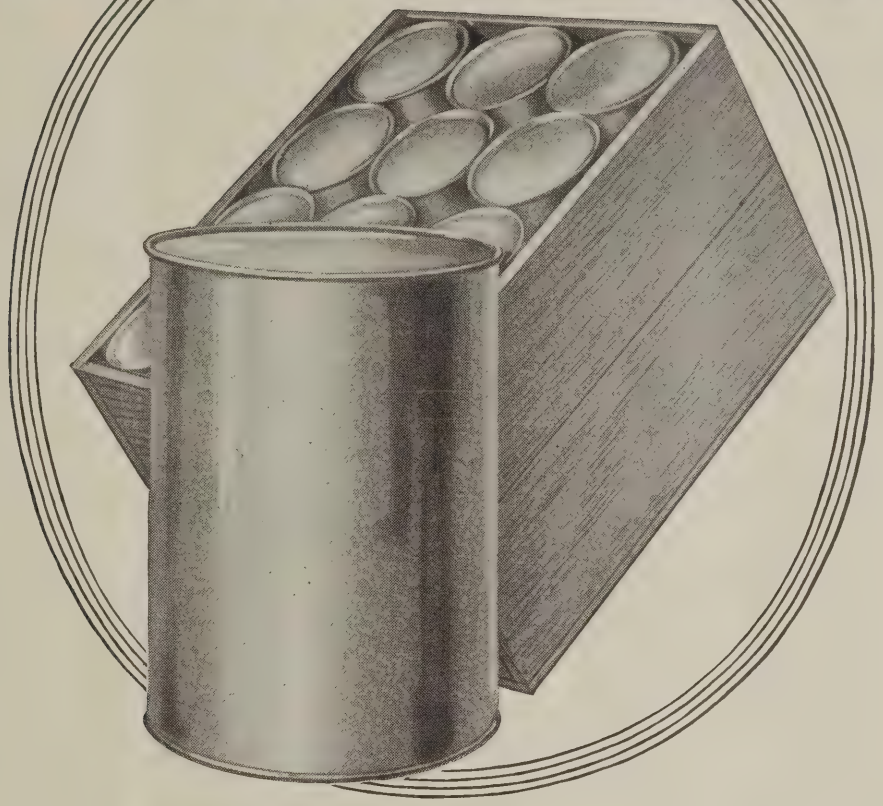
Prices have been advancing steadily ever since the opening of the selling season, and are quite likely to go even higher unless factory conditions improve quite immediately. Today prices are unsettled, according to how badly the buyer wants a few goods or how many the canner has to sell.

The blueberry pack is stil on, but is nearing its close this week. Should the weather hold good, the late berries might continue to ripen for another week or so, but not in sufficient quantities to make canning profitable. The quantity this year has not been large, but the quality is said to be very good, indeed.

The apple orchards are beginning to show the color of fruit among the leaves, and early fall varieties are now to be had in the markets. Maine canning will not commence until after the first of October at least, and in many factories not until November. Our winter fruit is late in ripening, and very little fall fruit is canned here.

MAINE.

HEEKIN CANS



Heekin Cans Meet Every Requirement

For years the Heekin Can Co. has made good on its contracts in both quality and service.

Many large canners are enjoying their canning seasons and saving money by using Heekin Cans. For these cans are exceptionally satisfactory - - the strongest cans made. They prevent loss of time and money.

There is a Heekin Can for every need, from the small fruit and vegetable cans to the large lard or sorghum containers.

Mother nature specifies the crop you will pack. Heekin Cans will be delivered at your door to meet these specifications.

Let us know your estimated canning requirements and we will gladly send you complete information. Write today to

THE HEEKIN CAN CO.

New, 6th & Culvert Sts. **Cincinnati, Ohio**

MEETING OF

The National Kraut Packers Association

Cedar Point, Ohio, August 27, 1923

THE meeting was called to order at 10.25 A. M. by the president, W. W Wider.

Minutes of the last meeting were read and approved.

The attendance exceeded that of last year at this time, and all showed much interest in all the proceedings. In fact, more interest was shown than in the past on advertising.

Mr. C. C. Parlan, representative of the Curtis Publishing Company, Philadelphia, gave a very interesting address on Association Work and Co-operative Advertising through the Association. In a very forcible manner he thoroughly explained how the sales may be increased by co-operative advertising. He held the audience for over one hour, not one leaving the room, showing that his address met with favor by all.

Following Mr. Parlan's address, the secretary read some testimonial letters which showed that the interest of the consumer was still being maintained by the Advertising Campaign. The Secretary also read the list of kraut packers who were supporting the advertising, which showed that there were 15 more firms behind the movement this year than last. He also reported donations from the St. Louis Cooperage Company, Elyria Canning Company and Libby, McNeill & Libby. The Secretary also gave the tentative future schedule of advertising as practically adopted by the committee, which showed that the Saturday Evening Post would again be the leading medium followed by some special advertising in the Elks' Magazine, Normal Instructor, Progressive Grocer and in all probabilities the Journal of American Medical Association. Following this, the Secretary read the crop report, which was very interesting to all, showing that there was considerable damage being done to growing crops by dry weather, disease and insects.

Swells—This matter was again brought up and discussed in the meeting. The members generally felt that they should stand by their motion made at the Detroit meeting. However, it was the feeing of some that we should wait until the Committee of the National Canners Association had reached a decision. But others expressed themselves that as far as the kraut item among canned foods was concerned, that this Association packed 75 per cent of all kraut packed in the United States; therefore felt that the Association was large enough to be able to say what should be done in the matter of swells on sauerkraut.

Grading—Following luncheon, the matter of grading was discussed. After the Detroit meeting, the President appointed three grading committees, the first, termed the Eastern Grading Committee, with B. E. Babcock, chairman. He reported that in the opinion of his committee there should be three grades of sauerkraut, and that they recommend the appointment of a general committee, meaning one from different sections of the United States, and tests made of the lactic acid content, and thought possiby that they would find that this should be the basis for establishing definitions for the grading of sauerkraut. He further related that more harm was done by shipping out kraut not containing the proper amount of lactic acid content; and then, on the other hand, some sauerkraut was left to get too sour, and recommended that the committee be appointed to work out the minimum lactic acid that should be contained in palatable sauerkraut.

Following him, Mr. B. W. Weller, chairman of the Central Grading Committee, reported that his committee had tested 16 cans using the Acetic Testing Outfit, No. 149, and found that kraut varied in lactic acid content, but the committee did not particularly agree on any maximum amount.

Mr. Huppert, chairman of the Western Grading Committee, being absent, the president called on one of the members of that committee, Mr. Hamiton, of New London, Wis., who stated that he agreed with Mr. Babcock that some kraut was too sour and some not sour enough, but in all events kraut must be of fine flavor. The president called on the other member of the Western Committee, Mr. Meeter, who stated that he was not in a position to discuss the matter, owing to the fact that the committee had never met.

Mr. Wallace, of Libby, McNeill & Libby, stated that he understood that the Government required a lactic acid content of 2.04 for well-cured kraut in the tank—that a test of all tanks should be made before packing for shipment, and believes with the balance that a minimum should be set by a committee and then presented to the Association for action. At this point the grading was set aside for a few other matters and later taken up.

In the meantime the President presented the following applications for membership:

Magnolia State Canning Co., Newton, Miss.
Green Bay Canning Co., Green Bay, Wis.
Big Wolf Kraut Co., Shiocton, Wis.
F. A. Kauffman Mfg. Co, St. Louis, Mo
Jacob Dold Packing Co., Buffalo, N. Y.

Associate Member:

The Hauser-Stander Tank Co., Cincinnati, Ohio

They were duly elected.

Mr. Meeter, chairman of the Seed Committee, made a report on the progress of the Disease Resistant Cabbage Seed, stating, in part, that Dr. Walker was now in Washington looking after the harvesting and the seed would be shipped at once; that the secretary had just issued a letter notifying all members of this fact, and for them to send in their orders at once. The varieties available at this time will be the All Seasons and Brunswick. In view of the fact that the Association will not have any surplus seed, it was moved "that this seed be for members in good standing that cut kraut only." Seconded and carried.

The President then stated that for some time the Association had been thinking of adopting a slogan and presented the one submitted by Mr. McMurdy, of the Conover-Mooney Company, "Sauerkraut, It's So Good For You," and they asked for additional slogans, of which many were given.

Following several cans of sauerkraut were then cut and lactic acid test made by B. W. Weller, who had his testing instrument present. Owing to the fact that the results of this testing are still in the hands of Mr. Weller, we are unable to give it. However, recent test was made at this office by Mr. Weller, July 18th and 19th. The first test shows 2.03. This juice was taken direct from a tank, the balance being canned.

The meeting did not adjourn until 5 P. M., and was busy every moment.

AUTOMATIZATION AS SOLUTION TO LABOR SHORTAGE

By Russell B. Williams,
Link-Belt Company, Chicago.

IN a recent issue of a Chicago newspaper there appeared what seemed to me the outstanding cartoon of the year. Divided into two parts, the upper portion of this cartoon illustrated a manufacturer standing in the door of his busy factory, arms outstretched, beseeching the government to let down the bars to immigration and provide him with more labor. The second portion showed a vast army of unemployed men (the result of unrestricted immigration) over which walked a red propagandist sowing seeds of discontent and revolution.

And so it is. Sufficient labor in times of prosperity and progress react upon their former employers in times of depression. And while there are admittedly two sides to the question, there is at the present time a surplus of 500,000 jobs, and all the evidence in the world that the existing labor shortage will continue for some time to come—if not actually grow. However, that same labor shortage may be a blessing in disguise by way of acting as a stem to the flood of communistic propaganda that is growing day by day throughout the country. An army of unemployed men can do more dam-

Emergency Service

Canners unfamiliar with our record for unusual service during the active season are invited to test our facilities, —if for any reason their supply of cans becomes exhausted.

We aim to render—

NORMAL SERVICE IN ABNORMAL TIMES.

Southern Can Company

Baltimore, - - Maryland

MAX AMS

CLOSING MACHINES

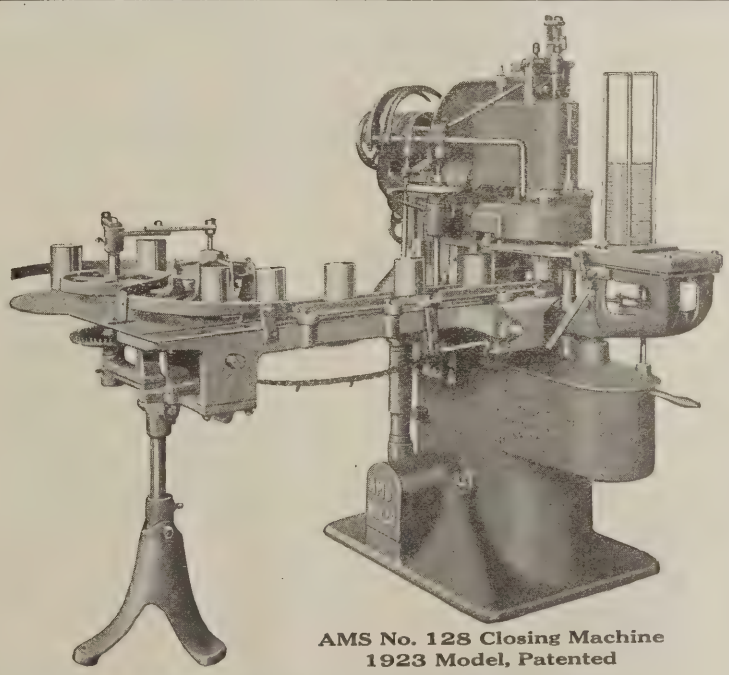
for

Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

THE MAX AMS MACHINE COMPANY

101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

age in one week, socialy, politically and materally, than an acute labor shortage will throughout the course of a year. And if that statement is doubted, just look to our Mother nation—England—where there are a million and a half men without even the prospect for gainful employment—where labor forms a real political party (as powerful in England as the Democratic party is in the United States), and where that labor element holds a recognized and important place in Parliament. Nor is the red complexion altogether lacking in that English Labor party.

But all of this is aside the point. The real problem is: how can we overcome our labor shortage **without** letting down the bars to undesirable aliens and unassimilable foreigners who come to our shores with one of but two ideas—that of fattening their pocketbooks or agitating and promoting the cause of bolshevism. There is a way to accompish this desired end, and, as is the case with so many perplexing problems, the solution is simple. It is merely —**machines** instead of men.

Nor is there, because of present labor union and governmental policies, any other way whereby this end may be attained. The automatization of industry, or the development and improvement of such automatization as has already been made, is the one solution. Returning to a prosperous period always necessitates an increase in our productive capacity and the expansion of our distribution system. And if men are not to be had the only way in which these things can be accomplished is through the introduction of more and more machines.

Economists agitating a "perfection" in our monetary system; theoretical salvation in the form of new laws or consuming the midnight oil in a vain endeavor to better industrial relations, seldom if ever assists in the solving of this probem. There lies before us but one way as the solution for high wages, reduced hours and efficiency, increased production or a lack in the supply of common labor, and that solution is—machines.

It is an American characteristic to boast of our superingenuity. We heard much of what this ability was going to do for us and the world in general back in the warring days of 1916 and 1917. Yet the fact remains that we have scarcely begun complete industrial adaptation or application of labor saving and labor aiding machines. I find no hesitancy in saying that 80 per cent of all the manufactories in the country could save the time of from one to twenty-five men through the installation and use of better designed and more efficient machinery. And while such machinery effects a downward trend in prices (or an upward curve in profits), it does not decrease wages. And it is seldom, if ever, that such application of machinery fails to effect some economies or reduce some costs. Evidence of this is on every hand, for although our mills and factories have not installed one-tenth of the mechanical substitutes needed, few are there that have not had some experience with bettered mchanical mthods.

I have in mind a coal mine operator in Central-Southern Illinois who, beginning immediately after the installation of a gasoline crawler type crane, effected the saving of fifty men a day for a period of 90 days. And fifty men a day at six dollars a day for that length of time meant a very great deal to him. And another instance is of a manufacturer of automatic telephones, who, through the installation of several motors and an equal number of direct, silent-chain drives, effected an economy in labor costs alone of over eighteen hundred dollars a year—or something like a return of one hundred and twenty-five per cent on his investment.

Wagon Loaders Save $17,468.72 Each Year for Large Gas Company.

Says the Chief Engineer for one of Michigan's largest public service companies: "The economy we have effected in the loading of coke with our portable wagon loaders furnishes striking evidence which proves that men and shovels are a modern luxury which should be avoided wherever possible.

"Teams and trucks make money only when performing actual work. Consequently we are always anxious to reduce idling time to the minimum, and here is one of the big advantages of wagon loaders. We figure conservatively that ten minutes is required to load a 4-ton truck when the portable loader does the work. One-half hour would be consumed by four men with shovels in accomplishing the same work. This represents a loss in idle time of twenty minutes per load.

FOR QUICK SHIPMENT

Cannery Supplies of all Kinds

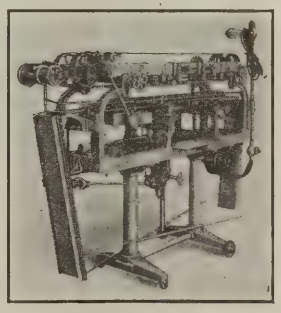
Wire, Write or Phone—PLaza 1987



Blue Enameled Pans



Wire Blanching Baskets



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Baltimore, Maryland

Write for Catalog.



Sanitary Enameled Peeling Buckets

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

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Ship Your Canned Goods in These BETTER BOXES

H & D Standard Canned Goods Boxes are the perfect containers for all canned goods shipments, Millions of cans have been shipped in them. to all parts of the country and they have always arrived unscratched, undented and intact destination.

H & D Standard Canned Goods Boxes are strong, lightweight and inexpensive. They come folded flat for easy storage, yet are instantly assembled for packing. A trial order will convince you of their superitority.

H&D Corrugated Fibre Shipping Boxes



Write us Today for Samples and Prices Stating Quantity Required and Sizes and Number of Cans to the Box.

The Hinde & Dauch Paper Co.,
Member Canning Machinery & Supplies Assn.
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Landreth's Seeds

WHEN you think of Seeds, think of Landreth either for spot or future. We are the oldest Seed House in America this being our 139th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED CO.
Established 1784
Bristol, Pa.

With a motor truck running up costs of at least $16.00 a day, that loss in time amounts to 66 cents a load, or 16.5 cents per ton delivered. The equivalent idling time of a team would mean an added delivery cost of about 10.5 cents per ton.

"Let me list a few figures which show what these loaders are doing for us on a yearly basis. I will figure the hand shovel loading costs with four men on the job, in order to make the possible number of loads somewhere near reasonable in the light of our present deliveries. The loading time would be thirty minutes for each four-ton load, or 8 tons per hour. Figured against our annual tonnage of 60,830, the total hours required would equal 7603.7 at 55 cents an hour for the four men and 70 cents an hour for the yard foreman, whose time would be entirely chargeable in this case, the total cost per hour would be $2.90; or 36.25 cents per ton. Consequently to move our 60,830 tons a year, we would have to meet a total cost of $22,050.88. This figure includes no consideration of the motor truck idling time contingent with this method."

Saving over $17,000 annually through the use of two or three wagon loaders is worthy of anyone's consideration. However, such instances are not rare. I know of another Michigan public service company who, through the use of elevating and conveying machinery, has in the first three years of its operation, eliminated a payroll of $89,856.

But such figures are beyond the comprehension of "the likes of you and me." We had better climb down from the umpty-steen thousand dollar shelf before we get dizzy and fall off. And I imagine the quickest way to get back to earth is to talk about packing houses.

Overcoming a 37.5% Loss in Sausage Machine Production Through Change in Power Transmission.

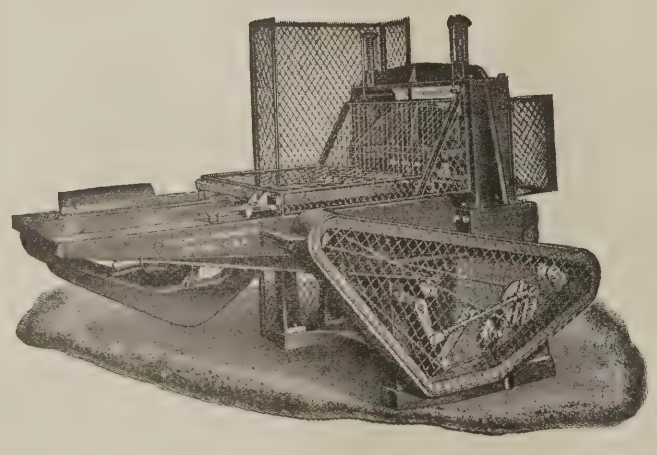
"Just because the rawhide from which leather is made happens to come from a plant like ours doesn't necessarily mean that leather belt drives are the most efficient for transmitting power to our machines," says the Consulting Engineer of a large packing company in the Chicago district.

"I imagine it would be extremely difficult to find conditions more severe on leather belts than those which prevail in our plant. Water, grease and acids are encountered at every turn, and it is impractical to try to protect leather belts from these ruinous agents. Even so, we have battled our way through a good many years of leather belt usage. The reason for this, of course, was the lack of a better means for meeting our requirements during that period.

"We operate a large sausage cutting machine with a guaranteed capacity of 100 pounds of sausage a minute. During the days when we used leather belts this machine never reached more than the 65 pound mark. It was an easy thing to check, inasmuch as we could always time the machine and knew the exact amount of sausage turned out. The average production ran about 62½ per cent, or a loss of 37½ per cent below capacty. It was not the fault of the motor. Ample power was being generated, but it never reached the machine. I have seen the time when the belt slippage was so great that the sausage machine would not turn out 100 pounds in five minutes. With a production problem such as this on our hands, we were ready to welcome a practical solution of the problem. Consequently we installed a link-belt silent chain drive. Since then we have been able to obtain full capacity from the machine at any time desired. Fortunately, our requirements during the time we used leather belts very seldom demanded a production equal to the capacity of the machine. When full capacity was required, however, overtime was necessary. This, of course, represented an illegitimate expense and one which we have eliminated by the installation of silent chain drives."

Increasing production is equivalent to overcoming labor shortage. Restricted production means additional investment in labor if ony to maintain a level that should be had through the regular equipment. This point was very well brought out some three years ago by the Pacolet Manufacturing Company in New Holland, Georgia. For several years that company (manufacturers of textiles) had been mantaining losses in production through their type of power transmission. Finally, this type was changed—a change from leather belts to silent chain. A single installation of silent chain covering one spinning frame room meant an increased production equivalent to the addition of 12.7 spinning frames to the floor. And 12.7 spinning frames (at a cost of $150 the frame) realized some-

Automatic Scroll Shearing Machine



An original machine used to cut strips in staggered formation for the making of can ends in our Automatic Strip Feed Presses. This method of staggering permits greatest economy in material, and maintains the high output established by our Presses.

The machine accommodates stock up to 30" x 30" and has sufficient capacity to supply strips for several presses. The material is automatically cut and trimmed while being produced A safety device is provided, which prevents accidental starting of machine, and all working parts are carefully guarded. For all can ends up to No. 3 size the economy of scroll strips exceeds all other methods and shows a saving amounting to as high as 7% according to size handled.

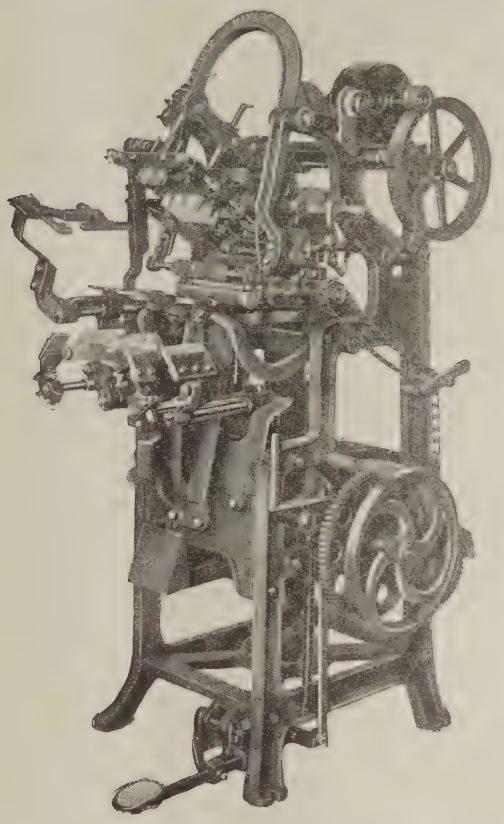
Upon request we will be glad to furnish detailed particulars showing the saving in material this process affords.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

ERMOLD LABELERS



have "That Something" in their operation that has made them the recognized standard of the packing trade.

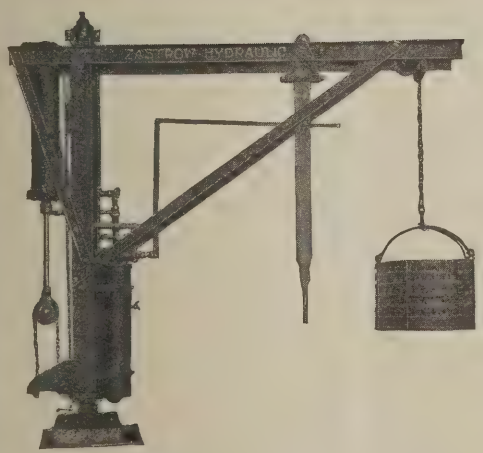
Your entire glass line can be SUCCESSFULLY labeled on an ERMOLD.

Edward Ermold Company

Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets
NEW YORK CITY.

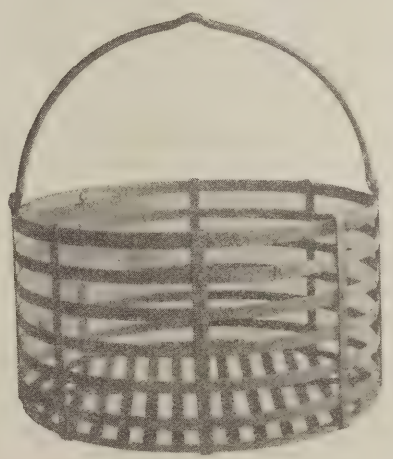
ZASTROW'S PROCESS ROOM EQUIPMENT



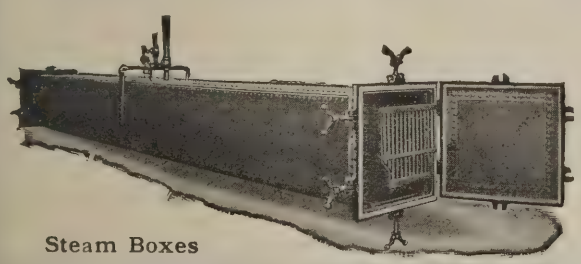
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.
Foot of Thames St.,
BALTIMORE, MD.

thing over $1,900 annually. This was an annual investment return of 27 per cent.

Not long ago I happened to be talking to a chap from East St. Louis, who, during the course of our conversation, waxed eloquent regarding a new gondola car dumper they were about to install at their plant. It seems that this car unloader will accept any gondola of standard design, regardless of its height, width, weight, capacity—that it can be operated by the most unskilled labor—that it requires but a 35 H. P. motor for power, and that it can unload such gondola cars, filled with coal or like material, at the rate of forty an hour! Shades of needless perspiration! Well do I remember the days when I sweat and swore while shoveling coal from a gondola car at the rate of fifteen cents a ton, and by dint of hard work and much backache, doing about one car a day!

Without doubt there are many, many more such instances of labor economy. These are just a few that have come to our notice, and they are set here as examples showing the justifiability of substituting machines for men wherever possible. But all of us know something of the value of labor-saving and labor-aiding machinery and equipment. We know that when wheelbarrows replaced the loads on the backs of men that humanity was benefited immeasurably. And we know that with the electric trucks and tractors which are rapidly supplanting the wheelbarrows, or "Irish buggies," as they are affectionately known to the heavy muscled chaps who run them, the human race will be still more benefited. We know that should we wipe from the face of the earth all of our power-driven machines we would find it impossible to exist, for we could not crowd onto this globe enough men to produce even the barest essentials. But, as said before, we have only begun the application of machinery to industry. We are at least 80 per cent behind our own ability. Let us make use of the machines and devices at hand. Automatization will alleviate the labor shortage, tend to level wages, increase production, better the quality of our product and reduce prices. In the words of K. C. Condit, in a recent issue of the "American Machinist," here is the situation:

"The industries of the United States are certain to be faced with a shortage in the supply of common labor. * * * It is obvious that if this country is to continue to expand industrially, means must be found for doing by machinery the work done in the past by hand labor. The men to operate the machines are at hand, and the capital to purchase them will be found when it is needed. It remains for the * * * manufacturer to install the machinery to do the work of industry. A great duty and a great opportunty lie before them."

GRAPEFRUIT BECOMING POPULAR IN ENGLAND

SELDOM seen a year ago, grapefruit can now be obtained in all the large stores and many of the small ones of Birmingham and other Engish cities, says Consul J. F. Jewell in a report just received by the Department of Commerce. Most English people, once they have tasted this fruit, become very fond of it, and it is believed that a good market can be developed in the Birmingham district. As far as can be ascertained no grapefruit is imported directly into Birmingham, but it is obtained thhough importing houses in Liverpool and London. It is said that a large portion comes from California, and in certain local stores it is sold under the advertisement "Best California Grapefruit."

DEEP SEA DIVERS FURNISHING GELATINE

NEW sources of food gelatine have been developed in Lower California, where great quantities of seaweed are being treated and reduced to a very clear and tasteless vegetable gelatine of high quality, Consul Leighton Hope, Ensenada, informs the Department of Commerce. In recent years there has been from time to time a small quantity of seaweed gathered on that coast and shipped to the United States, but just now it appears to be assuming greater proportions. The weed gathered is known as Gerldeum, and as many af fifteen varieties exist along the Lower California coast. It grows at varying depths from one to ten fathoms or even deeper, and always on rocks, never in sand. It is gathered by

TENEX DRY PASTE For Canners

It makes more paste per pound

"The longer it sets the thicker it gets."

Contains no acid, will not stain expensive labels.

WILL NOT SPOIL.

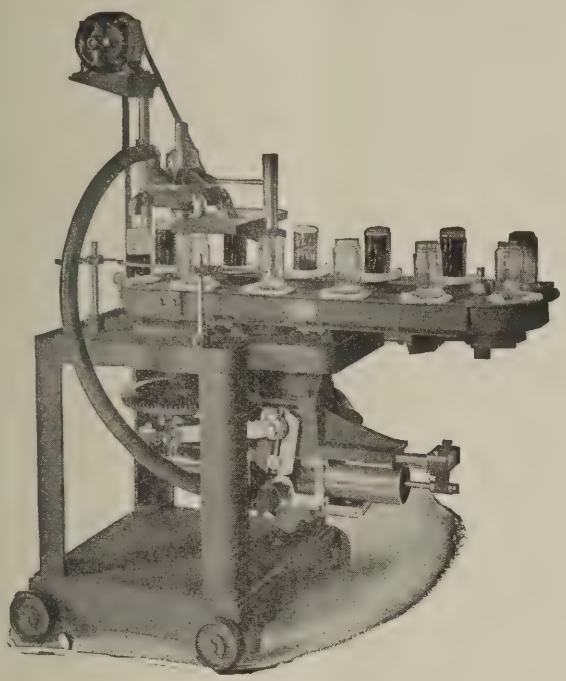
SOUTHERN DISTRIBUTORS

THE INDUSTRIAL PAPER COMPANY

116-118 KEY HIGHWAY -:- -:- BALTIMORE, MARYLAND

Manufactured by: VICTOR G. BLOEDE COMPANY, BALTIMORE, MARYLAND.

You will become a regular user after you have tried TENEX DRY PASTE.



With This One Machine You Can Fill

Preserves - jelly - mustard - mayonnaise - syrups - apple-butter and all similar products.

Two pistons - one rotary valve - do the work and give you—

Greater accuracy and cleanliness of filling than has ever been possible before.

It's a machine that is made to stand up during the strenuous run of the season. No breakdowns, delays, loss of money and product.

You can fill on the same floor where your kettles are, or on the floor below.

Find out all about it.

The Karl Kiefer Machine Co.,
Cincinnati, Ohio.

BLOOD—

ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN

Breeders & Growers
326 W. Madison St.
Chicago. Ill.

—TELLS

Originators:
Rogers Winner,
Rogers Green Admiral,
Rogers Improved Kidney Wax,
Rogers Stringless, Refugee Green Pod.

PRESERVES YOUR PRODUCT AT ITS BEST

Luscious fruits and tender vegetables retain their exquisite fresh flavor and appearance when processed by quick quality cooks in A–B Continuous Cookers and Coolers.

Each container sterlized uniformly with uncanny precision enhances your reputation as a Canner, for each customer perceives you have not only selected the best raw materials but also the most efficient means to preserve them at their best.

Write for yours today.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



divers working under scientific methods with air pumps and diving bells. The weed is first dried in the sun, then boiled and exposed to a freezing temperature. It is then exposed to the sun or artficial heat, the water evaporated and the gelatinuous product produced.

CAMPBELL'S SUMMARY OF THE TOMATO SITUATION

In "The Optimist" for September.

AS is quite usual at ths time of the year, the outlook for the tomato crop in many sections of the country is still shrouded in uncertainty. In the Tri-States (Maryland, Delaware and New Jersey) it is two weeks late in maturing, but the set is heavy, the plants healthy as a rule, and we believe there is a reasonably good prospect for a fine crop.

Everything will depend on the weather from now on, and much on the length of the season, as possibly 30 per cent of the acreage was planted late. Government estimates place the acreage in this territory at nearly 82,000, an increase of 15,000 acres over last year.

We hear reports of some blight in Maryand, but are frank to say that our own observers have found little to confirm these rumors. Delaware growers predict that the production, per acre, will be in excess of usual and with a largely increased acreage the Blue Hen should have the biggest crop in her history.

The major part of the crop grown in New York State is utilized in products other than canned tomatoes, and its bearing on the production of the latter article is only important in that a crop failure there would result in unexpected drains on the tomato resources of other locaities. We are inclined to believe that production in this district will be in excess of that of last year.

In Indiana and the Central States, prospects are not as rosy as they were three weeks ago. As in the East, the crop is very late. It may be said that both the Tri-States and Indiana look for a heavy glut by the end of the first week in September, and plenty of tomatoes from then on, as long as the weather holds.

Increased production is looked for in Virginia and West Virginia, and also in Missouri and Arkansas, although in the latter States a long period of dry, hot weather has reduced the crop estimate by about 25 per cent. But, even with this reduction, the crop and pack in these States should be large—larger than last year.

Everything continues propitious in Utah and Caifornia. In the favored West, where the sunshine's patting juba to the music of the wind, tomato difficulties seem to be just about unknown (score one for the various Chambers of Commerce, Native Sons and other boomers—official and unofficial).

In considering the situation throughout the country, it should be borne in mind that there will be no can shortage this season; nor can we now anticipate delays in transportation. The strain is off the labor situation and both farm and canning house labor appears to be in good supply

NORMAL CROP DEFINED

AN inquiry recently made by the Fruitman's Guide of New York City as to what is a "normal crop" as used in federated crop reports, is answered to the latter by Agricultural Statistician Ray, of the United States Department of Agriculture at Spokane, Wash., in the course of which Mr. Ray gives the following explanation:

A normal condition at any date is that condition of growth and vitality such as would be expected on that date in a crop starting out under favorable conditions and not subjected afterwards to unfavorable weather, insect pests, drouth, or other injurious agencies. The "normal" is not the same as the "average," for an average crop would be the average for a number of years, poor and bumper crops included. Suppose production had been running along favorably for several years and then a year of almost a total failure, or a year of half production occurred. The "average" of all these crops would give a figure lower than the "normal." Conversely, if a year or two of bumper crops occurred, the "average" would be higher than "normal."—California Fruit News.

MR. CARL E. HUTCHINSON DEAD

CARL E. HUTCHINSON was born in Randolph, Vermont, October 16, 1861. In September, 1918, he had a breakdown, from which he did not recover, and passed away at Waukesha, Wisconsin, on August 26, 1923.

In March, 1864, he came with his parents to the farm now known as Bonnie Meade, in the town of Randolph, Wis. Here he grew to manhood, in winters attending the district school, the Randolph graded school, then spent two terms at Ripon College, and later he attended the Agricultural Short Course at Madison.

For twelve years after reaching his majority he continued to work for the going farm wage at that time. During this period he was instrumental in starting the Bonnie Meade Herd of Holsteins, and 36 years ago helped to haul stones for and build the oldest cheese factory now standing in this vicinity, and was its first secretary.

He remained on the farm until early in 1896, when he moved to Randolph, Wis., and assumed the secretaryship and general management of the Randolph Canning Company, an institution which he had been active in organizing.

The group with which he was here associated were pioneers in the canning industry in the interior of the State, it having been previously claimed that peas could be grown successfully only along the Lake Shore region.

In 1907 he became associated with the Bonnie Meade Canning Company, and in the fall of 1912 he became a member of and assisted in he organization of the Cambria Canning Company. For some time he was vice-president of the Randolph Wagon Works and was ever ready to further and encourage worth-while industrial and financial undertakings, giving them his hearty co-operation and support. His success in a business way was due in no small measure to his industry, firmness and determination.

But, however diligent he may have been in the field of business, this was not his only activity. He was not only an untiring worker, but large-hearted and generous, as many beneficiaries can attest. Feeling himself as having been deprived of such an education as he would have chosen, he assisted

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

Stevenson & Company, Inc.

Can making Machinery,

Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

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LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Our New Stringless Bean Snippers

are now working in a number of packing plants in the States, and we are getting the most favorable reports from them. Anyone interested in these machines for the 1924 season we would like to have see them in operation, and a list of the packers using them, in your particular section, will be furnished you by writing to our head office.

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus Ohio.

Souder Continuous Cooker

Handles three sizes of cans without change. Most economical - longest life - any part accessible - temperature control - guaranteed to please you.

Write for particulars.

SOUDER MFG. CO.,
Bridgeton, N. J.

GIBSON OF PNEUMATIC CUSHION

A. C. GIBSON CO., Inc.
11 No. Division St.,
BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING
INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

several students through college. He enjoyed serving as a member of the Library Board and aligned himself for the uplift of the community.

When about twenty-five years of age, he united in membership with the Methodist Episcopal Church, and remained a faithful steward and regular attendant and supporter of same.

As a fraternity member, he imbibed the true fraternal spirit. He was raised a Master Mason at Cambria Lodge, No. 152, F. & A. M, and when Randoph Lodge, No. 270, was instituted became a charter member. He joined the Beaver Dam chapter of the Royal Arch Masons and later became a Knight Templar.

He exemplified in a large degree all that is meant by service.

While seeming to enjoy good health, even in the midst of a busy and strenuous life, he was compelled to spend considerable time at Hot Springs, Battle Creek Sanitarium and at hospitals in Milwaukee.

PRESIDENT HARDING'S ILLNES NOT DUE TO CANNED FOODS

DR. C. E. SAWYER, President Harding's personal physician, reappointed by President Coolidge, has made a statement in a leter to Frank E. Gorrell, secretary of the National Canners Association, that President Harding's primary illness was not caused by eating canned foods.

When Mr. Harding was first taken ill, there were rumors blaming canned foods, which caused considerable comment. Later reports did not confirm these original rumors, but Doctor Sawyer's statement sets at rest any lingering doubt.

This was concurred in by Dr. C. M. Cooper, consulting diagnostician, who was called in by Doctor Sawyer immediately upon the arrival of the Presidential party at San Francisco.

Mr. Gorrell's inquiry read, in part, as follows:

"The people of the United States in general and the canning industry in particular were very much shocked with the published reports that the late President Harding had been made ill from eating canned foods, and it was also stated that other members of the Presidential party on the Henderson had been made ill.

"It has been the custom of the National Canners Association for the past fourteen years to investigate every illness attributed in any way to canned foods. This custom would have been followed in the President's case except that his more serious illness and untimely death came as a shock to the country and the whole world.

"The reaction from this report has created serious concern in the canning industry, because it has during the past fourteen years spent enormous sums of money in scientific research for the betterment of its product. Not only has this research been conducted at its technological laboratories here in Washington, but grants have been made to Harvard University, the University of California, Leland Stanford, and the University of Chicago for similar purposes. These grants have been expended under the direction of able scientific men of international reputation. It is easily apparent that the National Canners Association, which has financed this research, is exceedingly concerned about the reports of the late President's illness.

"It is also our deep concern in this particuar case to ascertain the actual facts as to whether or not in your opinion, as the President's personal physician, his primary illness was caused from eating canned foods, so as to definitely dispel the rumors. Undoubtedly a clear, succinct statement from you would put to rest all of these rumors and end for all time any further discussion of the subject."

Doctor Sawyer's reply was:

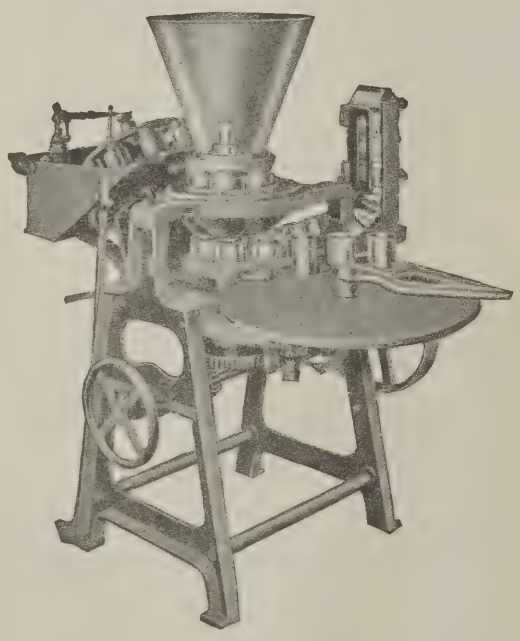
"Answering your letter of August 24th, in which you say you wish 'to ascertain the actual facts as to whether or not, in your opinion, as the President's personal physician, his primary illness was caused from eating canned foods.'

"My answer is that President Harding's primary illness was not due to eating canned foods."

Doctor Cooper concurred with Doctor Sawyer as follows:

"I am in entire agreement with the opinion expressed by Doctor Sawyer, and consider that President Harding's illness was in no way due to his having eaten of canned food."

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY

SALEM
NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

The Saving Makes It Possible

for you to keep your increasing stocks fully insured against fire loss at an extremely low net cost.

In the Canning Industry values increase very rapidly during a short period, and Canners are realizing more and more the wise business economy of keeping these values fully protected against destruction by fire.

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AT
WARNER INTER-INSURANCE BUREAU

provide this protection at a cost so low as to make it ill-advised for any Canner to assume even a small part of his own risk.

There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

Protect your values fully and your savings will increase proportionately.

Address Your Instructions To

Lansing B. Warner, Incorporated.
155 E. Superior St.,
Chicago, Ill.

Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—Style F. Wonder Cooker.
1—40x60 Closed Retort.
6—40x72 Closed Retorts.
1—40x60 Open Kettle.
1—Small Laboratory Retory.
18—3 tier crates.
30—5 tier crates.
1—8 Disc Sprague Hawkins Exhauster.
1—35 H.P. Buckeye Horizontal Engine.
1—New No. 10 Ayars Single Rotary Measure Tomato Filler.
1—New No. 3 Ayars Single Rotary Measure Tomato Filler.
and other "used" machinery.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Model B No. 3 Burt Labeling machine in perfect condition, price right.
John W. Bay & Co., Perryman, Md.

FOR SALE--One practically new Monitor Bean Cutter, only been used few days.
Roane Co. Pkg. Co., Rockwood, Tenn.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed, 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsfords and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 corp.
Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory, which is now in operation. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that are working satisfactorily. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated. H. P Strasbaugh, Aberden, Md.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—First-class man to work in can shop on Double Seamers. Only those fully qualified need apply. Prefer man who is handy on other machines. Address Box B-1087 care of The Canning Trade.

WANTED—A really first class Chef with expert knowledge of the manufacture of all tinned, bottled and packed food stuffs. Must be man of wide experience, capable of inventing new recipes and able to control large staff. Good salary to the right man. Fullest particulars must be given. Address Box B-1089 care of The Canning Trade.

CAN SALESMAN—Man wanted for excutive position in Sales Department of large can manufacturing corporation. Prefer experienced can selling man having good knowledge of plain and lithographed cans who is willing to travel and available NOW.
Address Box B-1093 care of The Canning Trade.

WANTED—Mechanical repairman, one who is familiar with the Angelus Double Seamer.
Address Box B-1094 care of The Canning Trade.

High class canned foods saleman will entertain offer from reliable broker or canner. Address Box A-1096 care of The Canning Trade.

WANTED—Canning factory superintendent. Man with experience on Peas, Corn, Kraut, capable taking charge canning factory in Middle West. One who has had similar experience with good concern, and who knows how to pack quality goods. Should have working knowledge of field work to successfully handle position. Only men with clean and successful records need apply. Give history, age married or single, and salary wanted in application. Address Box B-1095 care of The Canning Trade.

WANTED—General machine man having experience with full line canning machinery and capable of keeping same in repair. Year round position in Baltimore. In reply, give age, experience and salary expected. Address Box B-1092. care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position in the South as manager or superintendent. Successful packer of Sweet Potatoes, Tomatoes and other vegetables. Capable executive, builder, and mechanic. Wish position where I will have opportunity to make permanent connection. Available August 1st. Address Box B-1086 care of The Canning Trade.

Connection wanted as Superintendent or General Foreman by dependable American with sound executive ability, in manufacturing of cans. Successful handler of help setting up machinery, and increasing production. Last 12 years with large can manufacturing concern. Can furnish satisfactory credentials. Age 43. Married. Address Box B. 1088 care of The Canning Trade.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

The Service Terminal Co., Inc.
Warehousing Service
FOR THE CANNERS
409 N. Holliday St., Baltimore, Md.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

TO THE MANUFACTURER OF TOMATO PRODUCTS
A complete analysis of each batch of your pulp and catsup will aid materially in its sale.
Special rates on daily counts.
LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

THE PERFECT DRY PASTE
JELLITAC
Made from wheat
Send for sample
Arthur S. Hoyt Co.,
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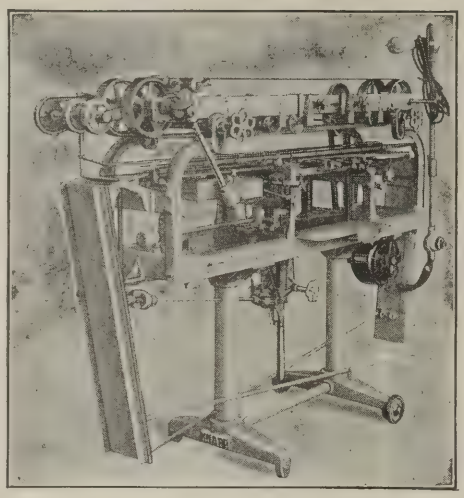
H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.

LABELING, WRAPPING and BOXING MACHINES

GENERAL OFFICES
YONKERS, NEW YORK

CHICAGO OFFICE — 444 West Grand Ave.

PACIFIC COAST REPRESENTATIVES:
Anderson Barngrover Mfg. Co.
104 Pine St., San Francisco.

UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg. Salt Lake City

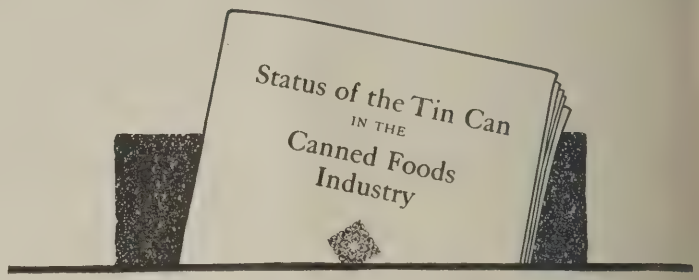
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Brown Boggs Company, Ltd.
Hamilton, Ont. Canada.

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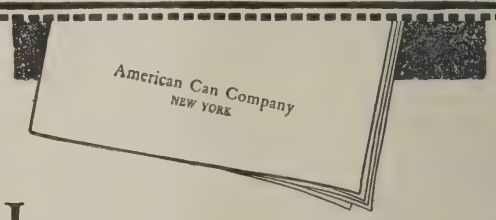
Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No. 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	....	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.10	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.00	¶.90
Std. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
Std Shoepeg, No. 2, f.o.b. Balto.	Out	Out
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	Out
Fancy Shoepeg, f. o. b. factory.	1.40	Out
Std. Crushed, No. 2, Baltimore	.95	¶.95
Std. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
Ex. Std. Crushed, No. 2	.95	Out
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	1.10	Out
Standard Western, No. 2	....	1.00

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.85	¶ .85
Standard, Split, No. 10	3.15	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶ .90
12 Kinds, No. 10	4.50	4.50

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	1.35	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	.95	¶1.10
Standard, No. 10	4.50	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.82½	¶.85
Standard, No. 2½	.95	¶1.00
Standard, No. 3	1.00	¶1.05
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	.95	1.05
Standard, No. 2½	1.25	1.35
Standard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	Out	¶.90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	Out
Standard, No. 10, f.o.b. County	4.15	Out
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.27½	Out
Standard, No. 3, f.o.b. County	1.22½	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.87½	.97½
Standard, No. 2, f.o.b. County	.85	¶.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.57½	Out
Standard 1s, f.o.b. County	.55	Out

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.80
Hawaii Sliced, Standard, No. 2½	3.50	3.40
Hawaii Sliced, Extra, No. 2	3.25	2.85
Hawaii Sliced, Standard, No. 2	3.00	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.25	....

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.45	Out
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	3.50
¼ Oil, Key	....	4.00
¼ Tomato, Key	....	4.00
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	3.50
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	6.00
California, 1s, Striped	....	11.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, SEPTEMBER 10, 1923

WEEKLY REVIEW

Situation in Canned Foods Is Strong, but Needs Courage—First Week of Tomatoes—Chances of Glut Period Diminishing —Corn Pack Progressing—The Big Pack of Peas About All Gone—Fruit Pack Will Be What the Buyers Make It.

DON'T ROCK THE BOAT—We have come to the time when all canners should take strong hold of themselves and not be carried off their feet by rumors or appearances. Just reverse yourself for a moment and become a buyer instead of a seller; get away from the canning end, and make of yourself a wholesale grocer or buyer. If you wanted to buy tomatoes, for instance, you would look upon the ripening crop as enormous, the pack a veritable Japanese tidal wave, and you would back up your opinions by all the daily paper reports and anything else that would help you get the goods at a lower price. And you would not be intentionally dishonest in this—none of us, when we want to buy, point out the good merits of the thing; we look for the blemishes and faults and try to reason from them why the price should be lower. That is but natural, and that is all the buyers are doing now, and backing this up by examples of canners who have cut the prices, not knowing, and not caring, that such cuts are made because these canners are forced to get ready money. Ever since the earliest days of canning one has seen these weaknesses during the canning season, and always there are a lot of canners carried off their feet and induced to sell at or below cost in the belief that the whole structure is likely to fall. If there is any weakness in the canned foods market today, it is strictly a personal weakness and not a market weakness. The market is strong, stronger than any man in the industry has ever seen it before at this time, if the real situation is studied and understood. Let the unfortunate weak canner sacrifice his goods for the money he needs, if he must; but don't join him through fear. If you do you merely help to produce the very condition you are afraid of. Sit tight and keep your feet under you. Generally speaking, all indications point to a stronger market later, rather than a weaker one.

TOMATOES—This week came nearer to witnessing a glut condition on this crop than any so far this season. The weather had been so cold and unfavorable that, as we before stated, tomatoes had merely dribbled into the canneries. The last days of August and the first few September days turned hot, the tomatoes ripened fast, and they came with a rush to the canneries up to Thursday of this week. The daily papers sent their inexperienced reporters into the sections, and they came back and wrote scare heads "Huge Tomato Crop Forces Prices Down" and the like, because one day's receipts of this kind seem enough, to these men, to engulf the whole country in tomatoes. On the contrary, old tomato growers and canners were fearful that the whole crop would be brought on with a rush and ended there. The rain of Wednesday night and Thursday put a check upon this and may help the situation out materially, and it is hoped it will. It would take a month of this kind of rush to make the pack needed, and if there is anyone brave enough to say that the canners will get that month of glut and rush work, we are willing to let them say it, for we won't.

Thos. J. Meehan & Co. pointed out in their circular last week that the early pack of tomatoes in these Tri-States last year amounted to one million and a half cases, whereas this year's early pack amounted to but 300,000 cases. The season is more than a month later than last year, for it will be recalled the tomato canning season ended last year in early September, despite the saying that tomatoes can be packed up to the middle of October. If we continue the erratic sort of weather we have had all season—and there is no good reason to expect any other sort, the Tri-States will simply not be able to pack enough tomatoes to fill its future orders. During the rush this week canners were able to buy on the open market, from uncontracted growers, tomatoes as low as 17c per basket on the Shore; but in Baltimore the low price was 35c per bushel. The middle of the week saw a check on this, and the prices steadily advancing. Contracted tomatoes were taken by the canners at from 25c to 30c per basket, and all houses had a chance to run at full speed. Local canners have tired of high-priced raw stock, and from now on the prices will have to range low, or the canners will handle light.

The condition of the entire Central West on tomatoes might be summed up by a report from Missouri just at hand and which reads:

> "Crop prospects very poor, for our county has not packed over 20 per cent of normal to date. Vines are good, but rain now would be most too late to make much of a pack. Our district will probably get 50 per cent of normal."

That report about covers the condition in all heavy tomato-canning regions, for good vines without fruit cannot make a crop or increased pack, and it is too late for blossoms and further fruiting.

The sudden flurry in raw stock receipts drove the canned tomato prices down this week, and locally they are quoted as follows: No. 10s, $4.15 to $4.25; No. 3s, $1.22½ to $1.27½; No. 2s, 85c to 90c; No. 9s are still out of quotation, and No. 1s are quoted at 55c to 57½c.

CORN—The corn pack has been making fairly satisfactory progress; but, as our crop reports show, hardly any section expects a full pack. And reports are coming to hand showing that fancy shoepeg, for instance, will be short, and that canners may not be able to deliver above 75 per cent on orders. There is but little heard of a chance for surplus corn, most canners being chiefly concerned in getting up their futures. There is need of a good corn pack, but, judged from reports at hand, there seems little chance of enough corn, and no chance of getting too much. As a rule, we understand the quality is very fine, and

at the canners are taking unusual pains with it. The market is airly strong and shows no price changes from last week. Standrd shoepeg is quoted at $1.10 to $1.15, extra standard shoepeg ; $1.20 to $1.25, with fancy held at $1.40 and up. Standard weet corn, or the so-called crushed, is quoted at 90c, and it is ard to find a good article anywhere in the country at a lower gure. Old corn is cleaned up better than ever known before, nd all the new corn that can be produced of good quality is eeded.

PEAS—It is early to report the pack of peas for 1923 cleaned up, and yet that seems to be the condition. As an evidence of this, it need only be mentioned that standards which sold reely as futures at 90c to 95c are strong today at $1.25 and anted. On top of this, rumors are beginning to circulate to ne effect that the pea pack of 1923 is but little smaller than the ig pack of 1922. New York State surpassed its pack of last ear, and is reported as having produced 2,535,000 cases No. 2s, s against 2,137,000 cases in 1922; 1,382,000 cases in 1921 and ,381,000 cases in 1920. Wisconsin did not equal its 1922 record, nd, of course, all pea canners were short of their intentions for he year, as they aimed to considerably increase the pack of peas verywhere, and the increase is needed. The fact that the mar-et will take and consume a big pack of peas by this time of the ear is certain indications that more are needed. Pea prices are ery firm and rather inclined to advance than to decline, and they nay be expected to continue to climb.

SWEET POTATOES—This crop is beginning to get attention and the demand for good sweet potatoes has so considerably increased in late years that much attention is needed. They re quoting well-known brands at $1.00 to $1.05 for No. 3s, and 3.25 for No. 10s, f. o. b. factory, for both.

FRUITS—It begins to look certain that the fruit pack will be what the buyers make it, as the canners will not put time and money into the goods without the orders on their books. And this is extending even to apples this year.

THE MARKET—Uncertain crop conditions have made the buyers take more interest in the market, and there is more inquiry and some demand. It is thought demand will increase as the jobbers better realize conditions and the almost certainty of no appreciable surplus in any line of canned foods.

NEW YORK MARKET

Buyers Extending Operations — Occasional Fair-Sized Orders Noted—Strike Troubles in the A. & P.—Old Experienced Operator Points Out Blunders of Wholesalers—Tuna Gives the Market a Shock—Tomatoes Weaker— Some New Flat Swell Allowances Proposed by Jobbers—Market Notes.

New York, Sept. 6th, 1923.

BUSINESS More Active—Despite the holiday this week, there has been an active inquiry for canned foods of all descriptions, and wholesale grocers are extending their buying operations materially as they begin to cover for their trade's fall requirements. While the jobbers are still buying in rather small lots, there have been a few sizeable transactions reported, and it is evident that distributors' stocks are now so low that they are faced with the necessity of immediate building up of their stocks.

Strike Ties Up A. & P.—The large distributing plant of the Great Atlantic & Pacific Tea Company in Jersey City has been tied up by a strike of porters, handlers and shippers. The violence of the strikers has been so marked that police protection has been extended the plant. The A. & P. has cancelled all shipping instructions on canned foods destined for their Jersey City warehouse, and has announced that it will abandon Jersey City as headquarters. It is reported that the chain organization will even give up its manufacturing plant in Jersey City. The company now has large warehouses in the Bronx and in Brooklyn, and it is understood that it has been steadily cutting down on the number of its retail stores supplied from Jersey City. The trade here is now greatly interested in a rumor to the effect that the A. & P. will establish its buying offices in New York City

The Canned Foods Situation—The Canning Trade's correspondent this week talked with an old-time member of the canning trade who has just completed a thorough investigation of the canned foods situation all over the country. Discussing the present situation, this observer, whose name cannot be given here, said: "Jobbers are not buying much this year, and they will find out to their sorrow later on that they have been badly fooled. They cannot understand how it is that despite the fact that they have not been operating with their normal freedom that the markets continue steady. The answer is that the chain stores have been buying and have stabilized the markets, and the chain stores are now getting in right where the jobbers will have to hustle for supplies at higher prices later on. The packs of practicaly everything will be fairly large this year, but the goods are moving out as fast as they are being packed. The answer to this is that the canners are packing quality this year as they never have before; the goods are going out as packed, and they are going right into consumption. The pack of peas in Wisconsin is much larger than the trade believes; in fact, it will total only about a half million cases less than last year's heavy pack, yet there are no first-hand offerings. This state of affairs will soon be typical of the entire line of canned foods."

Japanese Crabmeat—The Japanese earthquake disaster has failed to affect the market for Japanese crabmeat. The new pack has practically all been shipped here. Prices this week are quoted lower, at $32.50 per case for ones, and $34.00 for halves, the reductions being made to enable the trade to sell crabmeat in competition with canned lobster.

Canned Foods Exonerated—The trade here was greatly interested in a Washington dispatch, printed in several newspapers, to the effect that Frank E. Gorrell had secured from Dr. Sawyer, who attended the late President Haring, a statement to the effect that canned foods were not held responsible for the fatal illness of the late Chief Executive.

The Tuna Situation—The trade is greatly upset over the tuna situation. One packer a short time ago reported the pack closing with only about 170,000 cases packed. Now a well-known canner comes out with the statement that 250,000 cases have already been packed, and intimates that it is entirely possible that by the time packing is over the production will be twice that of 1922. As a result buyers who went in heavily at the opening prices of $10.00 for halves and $19.00 for ones are seriously concerned over the situation, while buyers who cut down their early purchases are congratulating themselves upon their foresight.

Canned Tomatoes Cheaper—With Maryland and Delaware now on the regular run on tomatoes, the market has weakened. Standard 1s are offering at 55c, 2s at 82c, 3s at $1.22½, and 10s at $4.00. The most strength is shown in 1s and 10c. However, other sizes are also displaying unlooked-for firmness. Buyers who placed buying orers early this week for 2s, packer's labels, at 80c, have had no success in securing the goods, while packers are equally firm in turning down business on 3s below $1.22½. It is reported that some of the packers are apprehensive over the outlook and are buying from competing packers to secure enough tomatoes to fill future contracts, booked on 100 percent delivery basis. From the information available here, this situation does not appear to be justified, save in a few cases where packers have oversold, or local conditions have cut down the crop.

Swells—Considerable uncertainty continues on the question of swells Some canners are granting one-half of 1 per cent in lieu of swell allowance, while others are refusing to do this, and are selling on the old swell guarantee basis. The National Wholesale Grocers' Association is advising its members, in booking new contracts, to arrange for a flat allowance in full consideration of all swells and spoilage in all sizes of tins excepting No. 10s, as follows:

One-quarter of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash, lima beans, red Alaska, pink and chum salmon and tuna fish.

One per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.

One-half of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.

In No. 10 tins, the percentage to be as follows:

Three-eighths of 1 per cent allowance on peas, string beans, corn, pumpkin, beets, succotash and lima beans.

One and one-half per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.

Three-quarters of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.

The buyer to have thirty days after notice of arrival by transportation company in which to make claim for spoilage caused by hidden defects or rejection of the shipment. The above plan to be a final settlement of all losses incurred by the jobber, with the following exceptions:

Should there be swell development on or before August 1 of the year following the pack in excess of double the above-mentioned percentages, the matter shall be settled by mutual agreement or arbitrated under the rules of the National Wholesale Grocers' Association, the National Food Brokers' Association and the National Canners' Association.

This plan is, of course, ideal for the wholesale grocers; the canners, however, will have something to say about it, and it is safe to assume that the canners will protest strenuously over the percentage asked by the wholesale grocers. However, the plan is a concrete expression of the attitude of the wholesale trade, and will give the canners and grocers something to work on in arriving at a mutually satisfactory agreement.

Salmon in Demand—New pack salmon is meeting with a good inquiry. Notwithstanding the action of the Alaska Packers' Association in naming a tentative price of $2.35 on reds, many packers continue to offer at $2.25 f. o. b. Settle, for prompt shipment. Pinks for shipment held at $1.25, with chums at $1.20.

Sardines Scarce—Maine sardines are in exceedingy limited supply, and packers are holding firm at the recently advanced prices. Stocks in canners' and distributors' hands are very light, and canners are able to take care of only a limited prompt shipment, owing to the shortage of fish.

Notes—Considerable interest attaches to the annual convention of chain store operators, which will be held here next week.

L. Oppenheimer, New Orleans canned foods broker, is visiting in the market this week.

Wm. Hills, Jr., vice-president of Butler & Sergeant, Inc., in charge of canned foods sales, is back this week after a ten-day vacation spent at Shelter Island.

"NEW YORK STATER."

CALIFORNIA MARKET

Routine Trading Only—Advances in Prices Looked For—Apricots Getting More Attention—Tomatoes of Fine Quality—Interest in Salmon Prices—Fig Canning on Coast—Coast Notes.

San Francisco, Sept. 6, 1923.

THE MARKET—Trading in California canned fruits is still largely of a routine character, with purchases running to small lots, indicating that large buyers are anticipating immediate requirements only. Here and there a small packer is quoting a lower price to get quick action, but in general prices are being well maintained and an upward movement seems more probable than any decline. In fact, this is already in evidence in some lines, where the pack is definitely short, and a strong buying movement is expected to set in shortly. So far weather conditions have been quite ideal for growers and canners, there having been an absence of any extremely high temperature, and crops have been harvested without much loss. That there may be early rains, however, was suggested by the showers which fell in the San Francisco Bay district late in August. These did no damage and have been followed by clear weather.

Apricots—Inquiries for canned apricots have been more frequent of late and a buying movement on this fruit is expected to materialize shortly. The pack for the year will not exceed one-half of that made in 1922, and has not run as largely to the high grades as desired by packers, there having been much of the crop off in both size and color. The pack of Bartlett pears is also proving lighter than was expected, the demand for the fresh fruit for shipping purposes having kept up later than usual. Canners are still operating on cling peaches, but the output will be definitely smaller than a year ago. However, the better grades, which are the ones in demand, are being packed in larger proportion than a year ago.

Tomatoes—Some of the finest tomatoes ever grown in the San Francisco Bay territory are being offered in the fresh markets and canning operations will be under way at an early date. There is a good demand for tomatoes for shipping purposes and good prices are beig offered growers. A considerable portion of the expected pack has already been disposed of by canners, especially by those who have not made advances on opening prices. The market on tomatoes may be regarded as being strong, and heavy shipments will be made this season into the territory east of the Mississippi River.

Salmon—Opening prices on Alaska salmon are expected at an early date, as vessels are now arriving in numbers at San Francisco with cargoes of the new pack. Some operators are soliciting business on the basis of $2.35 a dozen for reds, or a little more than last year's prices named by the Alaska Packers' Association. Packing operations on Bristol Bay are over for the season and the latest advices from there indicate that the output is about 275,000 cases less than that of 1922. The pack of red fish in Central Alaska is also reported to be short, according to the Griffith-Durney Co. The packing of salmon on the Columbia River came to an end the last week in August, and the output is but little larger than that of last year, which was considered a lean season. The value of the pack, however, is high, being estimated at more than $6,000,000, much of the catch having run to high-grade royal chinook salmon. Most of the fish were taken by gill netters and trollers. Among the vessels of the San Francisco fleet which have arrived with cargoes of canned salmon from Alaska have been the ship Arapahoe, belonging to the Alaska Packers' Association, a vessel formerly belonging to German interests and purchased from the United States Shipping Board, and the bark St. Katherine, owned by Frank B. Peterson. These vessels brought more than 48,000 cases of canned salmon into port.

Figs—The canning of Kadota figs is in full blast in the San Joaquin Valley and a much larger pack is expected than was made last year. The Beckwith Company, operating a plant at Reedley, Cal., is handling about double the tonnage handled last year, and other concerns are making a similar record. A total of about 5,000 acres have been planted to this fig in California, but all will not be in bearing until 1926, when it is expected that at least 2,500 tons will be handled by the Beckwith Company alone Two Eastern selling representatives of this concern are credited with having already disposed of 60 per cent of the estimated pack in New York, Chicago, Detroit, Cleveland and Minneapolis. Growers are receiving five cents a pound for Kadota figs on the trees and canners are contracting for fruit until 1930 at a minimum price of four cents a pound. So far there has not been enough canned Kadota figs to supply the demand, and no serious efforts have been made to create a general interest in this product. As soon as more fruit is available the Beckwith Company plans to put out another grade and market it at a popular price It is arranging to erect another cannery at Planada and has designed a plant that can be enlarged from year to year.

Coast Notes—The directors of the California Olive Growers will meet at Fresno early in September and at that time will consider the adoption of a trade name for the products to be put out by it. "Sun Garden" has been suggested as a suitable name, and it is believed that this will be selected. The association is in control of about 90 per cent of the olive acreage in the State, according to T. B. McKelvey, organizer.

E. S. Gregg, chief of the transportation division of the United States bureau of foreign and domestic commerce, recently addressed interested members of the San Francisco Chamber of Commerce on the subject of packing for export, illustrating his talk with lantern slides.

Alfred Gabrielsen has been appointed manager of the newly-formed export sales department of the California Prune and Apricot Growers' Association, and will shortly leave on a trip to Europe to establish a marketing organization.

E. A. Stuart, president of the Carnation Milk Products Company, was a recent visitor at San Francisco from Seattle, Washington.

C. M. Kline, a wholesale grocer of Philadelphia, Pa., is paying the Pacific Coast a visit, and was in San Francisco late in August.

J. Scharman, recently visited the Pacific Coast headquarters of the American Can Company at San Francisco, from Los Angeles, Cal.

"BERKELEY."

ST. LOUIS MARKET

larket Improving—Poor Crop Conditions Making Buyers Uneasy —Tomato Situation Does Not Look Favorable—Corn May Be Short—Fruits Dull—A Summary in Detail of What This Territory May Do in Canning This Season—Showing One Way "Statistics" of Packs Are Found Out.

St. Louis, September 6th, 1923.

THE Market—Business in canned foods is commencing to show an improvement. Jobbers are commencing to make inquiries for the most important staple canned foods. Prices on peas and corn are particularly asked for. These inquiries are, no doubt, caused by the many unsatisfactory reports from producing points as to the progress of crops. The reports state that crops are later than usual, in some cases as much as two or three weeks, and that the yield is much smaller than it was last year. This is particularly true in regard to the tomato pack. Corn in many sections has been greatly helped by recent rains, but in other parts of the country it has suffered much by the dry weather. It is stated by many jobbers that they are having quite a call for assorted cars. Nearly every item on the list is being mentioned in the request. Orders are very frequently accompanied by the request that they make quick shipments. The reason for this is that country retailers and also many of those in large cities are not in the market to buy more than is sufficient for their present or very near present wants. It is very seldom that an order for one straight commodity is placed, and if this article is called for, it is for such as peas and corn. Both of these are scarce. Peas, in particular, are much wanted.

VEGETABLES.—**Corn** — Canners everywhere, when they can, are rushing their packs. They continue to hope for better results in later planting than those planted early in the year. Everything depends on the weather. If there is a late fall, they have some hope.

Tomatoes—It is the general belief of most of the canners of tomatoes that buyers will not be able to get all they want. Not only will they find the supply short, but buyers will not be able to get them on terms favorable to them. This fact is given out by brokers who personally know the prevailing conditions. It is generally admitted that in Indiana and Ohio, unless the weather is propitious during this month—September—there will be a short pack of good standard tomatoes. The reports from this section are not all in, but the latest information available is to the effect that the Missouri pack will have only a fair pack at best.

Fruits—Very little interest is being shown in California fruits as yet. There would be more attention given if the packers were inclined to modify their views on prices. This, however, they are not inclined to do. The report that there will be some price cutting in the future in California fruits is another thing that is influencing the market.

Pickles—The demand for spot large bulk sour pickles has been so great that but few can be obtained. It will be hard to supply the demand until the new crop can be cured and available for use. This will not be for some time. There is a steady movement of sweet pickles. The better grade is not to be had. Bottled pickles are moving freely. For several months packers have been behind on orders, and this has benefited the sellers. The cool nights, for several weeks, have set the crop back. The size of the coming crop depends much on the weather during this month. Unless it is favorable for growing, the crop may be shorter than anticipated and may not pan out more than 50 or 60 per cent. As the result of a light carry-over, the market is firm.

Fish—There is a normal demand and stocks are about as they usually are at this time of the year.

Milk—There is a continued quietness in the canned foods market. Prices remain as they have been for quite a while.

Statement Showing an Estimate of the Fruits and Vegetables to Be Canned in Frisco Territory in Missouri, Season 1923

Billings Canning Co., Billings, Mo., 8,000 cases tomatoes.
Bois D'Arc Canning Co., Bois D'Arc, Mo., 10 cars tomatoes.
Cedar Gap Canning Co, Cedar Gap, Mo., 15 cars tomatoes.
Diggins Canning Co., Diggins, Mo., 12,000 cases tomatoes.
A. Shaver, Seymour, Mo., 5,000 cases tomatoes.
McMahan & Hart Sup Co., Diggins, Mo., 6,000 cases tomatoes.
Case Canning Co., Franks, Mo., 3 cars tomatoes.
Fordland Canning Co., Fordland, Mo., 10,000 cases tomatoes.
New Stone Canning Co., Fordland, Mo., 10,000 cases tomatoes.
Finley Canning Co., Fordland, Mo., 2,000 cases tomatoes.
Gerster Canning Co., Gerster, Mo., nothing.
Case Canning Co., Hancock, Mo., 5 cars tomatoes.
Napier Bros., Hutton Valey, Mo., 1 car tomatoes.
Sarcoxie Canning Co., Sarcoxie, Mo., 5 to 8 cars tomatoes.
McMahan & Hart Sup. Co., Seymour, Mo., 50 cars tomatoes.
Bollinger Canning Co., Seymour, Mo., 10 cars tomatoes.
Hillside Canning Co., Seymour, Mo., 20 cars tomatoes
S. H. Johnston & Son, Seymour, Mo., 20 cars tomatoes.
Star Canning Co., Seymour, Mo., 5 cars tomatoes.
E. B. Julian, Seymour, Mo., 5 cars tomatoes.
Marionville Cng. Co., Marionville, Mo., 10,000 cases tomatoes.
Marshfield Sup. Co., Marshfield, Mo., 60 cars tomatoes.
Popejoy Canning Co., Marshfield, Mo., 10 cars tomatoes.
J. W. Greer & Son, Marshfield, Mo., 3 cars tomatoes.
G. W. Clift, Marshfield, Mo., 30 cars tomatoes.
D. M. Mackie, Marshfied, Mo., 3 cars tomatoes.
Moore Canning Co., Marshfield, Mo., 4 cars tomatoes.
H. G. Davis, Marshfield, Mo., 3 cars tomatoes.
Lake Lilley Cng Co., Mountain Grove, Mo., 20 cars tomatoes.
Case Canning Co., Niangua, Mo., 40 cars tomatoes.
Whittenburg Canning Co., Niangua, Mo., 15 cars tomatoes.
Cantrell Bros. Canning Co., Niangua, Mo., 15 cars tomatoes.
Thomas C. Miller, Niangua, Mo., 5 cars tomatoes.
C. S. Robertson, Niangua, Mo., 3 cars tomatoes.
Rader Canning Co., Niangua, Mo., 3 cars tomatoes.
Neosho Canning Co., Neosho, Mo., 10 cars tomatoes.
National Canning Co., Northview, Mo., 10 cars tomatoes.
Eslick Canning Co., Northview, Mo., 4 cars tomatoes.
Frazee & Bush, Olden, Mo., 8 cars tomatoes and blackberries.
Bridwell Canning Co., Ozark, Mo., 16 cars tomatoes.
Nixa Canning Co., Nixa, Mo., 16 cars tomatoes.
Riverdale Canning Co., Ozark, Mo., 9 cars tomatoes.
Strafford Canning Co., Strafford, Mo., 5 cars tomatoes.
Roy Nelson Canning Co., Wayne, Mo., 15 cars tomatoes.
Curry & Graham, Wayne, Mo., 6 cars tomatoes.
West Plains Canning Co., West Plains, Mo., 4 cars berries and tomatoes.

36 cars empty cans reported as being shipped into territory.
On basis 600 cases to the car, total product canned equals 595 cars.

Statement Showing an Estimate of the Fruits and Vegetables to Be Canned in Frisco Territory in Arkansas, Season 1923

Elkins Canning Co., Elkins, Ark., 30 or 40 cars tomatoes.
Morton & Co., Farmington, Ark., 30 cars tomatoes.
Morton & Co., Farmington, Ark., 30 cars apples.
Morton Canning Co., Gravette, Ark., 3 cars tomatoes.
N. B. Sikes, Cave Springs, Ark., 5 to 8 cars tomatoes.
Prairie Grove Vgr. & Pres. Co., Prairie Grove, Ark., 25 cars apples.
Total—125 cars.

Statement Showing Fruits and Vegetables to Be Canned in Frisco Territory of Missouri, Season of 1923

Burnham Canning Factory, Burnham, Mo., 8 cars tomatoes.
Farmers' Co-op. Cannery, Enson Frazee, manager, Burnham, Mo., 8 cars tomatoes.

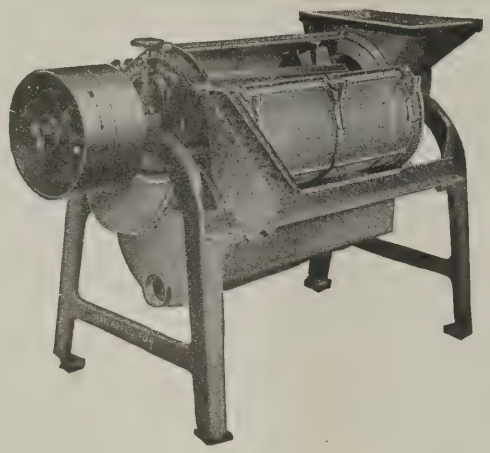
Chadwick Canning Co., Chadwick, Mo., 8 cars tomatoes.
Case Canning Co., Crocker, Mo., 20 cars tomatoes.
Ellston & McClure Canning Co., Exeter, Mo., 12 cars tomatoes.
C. F. Baggett, Miller, Mo., 6,000 cases tomatoes.
Bridwell Canning Co., Peirce City, Mo., 4 cars tomatoes.
Case Canning Co., Phillipsburg, Mo., 25 cars tomatoes.
Bridwell Canning Co., Republic, Mo., 35,000 cases tomatoes.
Ed Leehr Canning Co., Republic, Mo., 5,000 cases tomatoes.
Case Canning Co., Seeper, Mo, 2 cars tomatoes.
Case Canning Co., Swedeborg, Mo., 2 cars tomatoes.
Stoutland Canning Co, Stoutland, Mo., 2 cars tomatoes.
J. P. Coons, Stoutland, Mo., 1 car tomatoes.

Arkansas, Season of 1923.

Elm Spring Canning Co., Springdale, Ark., 10 cars tomatoes.
Hindsville Canning Co., Hindsville, Ark., 10 cars tomatoes.
Tontitown Canning Co., Tontitown, Ark, 5 cars tomatoes.
Appleby Bros., West Fork, Ark., 25 cars tomatoes.

"MISSOURIAN."

(*Markets Continued on Page 10*)



The Indiana Pulper

Is a Modern Hercules

This machine will handle more tomatoes, pumpkin, squash, apples etc., than any machine heretofore offered the canning industry. It does all this in a sanitary, economic, efficient way. By its use your yield and profits will increase, worries and labors will be lessened. The capacity is unlimited.

A team mate to the above is the Indiana Pulper Finisher. This machine will pulp and finish 5000 bu. of tomatoes in a day.

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Indiana Pulper Finisher
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Etc.,

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66

SMILE AWHILE

CAN'T GET AWAY WITH IT

If Tommy arrived at school late once he arrived late a hundred times. The school teacher began to tire of this sort of thing, and when Tommy started staying away for whole afternoons she began to be very suspicious.

"Next time you stay away I should like you to bring an excuse from your father," she said one day after the boy had again been absent without leave.

"I don't want to bring an excuse from father," said the boy.

"Why not?" asked the teacher.

"He's no good at them. Mother always finds him out."

A DAILY JOB

Spark Plug—I got fired today.
Battery—That is nothing. I'm discharged, also.
And tomorrow they'll do it again.—Carl Hawkins.

A CAUTIOUS BUYER

It was a cold, wet night and the rain was streaming down in torrents. On every side nothing was to be heard but the monotonous drip-drip of the water from the soaking trees.

Presently, round the corner of the road came a miserable-looking beggar, who approached the big house and timidly knocked at the door.

The owner opened it himself.

"Excuse me, sir," he said. "I am tired and wet and cold; could you give me a dime for a bed?"

"Well, I'll have to look at it," said the householder. "Bring it in."

COSTUME

"Don't you think you had better order a new dress suit before you go back to Washington?" inquired the solicitous daughter.

"I dunno," answered Senator Sorghum. "Us farmers and other toilers are coming so strong in the halls of legislation that I'm thinking of taking only a few extra suits of overalls."

SOLVED AT LAST

Said a man who was trying his best to appreciate good music: "When a piece threatens every minute to be a tune and always disappoints you, it's classical."—Christian Register.

VAMPS—FLAPPERS—MICROBES

"Man's greatest troubles are caused by bacteria and microbes," says a prominent physician. Every true woman should resent being called names like those.

BANK IN PERIL

In one of the banks the other day a girl clerk in the accounting department called a customer and said:

"I just wanted to inform you that your account is overdrawn eight cents"

There was a long pause and then an excited feminine voice inquired:

"Gosh! Do you have to have it this morning?"—Youngstown Telegram.

ENLIGHTENMENT

The guests at a dinner party were being bored by a snob with a loud voice who wanted everyone to know that his family belonged to the aristocracy.

At last an old man asked him what he meant by aristocracy.

"Well," replied the snob, "I should describe the aristocracy as those who do not work for a living."

"You surprise me," said the old man. "I always thought people like that were called tramps"

THE HIGHER THE FEWER

The Wife—I see by tonight's paper that Paris says women are going to wear their dresses longer.

The Husband—It's a good thing. You never wear a dress over a month.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

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EDITORIAL

THE TASK IS NOT HOPELESS—We have put that heading to this editorial because our experience and the experiences of many others all tell us that it can't be done, that the effort is useless, that the time and energy expended upon it are all wasted, and that the reason for these doleful opinions is that the canners will not listen, that the canners will not co-operate, that the canners have absolutely no confidence in fellow-canners, and that they are in this sad position because they are not well informed and will not take steps to inform themselves; that they cannot be made to listen and comprehend, to read and to understand, and then to follow this by effective action. But as we have often been called the "incurable optimist," we are going to live up to that reputation as regards canned foods and their troubles or difficulties; and we hasten to confess that we find no trouble whatever in reaching the conclusion that the task is not hopeless.

What is it that has caused this brainstorm, this dilmma?

FIRST, THE SWELL ALLOWANCE—The canners are being sold into bondage everywhere and in all sections on this matter, allowing the half of one per cent as demanded by the jobbers as a discount on the invoice at the time of sale. The jobbers just recently issued their ideas as to the percentages that should be allowed on the various goods as quoted in our New York market report last week, and which is as follows:

> Swells—The National Wholesale Grocers' Association is advising its members, in booking new contracts, to arrange for a flat allowance in full consideration of all swells and spoilage in all sizes of tins excepting No. 10s, as follows:
>
> One-quarter of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash, lima beans, red Alaska, pink and chum salmon and tuna fish.
>
> One per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.
>
> One-half of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.
>
> In No. 10 tins, the percentage to be as follows:
>
> Three-eighths of 1 per cent allowance on peas, string beans, corn, pumpkin, beets, succotash and lima beans.
>
> One and one-half per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.
>
> Three-quarters of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.
>
> The buyer to have thirty days after notice of arrival by transportation company in which to make claim for spoilage caused by hidden defects or rejection of the shipment. The above plan to be a final settlement of all losses incurred by the jobber, with the following exceptions:
>
> Should there be swell development on or before August 1 of the year following the pack in excess of double the above-mentioned percentages, the matter shall be settled by mutual agreement or arbitrated under the rules of the National Wholesale Grocers' Association, the National Food Brokers' Association and the National Canners' Association.

Analyzed, what does this mean? Simply that the goods are guaranteed for a full year (August 1st, or the beginning of the next canning season) instead of the previously customary six months' guarantee, and which the canner supinely permitted the buyers to stretch into a full year; and that if a spoilage larger than the amount allowed for occurs, the canner pays for it. In other words, the canner's guarantee follows the goods indefinitely, and he pays all spoilage, as he should, if it is his fault; but the jobber keeps in his pocket the whole amount of the discount if there should happen to be no spoilage, as is generally the case.

As you know, this whole discussion has come about because the canners have been denied the right of examination of their goods when claimed as swells through the action of the Government prohibiting the return of swelled canned foods. Obviously, then, if this prohibition ruling could be gotten around the trouble would be solved. It can be gotten around by the establishment of zone warehouses, where swells can be accumulated and kept under Government supervision, but be open for examination by the canners. The canners do not want swelled goods again; they merely want to assure themselves, after many sad experiences, that they are their goods, that they are swells, and that the claims are just. The Government will not deny the canners this right, and we have reason to say we believe the Government is ready to grant the request for these zone warehouses. It merely means that instead of returning the goods to the canners, as formerly, they must be sent to a nearby warehouse. No reasonable jobber can object to this, as it is merely a continuation of an age-old story. It is the right policy because it enables the jobber to prove his claim, and the canner to assure and insure himself. Why, then, has it not the hearty endorsement of every canner? Can't they stand together on such a matter as this? Get the zone warehouses established, as the food authorities are willing to do; then stand behind your goods for whatever spoilage they may show as due solely to your fault.

We have advocated—and we believe it is time that it be done—that the canners stop guaranteeing their goods, except that they be in prime, merchantable condition at the time of sale. The majority of canners are heartily in favor of this, but they fancied a difficulty in case the jobber should claim undue spoilage in some lot of goods, asking how can we get proof? The warehouse is the answer. And that is what we mean by standing behind your goods. Pack good goods, deliver only good goods, and let them become the property of the buyer at the time of sale. The one exception that can be made to this—and it is trifling in the extreme—is where a lot of goods suddenly develop heavy spoilage. If such a thing should happen, there is not a canner in the country who would not willingly make good,

and there are plentiful laws on the books which will compel him to do so if he happened not to do it willingly.

But it takes concerted effort, co-operation and a thorough understanding of the situation by the canners to do this—and some backbone.

This discussion may be growing tiresome, but it takes a lot of discussion to get anything across nowadays, and we believe the canners will ultimately do the right thing and protect themselves. At least. they have been shown where their interests lie, and, as we said at the beginning, the task is not hopeless.

UNFAIR SELLING METHODS—The discussion which raged around the activities of the Biddle gang last season at this time was not without good results. The brokers sat up and decidedly took notice, and those who needed it mended their ways, and there has been a different attitude exhibited generally toward the canners. Of course, the Biddle move threatened the very foundation of the brokers' business, and they had to stir themselves or be pushed out. The arousing did them all good, and now they are found fighting the canners' battles, as they should, at the same time giving the jobbers fair treatment and consideration, also a duty of the broker. It is the brokers, for instance, who are now complaining about the unfair selling methods of a member of their clan. They say that this broker, who was a very prominent figure in the year-old Biddle aggitation, resident on the 'Shore, in the midst of the great tomato-canning region, is again out cutting tomato prices without good cause, and they further allege that the contracts are made in the name of a canning firm that does not exist. That name is the Halley Packing Co., a firm whose name does not appear in the latest Canners' Directory, and which all the brokers complaining say they have tried to find, without being able to do so. We know nothing whatever of the contention, and merely quote the open discussion as it happened on the floor of the recent meeting of the Canned Goods Exchange; and we quote it for this reason: We are about sick and tired of seeing the tail wag the dog in the selling of canned tomatoes and other products. Ever since the earliest recollection of the writer—and that runs back to the time when the canned tomato output was mighty small, and all other items were in keeping with tomatoes—the whole market could easily be thrown off its feet and sent scrambling downward by the report that the Tadpole Canning Co., of Squeedunk, had sold 25 cases of No. 2 tomatoes at 82½c when the market was 85c. The brokers had a very large share in such idiotic action—that the market should be shaded on account of an insignificant sale by an insignificant canner, but if the canners had been half as big as the tadpole in question, they would have told the broker offering business on such a basis to go where sterilization is never in question. Every line of industry has its gnats and fleas, but no other line of industry allows them to be the governing influence. And why do the canners? Simply because they are not informed; will not inform themselves, except from one side, and that against them; and will not listen to their disinterested friends and well-wishers. It is a pleasure for us to record that many brokers now are siding with the canners and trying to protect them against unnecessary losses—trying to tell them the real, actual condition of the market; and many brokers have been engaged in that sort of work for years, but the canners pay no more attention to them than to their trade journals or others who give them unbiased and uncolored information. Again back of this is the distrust of every canner for his fellow-canner, and an obstinate refusal to pull with his fellow-canner. So long as the industry can be kept in single, solitary units, each one going it alone, it will be preyed upon by shrewd buyers, and the goods taken away from it without profit to the canners. That is their strong point now—they know that the canners are disorganized, and that they can be stalked off, one at a time, and slayed as they please. Now, we do not hint at any combination of canners, any central selling agency, or any such plan; none of them are worth a tinker's damn so far as the canning industry is concerned. It is too easy for another farmer to get into the canning game, and no corner could ever be held until the ink dried. And we don't want combinations or corners. We want each canner to realize that he is a business man; that he is but one unit in one of the greatest and best businesses in the world today; that he owes it to the fellow-units in that business to keep well informed and to act in co-operation with the other units. If the canners will not work together to protect themselves, nobody will protect them, and they won't deserve protection. The industry must stand up for itself; stand on its own feet; have confidence in the members composing the industry and pull together. That is all that is needed; but that is the one thing that the canning industry is most conspicuously without. It all comes back to a question of information—reliable, dependable, disinterested information—and that is equivalent to saying that the canners must read more carefully, keep up to date and have confidence in what they read. Canners who now read should induce others to read so that all may have the information.

NOW WILL YOU PACK QUALITY?

THE following circular letter was sent out by the Natonal Kraut Packers Assocaton to all its members; but you will note it applies to canners of all kinds of foods. Read it, and above all, take it home to yourself. It presents the situation exactly as this:

Clyde, Ohio, September 7, 1923.

Every little while we receive a coupon for the booklet, "Sauerkraut as a Health Food," from different sections of the United States with the following questions: "Where can I get some? None in this neck of the woods." Always we have answered that it can be obtained at any grocery, meat shop or delicatessen store, and if they could not obtain it at any of the above named places, to advise.

If a reply is received that they are not successful, we immediately look up and write two or three jobbers nearest the point of inquiry and inform them of the situation They would reply thanking us for calling this to their attention which has always closed the matter.

However, we recently received several inquiries from the southeastern section of the United States covering three states and we wrote several jobbers in these states, stating that consumers were writing in from their section that they could not get sauerkraut and kindly calling the jobbers' attention to our advertising campaign and at the same time usually saying surely their salesmen were not calling the retailers' attention to this item, and by not doing so, they were losing sales and profits on the item of sauerkraut, etc.

Under like circumstances, we received a letter from a wholesale grocer in a well-known city in Florida and reproduce it in full.

....., Fla., August 29, 1923.

Attention: Mr. Roy Irons

RE: Consumption of Kraut in this section.

National Kraut Packers Association,

Clyde, Ohio.

Gentlemen: We are not prepared to tell you whether or not the consumption of kraut is increasing, but we are prepared to tell you that three or four years ago people were eating a little kraut and discontinued it because there was but a few packers that put out a quality that was fit to eat. This condition, not only existed in the manufacture of kraut, but other lines of canned foods, and the public will have to learn again that canned kraut is good to eat.

Yours very truly,

L—C—C.

By A. B. C.

We surely got a "hot shot" this time.

He relates that "three or four years ago people were eating a little kraut and discontinued it because there was but a few packers that put out a quality that was fit to eat."

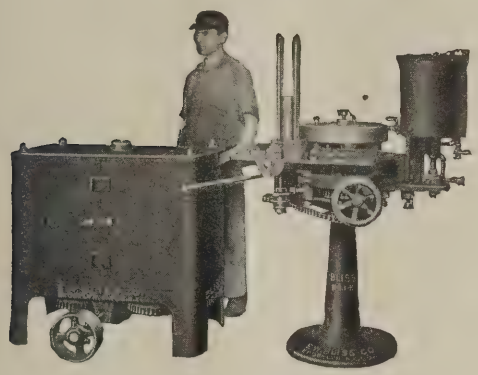
In our reply we had to partly agree that in the past there, no doubt, had been some poor kraut sold, but in the main assured him that his broker could secure good samples from which he could select and purchase good kraut on which he would be able to do a nice business.

But, Mr. Kraut Packer, especially kraut canners, for the good of the business and for YOUR OWN GOOD, don't pack and sell any poor off quaity sauerkraut from this time on. DUMP IT. Evidently this party is a quality buyer—wish all buyers were—then there would not be any chance of poor quality getting out and stinging the consumer.

Remember, you may stng the consumer first, but he will sting you last. In this case, the consumer, retailer and jobber have all been stung—now who is suffering.

If consumption is increased, it will have to be on quality kraut—"off" kraut will bring the sheriff to your door.

Bliss Compound Applying Machines



Ends Compounded Without Air Bubbles

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

No. 390

Represented on the Pacific Coast by
BERGER & CARTER CO.— San Francisco, Cal., Los Angeles, Cal., Portland, Ore.

An Increasing Field

Ability to place the finest foods of the world within the reach of every one has created a large field for the canning industry.

This field is yearly increasing in size as better methods and greater care conserve the natural flavor and rich, wholesome, nutritiousness of delicious vegetable, meat and fruit foods.

Among these better methods and greater care the use of

Wyandotte Sanitary Cleaner and Cleanser

ranks as one of the greatest contributions to high quality canning production because it,

1—Insures distinctive, wholesome, sanitary cleanliness to containers and equipment.

2—It rinses freely leaving no foreign substance to injure the color or flavor of the product.

3—It guards against preventable causes of fermentation.

4—It is harmless, easy to use, quick in action, and most economical.

Indian in circle



in every package

These qualities are positively guaranteed or your money will be returned.

It cleans clean.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

Conditions Of Crops In All Sections

Crop Reports By The Canners

Take Time—

To send us a brief word, at least, as to the progress of the pack in your section to date, and as to prospects. Others are doing this, as you see below.

You welcome all possible information—Exchange, then, with your fellow canner, and here is the way.

The crying need of this industry is more information. Give a little and you will get much. Let us hear from you.

——The Editor.

Hopkins, Va., September 7—The acreage of tomatoes in this county is not over one-half normal this year. The fruit is the best we have ever had.

Belair, Md., September 7—Tomatoes worth nothing. Grower receives three cents box after hauling and picking is paid. Baltimore canners are all blocked and the grower is at his mercy for boxes.

Preston, Md., September 8—Our estimate on our pack of corn at Mount Airy was originally 125,000 cases. We now estimate 90,000 cases, and are about half through packing. The first estimate was based on an average yield per acre for that section. Consequently our corn pack will be short at least the amount stated.

Deerfield, N. J., September 8—Tomato crop is fair. Pack will be small on account of labor shortage.

Melrose, Mass., September 10—At our blueberry factory, Bucksport, Me., we packed about 60 per cent of the canned blueberries which we packed last year. We believe the dry season had a great deal to do with the shortening of the crop. The crop of apples is yet to be determined. From what information we get in our immediate locality, we believe the crop is way below the average.

Rochester, N. Y., September 10—The New York State pea pack was a very satisfactory one, both as to size and quality. The dry, cool weather has had a very unfavorable effect, especially on beans and corn, and to a considerable extent also on tomatoes. The corn and bean crops apparently will not be over 50 per cent of normal, and tomatoes probably not over 75 per cent. The final results of all of these products, of course, will depend very largely on the weather which we will have this month, and on the hold-off of frost. As to fruits, the red, sour, pitted cherry pack was about 85 per cent of last year. The pack of sweet and white cherries was somewhat larger than usual. The pack of black and red raspberries was much less than last year, although I haven't yet received the exact figures. The pear crop will be an extremely light one, canners paying as much as 4½ to 5c a pound for their pears. The apple crop will be considerably less than normal and very much poorer in quality than usual, due to prevalence of scale and scab.

Phelps, N. Y., September 10—Prospects for cabbage crop here are quite poor. We had no rain for nearly six weeks, which will make cabbage head up small. We had a good rain Saturday and Sunday, which will help somewhat. Shippers are buying cabbage here at $25.00 per ton, which makes it too high for kraut factories. It looks as if canned sauerkraut will be high the coming year.

Notasulga, Ala., September 10—We have no canning crops except blackberries and potatoes. The potatoes are very short, most of the farmers having put their potato acreage in cotton this year. Our plant will not run this season. The blackberry crop was short, and we got about 40 per cent of a normal pack.

Waldron, Ind., September 4—Looks as if our pack would be normal. Three other factories in our section will not have quite their average crop. One factory at Shelbyville will have more than they had last year.

Selma, Ind., August 25—Tomato crop about 50 per cent of a normal crop, and maybe more. It does not look good for a half of a pack. A late fall would help out.

Waverly, Iowa, September 10—Corn is green and nice. Pack about normal. Will have 10,000 cases surplus. Dry weather cut many places short. Crop not as large in Iowa by 25 per cent as expected. Demand is stronger.

Fayetteville, Ark., September 10—Tomato crop badly damaged by drought and heat. Had little rain from June 10th to September 1st. Have had rains and, with favorable weather and late frost, will pack 60 to 75 per cent of what we should have. There will be a light pack of apples.

Marshfield, Mo., September 5—The tomatoes in this county have not improved any in the last ten days. I think the tomato season is about over, and the pack will not be a large one. Norreally the packing should go good until October 10.

Pemberville, Ohio, September 11—Acreage normal. Crop prospect 65 to 75 per cent. Quality of tomatoes for pulping extra fine. Rush is now on. Looks like a short season. Everything ripening at once and plants dying. The quality of the late plants is not so good.

FREIGHT & SHIPPING NEWS

AN ATTRACTIVE rail and lake service between Baltimore and Chicago, Milwaukee and points west thereof has recently been made effective by the Baltimore and Ohio Railroad in connection with the Rutland-Lake Michigan Transit Company, operating vessels between West Fairport, Ohio, and Milwaukee and Chicago, by which the following rates apply:

Classes						
1	2	3	4	5	6	Rule 26
121	105½	82½	58	48½	40½	66

Canned foods take fifth class rate in carloads and Rule 26 in less than carloads. The above rates include marine insurance on the lake. Also the option of either 30 days free storage on the dock at Chicago or Milwaukee, or absorption of switching charge for private siding or team track delivery to any point within the switching limit at either Chicago or Milwaukee. Average time in transit by this route is from 6 to 8 days.

The Merchants and Miners Transportation Company have established reduced rate on empty tin cans in cartons, carloads, of 34c, Baltimore to Savannah, minimum carload weight 10,000 lbs.

In a recent decision the Interstate Commerce Commission has ordered a reduction in the basis of rates to and from Brownville, Texas, and points grouped therewith served by the Gulf Coast Lines and the San Benito and Rio Grande Valley Railroad. The new basis of rates will be governed by prescribed differentials to be added to the Texas Common Points rates.

The following changes in rates on canned foods will be effected November 1st by Pennsylvania Railroad tariffs from Baltimore, Washington, Frederick and other Maryland points to New York and Brooklyn deliveries, Trenton and Wilmington, an increase of a ½c 100 lbs. in carloads.

From Pennsylvania Railroad points on the Eastern Shore of Delaware and Maryland, reductions of 1c in carloads and ½c in less than carloads, to points on the Gettysburg and Harrisburg Railways will be made. Also rates from points in the same territory to sections on the Susquehanna and New York Railroad will be reduced.

Effective September 30, the Baltimore and Ohio are establishing reduced rates on jelly in glass from Jessup, Md., to Atlantic City of 27c; Camden 22½c; Dover, Del., 27c; Philadelphia 22½c; Rochester, N. Y., 30½c.

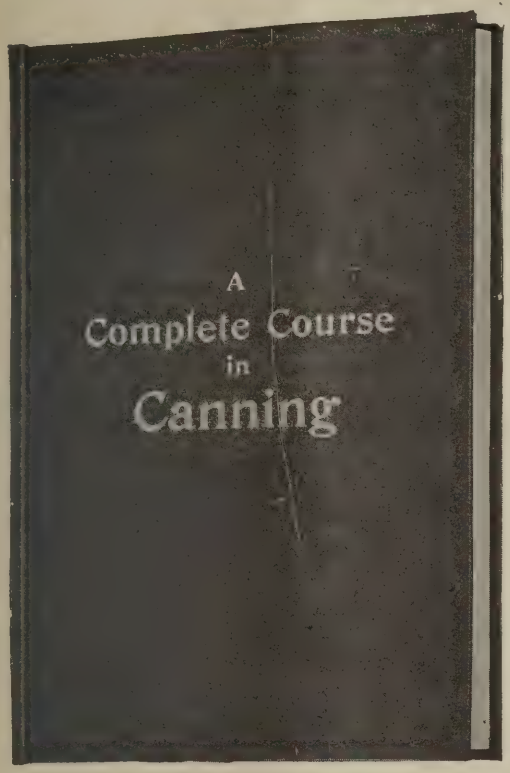
GIBSON OF PNEUMATIC CUSHION

A. C. GIBSON CO., Inc.

11 No. Division St.,
BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING
INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.



IT IS MORE NECESSARY THAN EVER TO

KNOW HOW TO PACK

FOODS not only rightly but *SAFELY*

GET A COPY OF

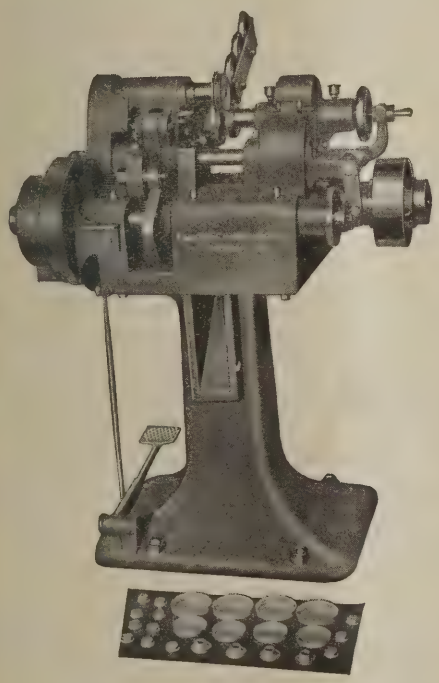
"A COMPLETE COURSE IN CANNING"

PRICE $5.00

There is no other book tells you how to Can!!

THE CANNING TRADE

BALTIMORE, MD.

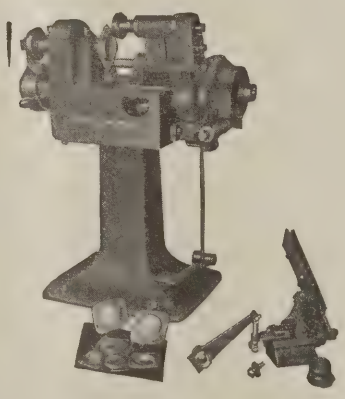


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Chicago Market

(*Continued from page 31*)

If the corn canners do not take advantage of the situation—not to profiteer, but to get their price, a fair and remunerative price, for their output—they are poor business men.

It is hardly worth while talking about canned peas. Buyers must take what they can get, and be thankful that they can get any at all.

Salmon—Some buyers seem to think that red Alaska salmon is too high in price, at $2.25 f. o. b. coast for No. 1 tall. They are not buying it freely and are inclined to recall the before-the-war prices, when it was purchasable at $1.35, and they say that there has been an enormous decline in fresh meats, that a pound can of salmon must now be retailed at 30 cents, and that fresh pork, veal, sausages, etc., can be bought for less money.

It might be said, however, that retailers could sell red Alaska salmon in cans at 25 cents, but they do not, unless in some of the chain stores. The lower grades of salmon can be retailed at 18 and 20c per pound can, and are, and that fact alone is what has brought them into demand.

Apples—Michigan canned apples in No. 10 cans are offered at $3.12½ and $3.25 f. o. b. canneries for well-packed apples of the "Wealthy" variety, and the fruit opens up in good color and flavor, and cans are well filled.

The late or winter apples are held at $3.85 to $4.00 per dozen cannery. The market with pie bakers and wholesale grocers is bare of canned apples, and there is some buying every day.

Michigan lima beans are being offered at very low prices, and the Fremont Canning Co., Fremont, Mich., has issued a circular letter to the trade, asking attention to that fact. They pack fine lima beans, and when lima beans (green) are offered at lower prices than canned peas, the consumers are going to take the lima beans in preference.

Pork and Beans—There is a prospect of low prices on canned pork and beans this winter and spring, as Michigan hand-picked white beans are selling at $5.60 per hundred pounds f. o. b. Michigan elevators, which is just about 35 per cent lower in price than they were at this time last year.

California Dried Peaches—The 1923 price for practically peeled California dried or evaporated peaches has been announced. and it is low, ranging from 7¼ cents to 11 cents per pound, as to grade.

By practically peeled is meant that they are prepared by a process that removes the fuzz from the peeling and makes the fruit about as acceptable to the consumer as the hand-peeled fruit.

All dried fruit prices are very low this season, and that fact is having an effect upon the demand for canned fruits. However, canned fruits seem to be doing very well and are selling about up to expectations, especially for the choice and fancy grades.

California Fruits—All California producers or growers are making heavy reductions in their prices this year. Most of them are proportionately greater than the fruit canners, although a heavy crop of fruits was produced on the Coast. For illustration, the Almond Growers' Association, of California, has just announced a price for the 1923 output, ranging from 20 to 25 per cent lower than last year's price. This I mention merely as an illustration of the rather wise policy of the growers' associations of that State, which aim to put their products into quick consumption and popular use. Congress gave them in the last tariff better protection against foreign or imported almonds, but they have not taken advantage of it, but have lowered their prices, and their output will be sold out in a few days.

California growers have formed selling and packing associations in most of their lines of production—dried fruits, raisins, almonds, walnuts, beans and several other articles and lines, and they have taken the sale of their products out of the hands of a clique of exploiters who used to prey upon the growers and producers to an extent that had almost impoverished them.

Convention Rates Named—The Western Canners' Association will hold its fall convention at the Hotel Sherman, Chicago, on Tuesday, Wednesday and Thursday, November 6, 7, and 8, 1923, about a week earlier than usual. Arrangements are being made for a big attendance and a good convention. Railroad rates of one and a half fare will be obtained, and it is likely that several sections of the National Canners' Association will hold joint sessions at the same time and place. A program of strong speakers is being secured, and many have already accepted, among whom are J. H. McLaurin, President of the American Wholesale Grocers' Association; Royal F. Clark, First Vice-President of the National Canners' Association; J. W. Hill, Pre ident of the Western Canners' Association; Clarence Tourma President of the Indiana Canners' Association, and others.

"WRANGLER."

MAINE MARKET

But Few Shops Working on Corn—An Unprecedented Season-Half Pack Seems Best That Can Be Expected—Buyers Frantic for Information—Blueberry Pack Is About Done—Sardine Canners Are Short of Help.

Portland, Me., September 14, 1923.

TODAY, when the Maine corn-canning season should be its busiest, there are comparatively few shops that a running to any extent, perhaps a dozen more where a litt preliminary work has been done or part-time work for sever days, and many where no corn has been hauled in from the field Even the oldest canners have seen no season like 1923, and ev the youngest never want to see another. From the usual plan ing season until now the weather has been abnormally-somethi all the time, first too cold and too wet, then too hot and too dr then cool and too dry, and still cool and dried up. Acreage e perts who are in the habit of estimating the time of maturi and the amount of yield are now predicting a 50 per cent pa as the maximum, and not that if we should have another co turn this month. There have been seasons when the frosts he off until the 5th or 10th of October, and our best hope now is th this will be another like that. In the meantime short buyers, those who have left their purchases altogether to chance, a flooding the State with frantic inquiries for more goods on the present contracts, or new contracts altogether, but there is corn to offer today, and there is no price in sight on any sma clean-ups that might come on the market after the season is ove

The blueberry pack will doubtless finish this week, ma factories having already closed down. The pack has been per cent of last year, as nearly accurate as it is ever possible make such statistics. The quality has been very fine, both the fruit and in the factory methods, and buyers are pleased wi the shipments they are receiving. Prices have been held at $1. and $8.50, but during the past week one or two have made lower figure than this, owing to the fact that the price to t pickers was cut 33 per cent, and this allowed a material redu tion in the cost of the goods. Such canners as were not ab to get their berries at the lower price are doubtless obliged hold their quotations at the original figure. This pay to t pickers has been very unsatisfactory to them, and it is doubtf if the arrangement can be renewed another season. In fact, is increasingly difficult to get pickers to work at any figure, a that is an element to be discounted in preparing for anoth year's work.

Another industry which is suffering from the help proble is the sardine canning—already a very sick man from lack fish. The season as been so poor and the work in factories irregular that many families have moved away to larger tow where employment could be had at other trades. And as princ pally all of the sardine canneries are in small towns and depen ent upon local help, this is a serious condition. The pay to pac ers and other workers has been advanced, but even this fails produce the help needed. The run of fish is holding a little be ter than it did a month or so ago, but is nowhere near sufficie for regular work. Canners are still behind on their orders a are not soliciting new business. The demand is steady and mo than enough to take care of the present pack at prices rangi around $4.00 for standards.

The first encouraging word we have heard in the cannir business comes from the State pomologists who have lately su veyed the apple orchards. The fruit is said to be coloring u much better in the past fortnight, and the proportion of fan fruit will be larger than first estimated. Even at this the pr duction wil be small, and with an increased amount going in barrels for the market, the canners see their supply of appl diminishing. Buyers are now going through the State after cid apples, but are finding it hard to get a price named on this gra of fruit.

"MAINE."

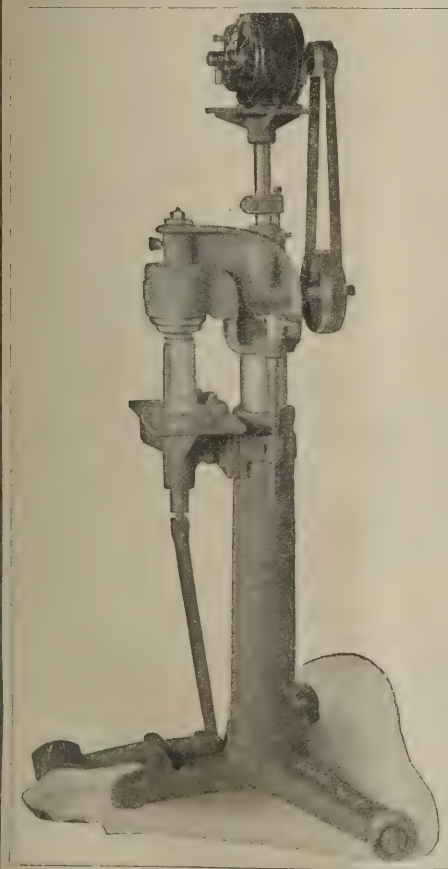
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A CORRECTION AND A SUGGESTION

The Urgent Need of an Intelligent Label Clearly Shown —The People Want to Know, but Can't Tell Now.

SECRETARY W. E. NICHOLOY, of the Wisconsin Pea Canners' Association, has called our attention to a slight error in our recent comments on the Wisconsin State Labeling Law. This should be noted.

But of greater interest and importance is the weakness he calls attention to in the labels as now used. In a word, a canned foods display today merely invites the ridicule of the visitors and the retort: "Well, why don't you say so on the label?" Take this home to yourselves, canners, and then tell us how long you are going to continue this senseless method of labeling your goods. When will you label them intelligently?

The Secretary says:

Dear Mr. Judge:

I read with interest your editorial on Wisconsin labeling laws in the August 27th issue of The Canning Trade, and I regret exceedingly that it is necessary to advise you that you have not properly interpreted General Order No. 11R. I wish it were true that the quality also had to appear on the label, and I believe that it will be within a reasonably short time. However, General Order No. 11R of the Wisconsin Department of Markets requires only that the size, number and variety must appear on the label. In order that you may be fully posted as to this new order, I am enclosing a copy.

We conducted a canned foods exhibit in the Horticulture Building at the Wisconsin State Fair last week which would have been very interesting to you. You would have been able to write volumes on the importance of proper labeling and the appreciation by the consumer of same. Knowing that you are taking an active interest in this question, I am going to trouble you with rather a full description of our exhibit.

We had a booth 16 feet long and about 12 feet deep, with counters on all four sides. On the back counter against the wall, in pyramid forms, we displayed all available Wisconsin labels—peas, beans, beets, corn, kraut and sturgeon Bay cherries, also Wisconsin blueberries packed at Humbird. These displays were also carried out on the side counters. At the left-hand of the front counter, with a demonstrator in charge, we displayed and sampled Sturgeon Bay cherries. Next to this display we had a large glass jar, holding approximately two gallons, filled with all of the various sizes of peas. Next to these sampling dishes we had six glass bottles, each bottle containing a different size, from Size 1 to Size 6, with a neat little card on each bottle showing the size number. Next to these we had sampling dishes of corn, beets and kraut, and at the right end of the counter we had another large glass jar containing the various sizes of beets. This made a very beautiful display, but to the thousands of men and women who daily passed this booth the educational features were most interesting. The pea section of our exhibit attracted unusual attention, not only from the women, but from the men also.

We talked to people from 28 different States. We explained to them how peas were harvested, how they were vined or threshed, how they were graded to size, the care used in the final inspection at the picking tables, thorough washing processes, the preparation of the brine or liquor and the processing of the peas and brine together in the cans. We also explained to them the difference in the two principal varieties of peas and the difference in the three qualities.

Very few people realized that peas were graded to size, and also graded for quality. They were anxious to learn and their expressions of appreciation proved to me conclusively that it is impossible to estimate the possible consumption of canned peas, once they are labeled intelligently and truthfully. People like canned peas, but they want good peas.

Over 90 per cent of the consumers still feel that in order to get good peas they must buy the small sizes, the smaller the better. We fed them peas, principally fancy 4, 5 and 6 sieve sweets. The common expression was "We never tasted such peas!" "Where and how can we buy them?" We explained to them fully Wisconsin labeling laws as effective June 1, 1924. I regret that every canner, wholesale grocer and retail grocer in the United States of America could not have heard their expressions of appreciation. One lady from Massachusetts remarked that what she had learned at our exhibit was worth the entire cost of her trip.

But, after all is said and done, why shouldn't we tell the truth on our canned foods labels, not only peas, but every other item of canned foods. Have we or the wholesale grocer who markets our products under his own labels any reason for withholding the truth from the consumer? It is to them that we all owe our business existence.

NICOTINE DUST KILLS CUCUMBER BEETLES

John E. Dudley, Jr.,* H. F. Wilson and W. D. Mecum,

Agricultural Experiment Station, Madison, Wis.

THE striped cucumber beetle is a constant crop hazard. It causes damage estimated at from $3,000,000 to $5,000,000 annually to the cucurbit crop (cucumber, melon, squash) of the United States. This insect not only injures the plants by its feeding, but also transmits the wilt and mosaic diseases. Although the loss to individual growers is seldom seriously felt, because the plantings are small, yet the total annual loss is great.

Most Insecticides of Little Value

Many insecticides used in the past were found to be powerless against the cucumber beetle. Nicotine dust, a new form of insecticide, has proved decidedly successful in the control of the beetle during two years of trial.

Over 60 different insecticides were thoroughly tested at this station during the past seven years. A few of them were of some value in repelling the beetle, yet none were worth recommending as a satisfactory control. Even the stomach poisons ordinarily used against chewing insects were not effective in killing this pest, although they showed some repellent effect, because the beetle is more or less repelled by any foreign substance on the leaves. Therefore, so long as the foliage was kept quite well covered with dusts or sprays, the plants remained fairly free of beetles, but to keep them constantly covered proved a costly undertaking, for as soon as rain or wind removed the material or new growth appeared the beetle flew right back from nearby gardens. Beetles are nearly always on the move and trying to keep them away from a patch of cucurbits is almost a hopeless task.

Nicotine Dust Best—Tests over a period of two years have clearly shown that nicotine dust is a decided success in the control of the striped cucumber beetle when properly applied. During the growing seasons of 1921 and 1922 various forms of nicotine dusts were given severe tests under field conditions to find what combinations would stand up best in general use. Nicotine sulphate was combined with gypsum, sulfur and several forms of lime, and all the combinations were more or less effective in killing the beetle. In addition to these a new material was developed at this station in 1921, which promises to be more effective than the simple mixture of nicotine and lime against the beetle, as well as against several other insects. This material was made of nicotine sulfate, 1 part, monohydrated copper sulfate, 5 parts, and hydrated lime, 14 parts.

In testing the various materials each one was used frequently against hundreds of beetles, confined in large cages, and on plants in the open. The different results obtained for the same strength of material in different tests are due to variations in the weather, amount of dust applied, size of plants, and freshness of the material.

Nicotine-Lime 5 Per Cent—With nicotine-lime containing 5 per cent of nicotine sulfate the percentage of beetles killed varied from about 10 in one test to 96 in another. The average percentage was 60 to 85. This material appeared to be rather unstable, and killed many beetles in some tests and only a few in others. As its success in killing depended upon its absolute freshness and the most favorable weather for its application, this dust is not as satisfactory for general use as some others.

Nicotine-Lime 10 Per Cent—Nicotine-lime containing 10 per cent nicotine sulfate carried twice the amount of nicotine and cost a half more than the previous dust, but the percentage of killing obtained with it was much more consistent, running from

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*John E. Dudley, Jr., Entomologist, is in charge of a Federal field station at Madison, Wis., where this work was carried on co-operatively with H. F. Wilson, of the Wisconsin Agricultural Experiment Station. W. D. Mecum, of the Federal force, is responsible for the experimental work with carriers for nicotine dusts.

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83 to 98, with an average of 90. While this dust loses strength just as rapidly as the 5 per cent dust and is affected the same by the weather, yet it contains enough nicotine to kill a large percentage of the beetles even when it is not strictly fresh and when used in unfavorable weather. Therefore, except for its greater cost, it is preferable for general use to the 5 per cent dust.

Nicotine-Copper-Lime 5 Per Cent—This new combination, nicotine-copper sulfate-lime containing 5 per cent nicotine sulfate, appeared much more stable and killed more consistently than the 5 per cent nicotine-lime. The percentage of beetles killed varied under different conditions from 63 in one test to 100 in several tests, and averaged 85 to 90. Pulverized copper sulfate in this dust rendered the nicotine less volatile, and therefore greatly reduced the rapidity of its escape from the dust. Whether its greater effectiveness against the cucumber beetle was due to a reduction in the loss of nicotine, or to a slower rate at which nicotine was given off after coming in contact with the insect's body, is not known at this time, but it is probably a combination of the two.

Nicotine-Copper-Lime 10 Per Cent—Nicotine-copper sulfate-lime containing 10 per cent nicotine sulfate was used in only one series of tests and proved completely efficient as was expected. Ten per cent of nicotine was found to be more than necessary when copper sulfate was present.

Nicotine More Effective With Certain Carriers

In a series of tests to determine the best carriers (fillers) for the nicotine, six different substances were used; hydrated lime (calcium hydrate), air slaked lime (calcium carbonate), unslaked lime (calcium oxide), gypsum (calcium sulfate), sulfur, and copper sulfate with hydrated lime. Mixtures containing hydrated lime or unslaked lime, both of which reacted with the nicotine sulfate liberating nicotine, did not kill as high a percentage of beetles as did mixtures containing gypsum or copper sulfate. Mixtures containing air slaked lime or sulfur were about half way between. When a small amount of unslaked lime was added to the hydrated lime, the loss of nicotine was greater and the killing effect less than when the unslaked lime was left out.

When any form of lime was used as a carrier the resulting dust was light and dry. With gypsum, however, there was a tendency for the dust to absorb moisture, which made it heavy; therefore a combination of gypsum and hydrated lime appears to be superior to gypsum alone.

Against certain insects which are easily killed by nicotine fumes, such as the aphides or plant lice, a dust in which the nicotine is liberated quickly appears to be most effective. Against the cucumber beetle and certain other insects, however, the best results have been secured by using a dust in which the nicotine is rather stable.

Nicotine Dust Loses Strength Rapidly

All dusts containing nicotine should be kept in tight, metal cans all the time and the can should always be covered except when dust is being removed. As these things are not always done, a test was made to determine the effect upon the nicotine when dusts were exposed in shallow dishes for different periods of time.

Dusts containing hydrated and unslaked lime which, when fresh, killed 100 per cent of the beetles treated, after being exposed for three or more days killed only 40 to 70 per cent of them. This loss of nicotine was greatly increased when dusts were exposed in a damp place.

When dusts containing sulfur, with 2 per cent nicotine sulfate, were exposed to the air for 24 hours, the percentage of beetles killed dropped from 60 to 30.

When dusts containing copper sulfate were exposed to the air the loss of nicotine was very much less. After six days' exposure the killing effect dropped from 100 per cent to only 90 per cent. Even this loss of nicotine is appreciable and could be prevented.

Dust Cucurbits Early

The time to kill the cucumber beetle easily, quickly and in large numbers is when it first attacks the small plants. Beetles congregate in large numbers on the squash, melon and cucumber plants and feed ravenously on the first thick leaves or cotyledons. The beetles are in a small area, are usually quite sluggish, and a few good puffs of dust will kill 95 per cent or more of them. These first beetles produce the thousands to follow, and if 95 per cent of them can be killed, there is little danger from the progeny of the other 5 per cent. When vines are beginning to run there is much more area to be dusted, the beetles are more active on account of the warmer weather and the num-

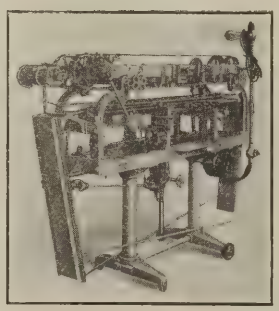
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ber killed will be scarcely more than 60 per cent to 70 per cent.

There is a period of from 7 to 10 days in which the beetles can be profitably and easily controlled. After this period it takes constant effort and considerable expense to protect the vines from beetles.

Dust Co-operatively

It would be better if growers in the same vicinity would dust at the same time to secure uniformly good results, for beetles soon find their way from the half-eaten, untreated patches to the clean ones. Dusting is not done just to protect the vines, as is spraying for the codling moth, but to kill the beetles in order that they may not cause later trouble. If every curcurbit grower who is less than one mile from his neighboring growers will faithfully dust for the beetles at the right time, there should be litte further trouble that year from beetles or from the wilt. Beetles may fly as far as two miles, but the majority seldom go over three-fourths of a mile.

Dust Properly

In order to be sure of killing the beetles under all conditions, a nicotine dust containing at least 5 per cent of nicotine sulfate (2 per cent of pure nicotine) and preferably 10 per cent (4 per cent of pure nicotine) should be used. According to R. E. Campbell* many growers prefer a 10 per cent nicotine dust, as they are much surer of overcoming the beetles before any escape. Dust should be purchased in sealed cans direct from a dealer and must be fresh, that is, not held over from a previous year. A hand duster is necessary for applying the material properly and may be purchased from any of several firms manufocturing dusts and spray machinery If a duster is not available the material may be shaken from a cheesecloth sack directly over the beetles, but this method is decidedly inferior to a duster.

Before plants have started to run, dusting may be made more effective by the use of a canvas cone which is quickly dropped over the plants to prevent the escape of any beetles, and also to keep the dust from blowing away. This cone is helpful in dusting other plants such as cabbage, cauliflower and small tomatoes. The plants should be approached carefully, so that no beetles will fly away, and heavy puffs of dust should be blown directly on them.

W. H. White† states, "As the insects are very active and take flight at the slightest disturbance, an apparatus which will throw a good volume of dust with force . . . is necessary." Apply enough dust to each hill to cover all the beetles and to fill cracks in the ground where they may be hiding, for it is a great deal quicker and cheaper to dust thoroughly when plants are small than to wait until there is a mass of foliage. Nicotine dusts are most effective against the cucumber beetle when the air is still and the temperature is 65 degrees F. or higher. Nevertheless, it is important to attack the beetles as soon as they gather on small plants in order to kill them off and save the seedlings.

Usually three applications of dust at two day intervals are sufficient to rid the plants of beetles, provided nearby patches are similarly treated. The usual amount of dust to use when plants are small is from 12 to 16 pounds per acre. At the present price‡ of 5 per cent nicotine-lime dust ($16.00 per hundred), 14 pounds yould cost about $2.25 per acre per application. Dust containing more than 5 per cent of nicotine sulfate does not seem to be on the market at present. While dusts containing copper sulfate, gypsum, or some other inert carrier are more successful against the cucumber beetle than the active dusts, they also do not appear to be manufactured at present. One dust containing copper sulfate, lead arsenate, lime and nicotine sulfate 5 per cent is quoted by one firm at $20.00 a hundred.

The ordinary nicotine-lime dust containing 5 per cent nicotine sulfate is very effective against the melon aphis (or louse) which occurs in such vast numbers during July and August on melons and cucumbers.

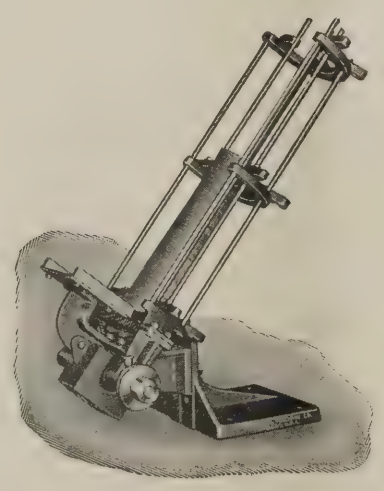
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*Campbell, R. E.—Nicotine Dust for Control of Truck-Crop Insects. U. S. Dept. Agr. Bul. 1282, p. 21, Sept. 1922.

†White, W. H.—Nicotine Dust for Control of the Striped Cucumber Beetle. U. S. Dept. Agr., Cir. 224, p. 2, June, 1922.

‡April, 1923.

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The End Stacker shown is designed to be placed adjacent to any of our various sanitary end producing machines where it is desirable to stack ends as discharged. It is also well adapted to any work such as baking powder, lye or cleanser bottoms, or any ends having straight or curled flanges. This device is built in two sizes, and being entirely automatic, receives and places the ends in a neatly stacked form. The object of this Stacker is to eliminate hand stacking and possible damage caused by excessive handling.

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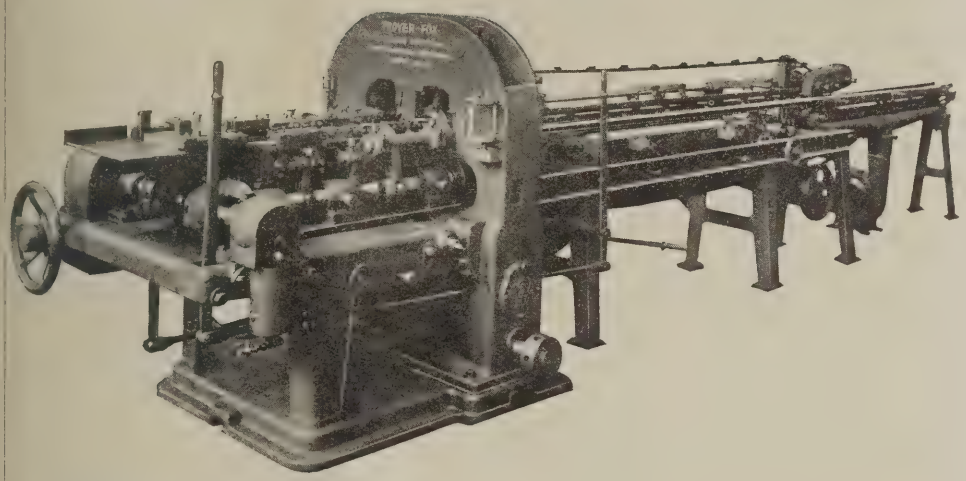
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THE HAWAIIAN PINEAPPLE PACK OF 1923

WE have not as yet seen official figures, but we take the following from daily papers, especially Coast papers:

Although the pineapple pack of the Hawaiian Islands this year will be about 750 000 cases less than the peak production of about 6,000,000 cases of 1921, higher prices will bring the total revenue up to nearly $30,000,000, substantially the same figures of the record season.

This year's pack has all been sold, the demand being in excess of the supply, it is stated by A. H. Tarleton, executive secretary of the Hawaiian Pineapple Packers' Association. The industry is on a sound basis, according to Mr. Tarleton. The decrease of production this year under that of 1921 is accounted for by the fact that in the practice of the policy of rotating the growing areas the acreage in bearing is just now less than what it formerly was. The planted acreage, however, is being constantly enlarged. Marked developments are in early prospect, it is stated.

Plans of the Hawaiian Pineapple Company, of which James H. Dole, of Honolulu, is the head, for planting 15,000 acres on the island of Lanai are being gradually worked out. This company already owns and operates a plantation of 10,000 acres on the island of Oahua. It purchased Lanai from the Baldwin interests several months ago, the consideration being $1,100,000 cash. The company is now having surveys made for harbor and port facilities and other improvements involving a total expenditure of several million dollars. The island is said to be ideally suited for successful pineapple culture. Until purchased by the Hawaiian Pineapple Company the island was used as a cattle ranch by the Baldwins.

Libby, McNeill & Libby, Ltd., have taken a lease on 5,000 acres on the island of Moloki and will convert it from raw land into a pineapple plantation. Planting will begin this fall.

It is predicted by some men who are interested in the pineapple industry here that the time is not far distant when the growing of this fruit will to a considerable degree displace the production of sugar. In support of this view it is pointed out that the Haiku Fruit and Packing Company recently purchased the lands of the Kipatula Sugar Company in the Hana district and is preparing to gradually substitute pineapples for sugar cane. It is the ultimate aim of this company to put up approximately 500,000 cases of pineapples a year.

The gradual unfolding and expansion of the pineapple industry in Hawaii is not lacking in romance and human interest. Since the first 12-acre patch was planted by Mr. Dole in 190 and a practical demonstration was given that the fruit could be successfully grown here the acreage devoted to pineapples has increased by leaps and bounds. It is the confident belief of Mr. Tarleton that within the next few years the total annual pineapple pack of Hawaii will have reached 12,000,000 cases, or double the present annual production. The work of washing, trimming, slicing and canning the fruit is done by machinery. The women and girls simply operate the machines. Most of the employees are Japanese, Chinese, Koreans and Filipinos.

With the increase of acreage the construction of additional canning facilities will become necessary. The present membership of the pineapple association embraces the Pearl City Fruit Company, Ltd., Hawaiian Pineapple Company, Ltd., Hawaiian Fruit Packers, Ltd., Libby, McNeill & Libby, Ltd., California Packing Corporation, Ltd., all of Honolulu; Haiku Fruit and Packing Company, Ltd., Pauwela Pineapple Company, both of Haiku, Island of Maui; Hawaiian Canneries Company, Ltd., of Kapaa, and the Kauai Fruit and Land Company, of Kalaheo, both on the island of Kaui; Baldwin Packers, of Lahina.

Many different problems in growing and marketing the fruit have been met with and largely overcome, according to Mr. Tarleton. From the beginning of the industry the thing uppermost in the minds of the growers was to produce the highest possible grade of pineapples. To do this scientific research is going on constantly.

In the earlier stages of the industry fears were entertained by the planters that the market was limited and that overproduction was to be guarded against. It is now regarded as proved that the demand for the fruit by the people of the United States alone can never be filled unless there is a development of possible pineapple growing areas in other parts of the world, and

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

ANNOUNCEMENT

TO ALL PACKERS OF PEAS AND PORK AND BEANS:-

Every canner of peas and pork and beans well remembers the first appearance of the Hansen Sanitary Pea and Bean Filler in 1917. The machine was so radical in design and operation, and so small in size that at first everyone doubted its practicability.

However, the canners were soon convinced that the principles were correct and in a short time almost every filler in the United States was a HANSEN. Never before has any machine experienced such sensational success.

Mr. Hansen has now developed an entirely new machine, much smaller in size and with features even more radical than the original filler. The machine has been fully tested in actual operation and is pronounced by canners as a one hundred percent success. It is a filler which will quickly pay for itself and is absolutely fool-proof.

Can you conceive of a pea and bean filler which has **NO BRINE TANK** and which is so constructed that it is impossible to waste any brine? A machine which when compared to other pea fillers **HAS LESS THAN ONE-HALF THE PARTS,** only **ONE-HALF** the gears, **ONE-HALF** the bearings, **ONE-HALF** the shafts, **ONE-HALF** the clutches, **ONE-THIRD** the brackets and supports, - no float valve, no funnel rubbers, no stuffing boxes, and **OCCUPIES LESS THAN ONE-HALF THE FLOOR SPACE.**

A discussion of the almost unbelievable features of this new machine will appear in this publication in succeeding issues. No wide awake canner who aims to eliminate waste and lower production costs can afford to miss a single issue.

Hansen Canning Machinery Corporation
Cedarburg, Wisconsin.

(Continued next week.)

WATCH THIS SPACE.

even should that take place the Hawaiian growers feel that they have advantages which will enable them to maintain their present leadership.

Just now some attention is being given to the possibilities of the industry in the Philippines, it is stated. The California Packing Corporation, because of inability to acquire additional producing acreas in Hawaii, has sent an expert to the Philippines to investigate the situation there with the view of extending their operations to those islands.

At this time there are approximately 50,000 acres planted in pineapples in Hawaii. This area produces approximately 144,000,000 cans of pineapples a year. These cases are packed in cases of twenty-four cans to each case. With the development of the industry it was found practical to utilize the product to the fullest limit. This includes not only the slides, but the pulp and juice; also the crushed waste after it has come through the rollers. This waste is allowed to ferment and is then distilled, with a recovery of 94 per cent pure alcohol. One company, the California Packing Corporation, uses this alcohol for motor fuel in its automobiles, and also for the manufacture of vinegar.

WHERE ARE THE SARDINES?

THE lack of sardines is causing the Spanish canneries of the delicacy at Vigo some embarrassment, says Consul Henry T. Wilcox, in a report just received by the Department of Commerce. The fish canners are working on sprats, but the demand for this kind of fish is not great. A serious problem has arisen on account of the scarcity of fish. One fish packer has closed down his factory and others are expected to do so.

BIG FIELD OF SPANISH OLIVES

THE Spanish olive harvest during the 1922-1923 season totaled 1,539,551 metric tons, while the oil yield was 289,114 metric tons, American Consul Frank Anderson Henry, Barcelona, informs the Department of Commerce. While it is too early to make any forecasts as to the next olive crop, which will be harvested during the closing months of this year and the first of next, it is believed that the yield will be higher than that of 1922-1923. Spain is now the greatest olive oil producing country in the world, its output amounting to about 50 per cent of the total, but exporters are confronted with a number of difficulties which tend to hold down foreign trade. Increasing costs of cultivation, owing to a higher valuation of lands, higher wages and cost of machinery and fertilizers, have somewhat of a depressing effect. The price of containers is also high in Spain. The depression of currency in other oil-exporting countries, such as Italy, France and Portugal, places Spain at a disadvantage in the export market, as does also the depreciation of currency in the consuming countries of Central Europe. Much olive oil was formerly sold in bulk to France and Italy, where it was refined, packed and shipped under special brands, but the increased cultivation in Algiers, Tunis and Italy has had an unfavorable effect on this trade.

THE CANNERS ON TRIAL

Need For Carefulness and Intelligent Labeling Becoming Urgent.

REPEATEDLY we have warned the industry that it is up before the bar of public opinion and must be ready—not to defend itself, but to properly testify in its own behalf. All the world wants to know more about canned foods, and some of the more active have grown tired waiting for the canners to tell them, and are searching out on their own account.

For instance, here is a clipping taken from The Waterloo (Iowa) Tribune of September 4th. It is a very fair statement; far above the average in accuracy, although not free of errors or at least wrong impressions. Will you observe that the public is told to note canned foods carefully? What will you, as a canner, do to help properly inform the host of women who want more information? At least, you might label your goods so that she can know what she is buying. She can't know that from the kind of labels you are using today.

Don't stop at a mere reading of this—read between the lines and see where your duty lies. The article is reproduced just as it appeared, and was sent to us by a good friend and reader of that section:

Women Shoppers Are Careless In Making Purchase Of Can Foods

Just as Important as Buying Good Fresh Fruit, Says Experienced Buyer.

With the aid of her eyes, trained thru steady shopping, the trained shopper can "see thru a can." And she doesn't need an X-ray either. Even after long years of buying for the family table the great majority of housewives have still failed to learn how. Many local housewives who are as particular as can be when shopping for fresh foods, nevertheless will walk into a grocery store, say to the clerk, "Give me a can of this or that," and think no more of the matter.

Very few Waterloo women know or don't realize that there is just as much room to display judgment in selecting canned products as any other commodity," says one woman expert; "the sooner we women come to recognize it, the sooner we'll be 'batting 1000' with our canned dinners"

"The first point about learning to know canned foods is to let our experience teach us. 'I got a good can of peas or pineapple last week,' says the careless housekeeper in this regard, but I've forgotten what kind it was.' "

A good buyer never forgets "a good buy." And there is only one way to be sure that you won't forget, especially those items which are only occasionally on the bill of fare, and that is to keep a record. It is a very simple matter, and gives lots of satisfaction to keep a list of the canned products which you have found on trial to be exactly what you want, as to quality, quantity and price.

Such a litte thing as the number of slices or pieces in a can of fruit, for example, may mean a lot in the way of economy. If one size or grade has an even number of servings for your family it may prove a big saving—of room in the ice box and the actual waste of food. It is far more important to know just what size of can for each different food product will best meet the needs of her table than most housewives seem to understand. The garbage man gets a great deal more from the back door of the woman who buys hit or miss than from the home of the shopper who has learned the lore of the tin can.

Canned foods products are always graded to the trade as "standard" and "fancy," often with some intermediate, an "extra fancy," and sub-standard grades. "Fancy" always rates higher than "standard," and it will simplify things for you to remember that. But the standard usually has almost, if not suite as much food value as the higher priced grade. Fancy grades of peas—to illustrate—may not be any sweeter than the standard, but they are more uniform in size, and make a prettier dish.

The housewife doesn't have much to worry any more about the actual adulteration of canned products. The pure food laws have taken care of that, especially for foods which enter interstate commerce. It is well to remember that the United States laws can govern only products which cross state boundary lines, so the large scale canner is always subject to more pure food regulation than is the purely local enterprise.

But the decomposition of foods, due to incomplete sterilization at canning time, is an ever present problem, especially if the goods are not known to be the product of factories maintaining high standards of sanitation. The label, or brand, is one help then in avoiding trouble with ptomaine and other poisons. The taste, odor and general appearance of contents, also help to detect advanced decomposition when present. If you are suspcious of a product, puncture the top slightly, and watch for an escape of gas. If this is noticeable, it is unwise to use the contents All high class grocers will be glad to have you return spoiled goods, as it gives them a chance to check up on their stock.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Our New Stringless Bean Snippers

are now working in a number of packing plants in the States, and we are getting the most favorable reports from them. Anyone interested in these machines for the 1924 season we would like to have see them in operation, and a list of the packers using them, in your particular section, will be furnished you by writing to our head office.

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus Ohio.

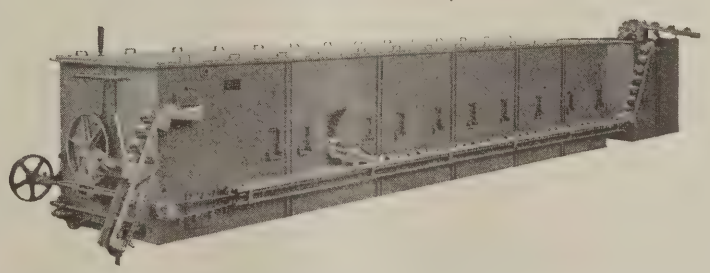
PRESERVES YOUR PRODUCT AT ITS BEST

Luscious fruits and tender vegetables retain their exquisite fresh flavor and appearance when processed by quick quality cooks in A–B Continuous Cookers and Coolers.

Each container sterlized uniformly with uncanny precision enhances your reputation as a Canner, for each customer perceives you have not only selected the best raw materials but also the most efficient means to preserve them at their best.

Write for yours today.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



Avoid cans that are "swelled" to any marked extent—with convex ends. Where the ends are still flat, or concave, it is a fair sign that the contents are in good condition. This applied to almost everything, except in the case of soured corn, which is very hard to detect without opening.

Cans that are rusty, or have soiled wrapper, are just as well to leave alone, unless you have an "explanation that seems plausible, and from a grocer who is worthy of your confidence.

Some housekeepers keep in a kitchen note book their experiences with various sizes and grades of canned foods, the number of slices or portions, amount of extra water, quality, color, and such other facts as will help them to do their future buying more economically and wisely.

AND NOW THE DAILIES SING THE PRAISES OF TOMATOES

HERE is an Editorial as it appeared in the News of Baltimore, one of our great dailies, on September 5th, 1923:

The Third Vegetable Crop

The Massachusetts Department of Agriculture has just issued a fine panegyric on the tomato that deserves our attention. It tells about the tomato being one of the few vegetables of American origin that has attained great commercial importance. It recounts how the production has gone on until "at the present time the tomato occupies third place among the vegetable crops in value, being exceeded only by white and sweet potatoes."

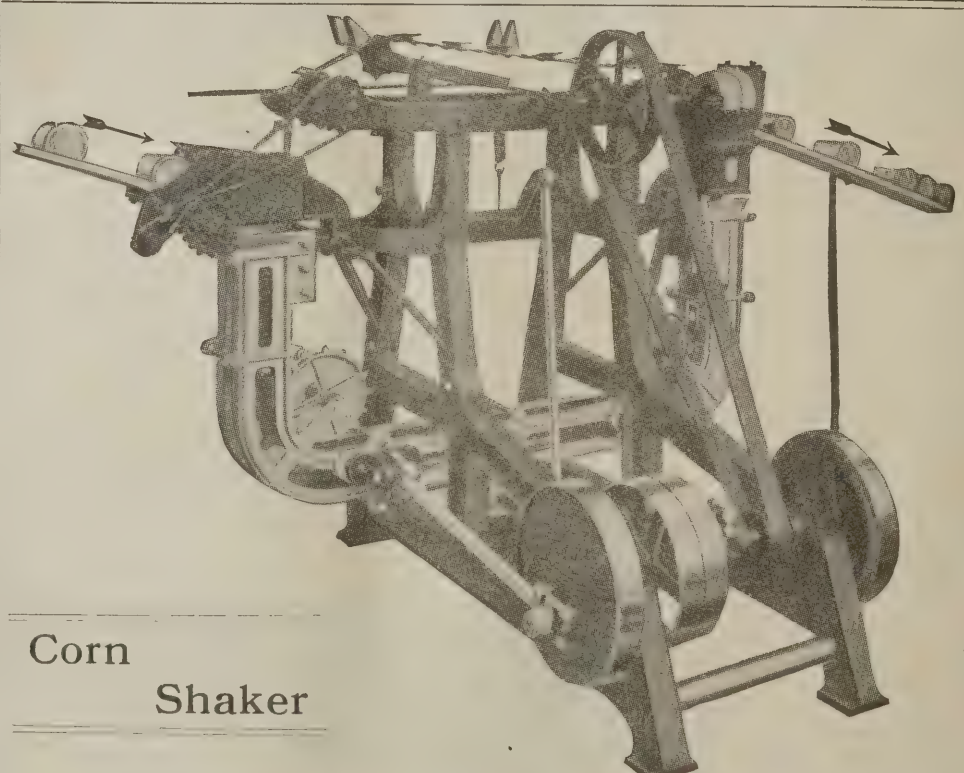
These are the three leading vegetables in Maryland. The last census reported tomatoes in Maryland on 58,083 acres with a value of $4,286,591. The same report showed that one-fourth of the total crop value of Maryland was in its vegetables, and in the Maryland list the tomato was second. Thus in bulk the tomato looms big. And it is even more interesting in its various merits. Let us quote from the Massachusetts experts. The tomato is a good appetizer, the richest of all foods in the vitamines and of great value in the feeding of children and as a protective food for elderly people. Tomatoes place a minimum tax on the digestive system. And the praise proceeds:

> Besides its richness in vitamines, the tomato contains three important acids—malic acid, the same as that which is present in apples; citric acid, the wholesome acid that exists in lemons and oranges, and phosphorc acid. Malic where fresh fruit and vegetables are indicated; citric acid is beneficial to the kidneys; phosphoric acid is valuable when neuralgia and other disorders of the nervous system are present.
>
> Finally, the tomato is as nutritious canned as when served raw. It is a vegetable of parts.

If canners were more "on their toes" and playing th game as they ought to, striving to further their own interes and eager to make converts to the use of canned foods, the would call on their local papers, show them articles like this and be surprised to find the publishers glad to get them an eager to learn more about the goods. Help popularize canne foods by making your local people know what they have i their midst—an up-to-date cannery, producing fine foods.

ARGENTINE GOVERNMENT BUYS MEAT-PACKING PLAN

SUBJECT to the confirmation of the legislature, the sale o the Anglo South American Meat Packing Establishmer (owned by the Vestry interests) at Zarate to the gover ment of the Province of Buenos Aires is reported at the Arge tine capital. According to Consul General W. Henry Rober son in a report to the Department of Commerce, the sum in volved is said to be approximately 1,500,000 pounds sterling The plant is equipped to slaughter 1,500 cattle and 4,000 shee daily, in addtion to 300 cattle for canning purposes. It has i own port and comprises an area of 375 acres, is well equippe and capacious and is regarded as one of the most moder meat-packing establishments in the country.



Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner :-

If you are troubled with Black Discoloration in your corn here is a remedy- use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

AYARS MACHINE COMPANY --- SALEM, NEW JERSEY.

Brown Boggs Co. Ltd., Hamilton, Ont. Sole Agents for Canada.

The Saving Makes It Possible

for you to keep your increasing stocks fully insured against fire loss at an extremely low net cost.

In the Canning Industry values increase very rapidly during a short period, and Canners are realizing more and more the wise business economy of keeping these values fully protected against destruction by fire.

CANNERS EXCHANGE SUBSCRIBERS
AT
WARNER INTER-INSURANCE BUREAU

provide this protection at a cost so low as to make it ill-advised for any Canner to assume even a small part of his own risk.

There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

Protect your values fully and your savings will increase proportionately.

Address Your Instructions To

Lansing B. Warner, Incorporated.
155 E. Superior St.,
Chicago, Ill.

Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—Style F. Wonder Cooker.
1—40x60 Closed Retort.
6—40x72 Closed Retorts.
1—40x60 Open Kettle.
1—Small Laboratory Retory.
18—3 tier crates.
30—5 tier crates.
1—8 Disc Sprague Hawkins Exhauster.
1—35 H.P. Buckeye Horizontal Engine.
1—New No. 10 Ayars Single Rotary Measure Tomato Filler.
1—New No. 3 Ayars Single Rotary Measure Tomato Filler.
and other "used" machinery.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Model B No. 3 Burt Labeling machine in perfect condition, price right.
John W. Bay & Co., Perryman, Md.

FOR SALE—One practically new Monitor Bean Cutter, only been used few days.
Roane Co. Pkg. Co., Rockwood, Tenn.

FOR SALE—Cheap - one - 50" diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.
Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—A lot of 5 gallon cans, also No. 2, 2½, 3 and 10 in cases, all new from bankrupt stock.
Peoples Savings Bank & Trust Co., Halls, Tenn.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed, 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsfords and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 crop.
Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory, which is now in operation. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that are working satisfactorily. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated. H. P Strasbaugh, Aberdeen, Md.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—First-class man to work in can shop on Double Seamers Only those fully qualified need apply. Prefer man who is handy on other machines. Addre-s Box B-1087 care of The Canning Trade.

WANTED—A really first class Chef with expert knowledge of the manufacture of all tinned, bottled and packed food stuffs. Must be man of wide experience, capable of inventing new recipes and able to control large staff. Good salary to the right man. Fullest particulars must be given. Address Box B-1089 care of The Canning Trade.

CAN SALESMAN—Man wanted for excutive position in Sales Department of large can manufacturing corporation. Prefer experienced can selling man having good knowledge of plain and lithographed cans who is willing to travel and available NOW.
Address Box B-1093 care of The Canning Trade.

WANTED—Mechanical repairman, one who is familiar with the Angelus Double Seamer.
Address Box B-1094 care of The Canning Trade.

High class canned foods saleman will entertain offer from reliable broker or canner. Address Box A-1096 care of The Canning Trade.

WANTED—Canning factory superintendent. Man with experience on Peas, Corn, Kraut, capable taking charge canning factory in Middle West. One who has had similar experience with good concern, and who knows how to pack quality goods. Should have working knowledge of field work to successfully handle position. Only men with clean and successful records need apply. Give history, age married or single, and salary wanted in application. Address Box B-1095 care of The Canning Trade.

WANTED—General machine man having experience with full line canning machinery and capable of keeping same in repair. Year round position in Baltimore. In reply, give age, experience and salary expected. Address Box B-1092. care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position in the South as manager or superintendent. Successful packer of Sweet Potatoes, Tomatoes and other vegetables. Capable executive, builder, and mechanic. Wish position where I will have opportunity to make permanent connection. Available August 1st. Address Box B-1086 care of The Canning Trade.

Connection wanted as Superintendent or General Foreman by dependable American with sound executive ability, in manufacturing of cans. Successful handler of help setting up machinery, and increasing production. Last 12 years with large can manufacturing concern. Can furnish satisfactory credentials. Age 43. Married. Address Box B. 1088 care of The Canning Trade.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

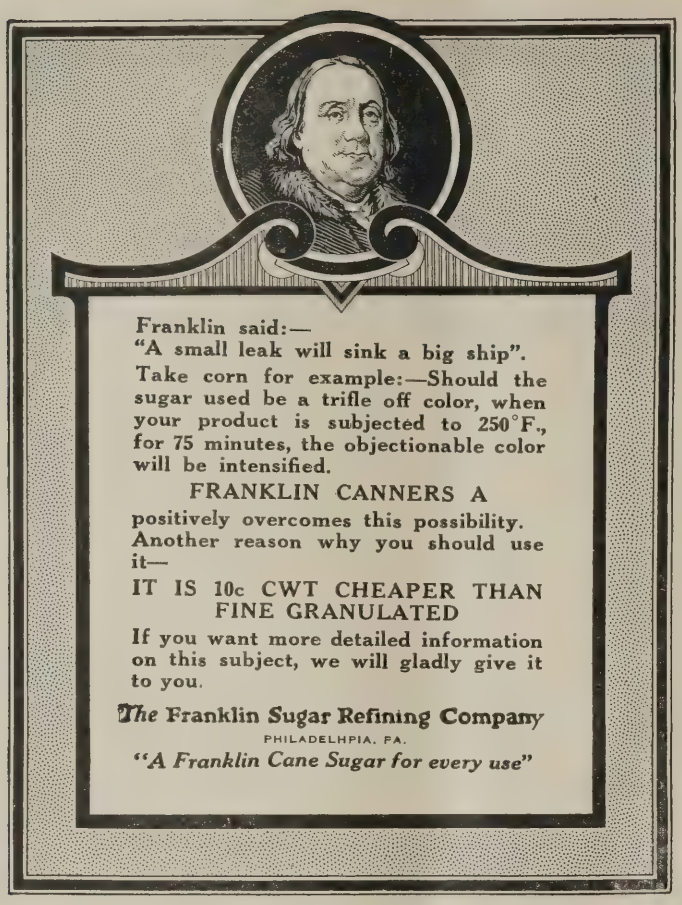
TO THE MANUFACTURER OF TOMATO PRODUCTS
A complete analysis of each batch of your pulp and catsup will aid materially in its sale.
Special rates on daily counts.
LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

THE PERFECT DRY PASTE
JELLITAC
Made from wheat
Send for sample
Arthur S. Hoyt Co.,
90 West Broadway New York City
PASTE IT WITH JELLITAC IT STICKS



THE 1923 DIRECTORY OF CANNERS
A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.
Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.
NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED



Franklin said:—
"A small leak will sink a big ship".
Take corn for example:—Should the sugar used be a trifle off color, when your product is subjected to 250°F., for 75 minutes, the objectionable color will be intensified.

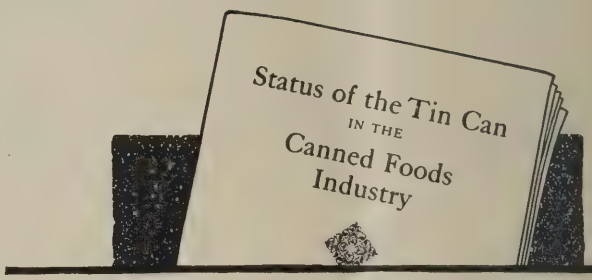
FRANKLIN CANNERS A
positively overcomes this possibility. Another reason why you should use it—

IT IS 10c CWT CHEAPER THAN FINE GRANULATED

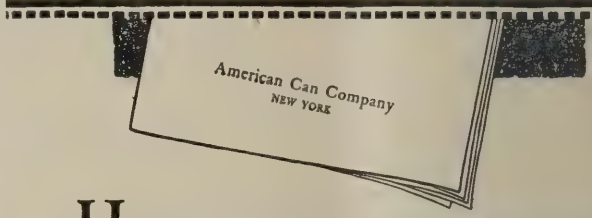
If you want more detailed information on this subject, we will gladly give it to you.

The **Franklin Sugar Refining Company**
PHILADELHPIA, PA.
"A Franklin Cane Sugar for every use"

—CAN PRICES—



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company



Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

CALIFORNIA PACKING CORPORATION
San Francisco CALIFORNIA

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	....	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.10	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.00	¶.90
Std. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
Std Shoepeg, No. 2, f.o.b. Balto.	Out	Out
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.20	Out
Fancy Shoepeg, f. o. b. factory.	1.40	Out
Std. Crushed, No. 2, Baltimore	.95	¶.95
Std. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
Ex. Std. Crushed, No. 2	.95	Out
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	1.10	Out
Standard Western, No. 2	....	1.00

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶ .90
12 Kinds, No. 10	4.50	4.50

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	1.35	Out

PEAS†—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	Out	¶1.10
Standard, No. 10	4.50	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.82½	¶.85
Standard, No. 2½	.95	¶1.00
Standard, No. 3	1.00	¶1.05
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	.95	1.05
Standard, No. 2½	1.25	1.35
Standard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	.95	¶ .90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	Out
Standard, No. 10, f.o.b. County	3.85	Out
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.25	Out
Standard, No. 3, f.o.b. County	1.22½	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.85	.97½
Standard, No. 2, f.o.b. County	.80	¶ .95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.55	Out
Standard 1s, f.o.b. County	.52½	Out

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.80
Hawaii Sliced, Standard, No. 2½	3.40	3.40
Hawaii Sliced, Extra, No. 2	3.00	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10	....	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.25	....

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	Out
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	3.50
¼ Oil, Key	4.00
¼ Tomato, Key	4.00
¼ Tomato, Carton	....
¼ Mustard, Keyless	3.50
¾ Mustard, Keyless	4.50
California, per case	....
Oil, ½s	3.75
Oil, ¼s	....
Oval, No. 1	4.30

TUNA FISH—White, per Case

California, ¼s	....
California, ½s	....
California, 1s	....
California, ½s, Blue Fin	7.75
California, 1s, Blue Fin	Out
California, ½s, Striped	6.00
California, 1s, Striped	11.00

THE CANNING TRADE

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The Markets

BALTIMORE, SEPTEMBER 17, 1923

WEEKLY REVIEW

Market Weakness in Tomatoes All Due to Need of Money—Tomatoes Should Be Strong—Heaviest Canning Season Now Here—Corn Pack Will Not Be Up to Expectations—Peas in Strong Position—Fruits Are Gaining in Strength.

CUSSING THE EASTERN TOMATO CANNER—Just about all the rest of the country, outside of the Tri-States territory, is busy, right now, damning the tomato canners of this last-named locality because of their lack of backbone as evidenced in the price-cutting on new-packed tomatoes. All the rest of the country is worried how to get up enough tomatoes to fill contracts now on hand, and hence there is nothing like a cut price to be noticed, and, if the truth were told, tomato canners in the Tri-States who sold any amount of futures are not yet out of the woods. But it cannot be denied that tomato prices have been cut this week and the latter part of last week. Nothing unusual in this, of course; it is just the same old recurrence of every tomato-canning season—when the fellow short on cash uses up his little pile, he is forced to go on the market and sell some of his product, no matter what the price, or what happens to the market, so that he can get some more money to pack some more goods. No use raving or gnashing your teeth about him—he's there, and always will be there. The fellow to be pitied is the canner, with sufficient financial backing, but with no business judgment at all, who allows himself to be carried away by the impecunious canner and who sells his goods along with "the hard-up." He knows, or he ought to know, that the "hard-up" has no choice; that the amount of goods thus sold, and often the quality, is very low; and if he could stop to think, he would see that if he left the market to this "hard-up," his wants would be supplied, and he would be out of the way as a disturbing element. But that isn't the way tomato canners operate, as a rule.

While there has been a nice little glut of tomatoes this week and the latter part of last week—beautiful stock coming in in good quantities and keeping all tomato houses busy—not only in the Tri-States, but pretty much everywhere just now, everyone knows that it would take an extreme prolongation of this glut to overpack the market. Before that time can possibly come, frost will be here, even if the tomato plants had the fruit on them to continue their yields—and they haven't. It is all ripening pretty much at once, but a kindly Dame Nature—as is always her wont to take care of the canners—is checking the rush of the ripening tomatoes by cool nights, heavy dews, some rains and other weather tricks which serve to hold back the flow, make the tomatoes better and give the canners a chance, with their lessened labor supply, to handle the tomatoes well. It will be time enough to worry about this "glut" after it has passe its first month, not in its first week. The New York trader wh can paint the world red with two baskets of tomatoes, and wh at the sight of a scowload of tomatoes will run yelling that th deluge is on, will do well to quiet himself and think and reaso sanely that to produce the needed 15,000,000 cases of canne tomatoes the factories must work hard and long, night and day for about six weeks. That means about two and a half millio cases a week. Now we've had one week of it, and we need fiv more weeks.

Prices on new-packed canned tomatoes have gone off thi week to No. 1s, 52½c; No. 2s, 80c; No. 3s, $1.22½; No. 10s, $3.85 and there are reports of prices from 2½c to 5c per dozen les than these prices. There has been no amount of goods sold a these prices, because the buyers are taking in their futures an are not buying spots. Most canners will not touch business a these prices; in fact, it is next to impossible to get business placed at such figures, for there ought to be plenty of buyers who are too smart to pass up such a gift. From other sections than the Tri-States the reports come that the tomato pack wil run from 60 to 75 per cent of normal, and all expect the season to end quickly. All prices in the West and elsewhere are held very firm, with tomato canners refusing to consider further business.

CORN—All reports say that the corn pack is making nice progress and is of very fine quality, but that the yield is disappointing. It begins to seem certain that the corn pack cannot run above 75 per cent of expectations, and the market needs more than this would produce. Maine is getting into its corn, but the cold weather that has been moving across the country from the West, with snow in upper Michigan and very low temperatures in Northern United States and lower Canada, make the outlook very uncertain for Maine and for some other corn sections which counted upon the late crop. Temperatures ranging in the low forties are not good for the corn crop, and it begins to look as if we might expect fall and early frosts. Illinois seems to be the only State that expects anything like a fair pack this season, and that State is always sold up as futures. Iowa will fall short of its normal pack, according to report, by 25 per cent or more, and other corn sections say the same thing.

The corn market holds very firm, with a tendency to higher prices. The figures will be found on their regular page, and there is no need to simply pad out this by quoting the numerous prices there given. Suffice it to say that the corn market is unchanged in prices this week.

BEANS—The string bean crop has had a hard time of it this summer, and as a result good beans will be found good property this fall and winter. No section seems to have been able to get a satisfactory crop and pack, and the season, except for some small fall string bean canning, is over. On the other hand, the dried bean market has been weak and the prices easy. As a result, baked beans of all kinds have ruled dull and the prices low. The market for all kinds of beans has been very quiet this week, and there are no changes to note in quotations.

Lima beans have attracted more canners this season than usual, and there will be quite a good-sized pack, of fine quality, and the prices are ruling low. It is certainly an unusual thing when lima beans can be quoted lower than standard peas, but that is seen this season.

PEAS—Spot stocks have worked down to such small compass that the holders of any surplus feel very secure in their position. Buyers know that if they want peas they must pay the price and not argue. There are no changes to be noted in the market this week.

KRAUT—Those who cut kraut are complaining that the market stall demand for cabbage is so strong that the prices are kept out of their reach. Canners of kraut have had to wait for their contracted cabbage, and that is not yet ready. Everything seems to point to a shortage in canned kraut this season, as against a heavily increased demand.

PUMPKIN—This will soon be coming upon the tables, and from what we can understand the crop is in very good condition. Pumpkin is heavily packed only in one or two sections, and they see to it that a fine article is produced to fill the orders usually on their books in advance. Pumpkin must be of good quality or it had better not be packed at all. No. 3 size of pumpkin is marked out of quotation this week.

FRUITS—There are some fine peaches coming to market now, but are high in price, and the canners are too busy with tomatoes to give them much attention. In the West peaches are being packed on order, and already we hear complaints of shortages in jobbers' stocks of the medium and cheaper grades of peaches and other fruits. The chances seem good for fruits to recover completely this fall and to pass into the strong and high-priced class.

No. 10 apples are quoted at very low prices, and the canners are not attracted. Unless demand improves, the canners will touch them very lightly, if at all. The fruit packs in New York State are well mentioned in our crop reports.

OYSTERS—The new season opened with September 1st. Very few are coming to market, and the prices are considerably higher for raws than last season.

NEW YORK MARKET

Business Active—Tomatoes Weaker—Corn Lower—Fruits Stronger—Standard Cling Peaches Scarce—England Not Buying Canned Foods—Sardine Situation Badly Mixed—Canned Prunes Gain Favor—An Observation on the Swell Claims. Notes.

New York, September 13, 1923.

BUSINESS ACTIVE—Despite the absence from the market of many Jewish buyers this week, owing to the two Jewish holidays, there has been an active demand for canned foods, and the market has livened up considerably Distributors are now operating on a more extensive scale, and transactions are in larger volume.

Tomatoes Weaker—With the tomato glut now on, the market has weakened for prompt shipment, and is now quoted at 52½ cents for 1s, 80 cents for 2s, $1.20 for 3s and $4.00 for 10s. It is reported, however, that business on 10s has been confirmed at $3.90 per dozen, although canners have turned down bids at $3.75. Buyers are watching the market carefully, and those distributors who did not operate extensively on futures are now picking up tomatoes wherever offered at bargain prices.

Corn Also Declines—Standard corn has also weakened under selling pressure, and is now available at 85 cents per dozen, f. o. b. Maryland cannery, although many packers continue to quote at five cents over this figure. There has been a good business in standard corn, stocks in the hands of distributors being light.

Canned Fruits Strengthen—Considerable interest attaches to California fruits this week. The California Packing Corporation yesterday announced that it had withdrawn prices and offerings of No. 1 choice cherries, No. 1 choice pears, and No. 2 choice pears. It is also reported that further withdrawals are in order during the next few days, and it is believed that some advances in prices may be scored.

Standard Cling Peaches Scarce—Standard cling peaches are extremely scarce in first hands, and the market is stronger as a result. One of the leading independent packers, during the early part of the season, informed the writer that he would pack only enough peaches this year to take care of the orders he had on his books, and would not pack any surplus. A report today from this packer, showing the spot fruits he still has to offer (which, by the way, are very limited on all varieties) show that standard cling peaches are entirely out. Judging by the firmness in the market on the coast, other packers are in a similar position.

The British Market—Great Britain is normally a heavy buyer of California canned fruits. This year, however, England has bought practically nothing, and is not expected to be a factor in the American market until late this winter or early next spring. British buyers have fairly large stocks of California canned fruits on hand, and in addition are carrying a heavy supply of Australian fruits. Australian Government representatives are seeking to speed up the movement of the Australian fruits, and it is reported that the British buyers are incensed against the California packers, being of the belief that the California postings on canned fruits, which resulted in heavy British purchasing from the 1922 pack, were misleading. Much capital has been made out of this reputed antagonism of the British buyers to California, but it is believed that the quality of the American pack will hold the British market, whatever the personal feelings of the English distributors may be.

Sardine Situation Chaotic—Reports seceived from Maine on the sardine situation show that the market is in chaotic state. Canners have paid as high as $42.50 per hogshead for fish, and the supply is inadequate even at this high price. Canners are packing now, whenever fish are available, against orders already on their books, but most of them are withdrawn from the market.

Seacoast Account to Ashenfelter—An incident of considerable interest to the local trade occurred this week when the Seacoast Canning Company announced the appointment of H. H. Ashenfelter, Inc., as their New York sales representatives. The Seacoast account was formerly handled by U. H. Dudley & Co., who recently went into bankruptcy.

Canned Prunes Popular—California canned prunes are meeting with increasing favor in the New York market, parcularly the No. 10 goods, which sell to the bakery, restaurat, and hotel trade, where they are taking the place of the dried prune in many instances. The California Prune and Apricot Growers' Association, after several years of packing and experimenting, are now canning a product which has met with universal favor, and their packing capacity is being taxed to take care of the business which is coming in.

Call For Canned Foods Weeks Support—Leslie Lieber, of St. Louis, general chairman of the Canned Foods Week Committee of the National Wholesale Grocers' Association, has issued a call to local chairmen of the canned foods week committee for co-operation during the 1924 campaign In his letter, Mr. Lieber advises: "You should call together all of the wholesale grocers and retailers and advise them of the coming campaign and be prepared to lay your plans for the campaign. The National Brokers' Association will appoint a representative in your market who will be asked to confer with you so that there will be a complete alliance with the brokerage interest representing the canners. Similar arrangements will have to be made for the coming year in reference to funds to carry on the local campaign, as was done last year. this, of course, will be subscribed to by wholesalers, brokers and retailers so that proper advertising can be carried forward during the week. Advertising material is similar to that furnished by the National Committee last year. Further information and suggestions will be forwarded very shortly from time to time."

Chains to Meet—The National Chain Store Grocers' Association convention here next week will attract considerable attention from the canning and brokerage trades. It is expected that problems of particular importance to the relations of canners and chain store buyers will be taken up at this meeting.

Another Convention—Many canners of specialty products will be represented at the annual convention of the American Specialty Manufacturers Association which will be held in Minneapolis, September 26-28, inclusive. The New York delegation leaves on a special train on Monday, September 24th, and will meet the Chicago delegation on Tuesday, the entire party leaving Chicago Tuesday night on a special train of six cars for Minneapolis.

Swells—While both the canners and the wholesale grocers have announced their platforms for the handling of swelled canned foods, no general agreement has as yet been announced. In view of this uncertainty, it is interesting to note the progress of negotiations between buyers and canners with respect to the swell guarantee clause. Packers who have a reputation as quality canners are having no difficulty in getting the buyers to regard the entire swells proposition from the canners' standpoint, while the canners who in past have packed rather indifferent quality or who pack to sell at a price are being forced to accept the wholesale grocers' terms in respect to swells. The moral is obvious.

Salmon Firmer—Red salmon has been advanced to $2.35 by a large independent, following the action of the Alaska Packers' Association in naming a tentative price of $2.35 on reds of the new pack. Pinks remain unchanged at $1.25, and chums at $1.20. It is reported that pinks have sold at concessions, and that the pack will be a good deal larger than earlier reports had indicated.

Peas Scarce at $1.25—Standard 2s sweet Wisconsin peas are scarce at $1.25, and most packers are holding at $1.30 for this grade. There are a few packers, however, who are still willing to close out small surpluses at the $1.25 price, and no general advance to the $1.30 basis can be looked for until these holders have cleared.

Notes—H. F. C. Killian, well-known broker, has returned from an extended visit to Wisconsin, where he made a thorough survey of the canned pea situation.

Joe Diflo, spot canned foods buyer for R. C. Williams & Co., is about to join the ranks of the swingers of the mashie and niblic, having accepted a challenge to do golf battle with Clarence Stewart, the label king.

George A. Mendes, prominent West Side canned foods broker, has returned from an extended European tour, looking the picture of health and happiness.

It is reported that approximately 30,000 cases of crabmeat, awaiting shipment, were destroyed by the earthquake at Yokohama.

G. W. Glick, manager of the New York office of Mailliard & Schmiedell, has left for a visit to the San Francisco headquarters office.

Harry V. Butler, well known throughout the canning trade, and for nearly thirty years connected with the brokerage trade here, died a few days ago at Memorial Hospital, of cancer.

"NEW YORK STATER."

CALIFORNIA MARKET

In Spite of Smaller Packs and Lower Prices, the Market Is Poor —Chain Stores Buying Better Than Others—Half Apricot Pack—Pear Pack Disappointing—Japan Needs Food —Rice Growers Refuse Speculators and Continue to Sell at Original Prices—San Francisco Repaying Japan's Hospitality of 17 Years Ago—The 1923 Pack of Vegetables.

San Francisco, September 13, 1923.

THE Market—The canned foods market, especially on California fruits, is scarcely as active as would seem to be warranted from the statistical standpoint. Prices are much lower than for several years, the pack on many varieties will be short, and great care has been taken not to pack heavily of grades on which there is a hold-over. Chain store buyers seem to be viewing the situation more clearly than most others, and are buying more freely, but all business seems to be of a more or less immediate nature. Canners who quoted extremely low prices to attract early business have disposed of their packs, and holdings are now being firmly held, with every prospect of early advances on some varieties. Large operators have refused t make concessions, and are well satisfied with the general situa tion, suggesting that prices are certain to advance more tha enough to cover the cost of carrying the goods. Some buyer seem to question the report of a small pack of apricots, since th crop was such a large one, but the fact remains that the outpu will not exceed 50 per cent of that of a year ago. The fruit ra to very small sizes, and high grades are even now difficult t locate. In peaches the reverse is true, the pack running to th better grades, but the pack will be lighter than last year. Th pear pack is proving disappointing, from the standpoint of th canner, there having been such a splendid shipping demand fo the fruit that growers have not made expected deliveries. I was thought that a late pack might be expected, but such ha not been the case.

Japan Needs Food—A flurry has been exprienced during th past few days in the spot canned foods market through the de mand for goods for shipment to the devastated area of Japan Purchases of condensed milk, salmon and similar goods hav been made by relief organizations, and are now on their wa across the Pacific, the first relief vessel having left five day after the news of the disaster. No increase in prices on Cali fornia products intended for shipment to Japan will be counte nanced, a splendid example in this direction having been set b the organized rice growers of the State. The demand for rice has been lagging, and a surplus holding has been offered fo some time at a low price, without takers. Following the news of the earthquake and fire, speculators immediately offered t purchase the entire lot at a substantial increase in price, know ing that it would be in demand. The growers refused to make sales to these interests, and are selling rice to the relief organizations at the price set by them originally. San Francisco business interests are turning their attention to the raising of a relief fund, but have refused to accept the quota of the Red Cross for this city. This quota is $100,000, but the goal set by the local committee is $500,000, and a substantial portion of this has already been raised, the first $100,000 having been forthcoming within a few hours. San Francisco remembers what conditions were like in this city seventeen years ago, but the suffering then is barely to be compared with that being experienced in Japan. At the time of our disaster Japan sent $250,000 for relief, and San Francisco alone plans to double this sum. The local canned foods trade is represented on the Citizens' Committee for Japanese Relief by Frank E. Booth, of F. E. Booth & Co.; Joseph Durney, of the Griffith-Durney Co., and R. I. Bentley, of the California Packing Corporation, while the canmanufacturing trade is represented by M. J. Sullivan. The American Red Cross has authorized the purchase of great stores of supplies in this city, and a number of vessels are being loaded with necessities. Shipments during the next few months are expected to tax the facilities of this port, the gateway to the Orient.

Pack Statistics—Under the direction of Preston McKinney, Secretary of the Canners' League of California, statistics covering the 1923 output of asparagus, peas, spinach, artichokes and Brussels sprouts have been compiled. The entire pack of these was made in Northern California, with the erception of spinach, of which 109,612 cases were packed in Southern California, according to figures furnished by S. W. Cunningham, Secretary of the Southern California Canners' Bureau. The pack for the State was as follows: Asparagus, 1,519,756 cases; peas, 223,923 cases; spinach, 1,383,831; artichokes, 4,323 cases, and Brussels sprouts, 3,500 cases. The output of asparagus was a little more than was generally believed would be the case, the cold spring leading many to express the belief that last year's pack of 1,239,839 cases would not be passed. Increased acreage and a longer packing season aided in making the showing. Peas showed a marked falling off from last year's output, having been 1,180,525 cases, but had crop conditions been normal the pack would have passed the million and a half mark by a comfortable margin.

Salmon—Definite opening prices on Alaska salmon have not been named by the leading interests. The Alaska Packers' Association is quoting Alaska red talls at $2.35, but the price is subject to change without notice, and is not made a general opening price. No price has been named on pinks, and none is expected for some time. Outside interests are offering pinks in this market at $1.25 and $1.30, and some small lots of reds are available at $2.25. The Griffith-Durney Co. recently issued a circular on the salmon situation, in part, as follows:

"As far as reds are concerned, the pack at Bristol Bay is over, and is 275,000 cases less than produced in that district last year. The pack of reds in Central Alaska is very short, in some places bordering on failure. Figuring the carry-over today with the carry-over of a year ago, the visible supply of Alaska reds

s at least 600,000 cases less than it was at this time last year. Great Britain bought very little Alaska salmon in 1922, but the records show that there were marketed during the calendar year rom September 1, 1922, up to date, slightly more than 2,000,000 ases Alaska red talls. In view of the fact that the visible sup- ly is 600,000 cases less than a year ago, together with the in- reased cost of packing, you can readily appreciate that packers re justified in holding reds at $2.35."

Coast Notes—The California Packing Corporation has rought joy to many apricot growers in the San Francisco Bay listrict by forwarding checks for an additional $10 a ton for ruit purchased at $25 a ton. Considerable fruit was purchased t this price, with the understanding that if market and sales onditions would warrant it, and added sum would be given. Opening prices were made on the basis of $25 a ton for apricots, ut the California Packing Corporation realizes that this meant loss to many growers and has made this substantial increase.

The Herbert Packing Co., of San Jose, Cal., which put up nore than 15,000 cases of cherries this season under a co-opera- ive agreement with the California Cherry Growers' Association, as succeeded in marketing a fair part of the pack, and it is be- ieved that there will be no trouble in getting rid of the lot. The pack in California is held to be about the same as that of ast year, while the pack in the Northwest showed a marked falling off. The membership contracts with growers expires this ear, and the California Cherry Growers' Association is conduct- ng a campaign to renew them.

G. H. Bradt, president and general manager of Hunt Bros. Packing Co., San Francisco, has received word from a sister in Japan to the effect that she had escaped injury in the Japanese disaster, having been at Kyoto, one hundred and twenty-five miles from Tokyo.

No further shipments of Japanese crab meat are expected by San Francisco importers this season, there being a need for all food products at home.

The body of John Henry Winters, who died two months ago in Alaska, has been brought to San Francisco for interment. He had been with the Alaska Packers' Association for many years and went north this season as superintendent of one of its canneries.

"BERKELEY."

ST. LOUIS MARKET

Market Improving—Demand Spotty—Buyers Seek Tomatoes at Prices Unobtainable—Missouri Pack Will Be Satisfactory—Futures Arrivals Check Spot Buying—Very Little Fancy Corn Being Offered—Peas in Fair Demand.

St. Louis, September 13, 1923.

MARKET Improves—The canned food market is better than it has been, but there is still somewhat of a quietness prevailing. The outlook, however, is brighter, but the jobbers are not buying as they should. The demand is spotty. The volume of sales, generally, is greatly disappointing because the majority of the orders call for goods for immediate use. They are limited to odd lots. This same degree of buying has prevailed for some time and as there has been a greater liquidation than replacements, it looks as if the time was not far ahead when buyers will be compelled to purchase. Fears of an overpack and low prices have not been realized. The small amount of buying has caused prices to range so close to cost of production that it would appear that an advance will surely come, when future stocking up commences.

Vegetables—Tomatoes—Buying orders for new pack standard 2s tomatoes, have been placed, but brokers cannot place the business at the prices specified. Most of the packers are holding out for more money. Spot goods are not large and are getting lower every day. Missouri canners are speeding up their pack as fast as possible and advices state the pack will be satisfactory. Buyers generally have covered for their immediate wants and trading has quieted down somewhat. Shipments of tomatoes on future orders are beginning to start and buyers are holding off from taking spot goods until the future order shipments are in and they know just where they stand on the market.

Corn—There is a satisfactory call for corn and the demand is for standard as well as the higher grades. Fancy corn from every section is in favor of the packers. Very little is being offered, because most of the canners have booked about as much business as they can fill. Advices from Maine are a little shaky. Buyers are uncertain over the situation in that state. The pack is expected to start within a few days. It is feared that frost will come before they can pack, and if it does, the crop will be seriously damaged and the pack will be cut down materially.

Peas—There has been only a fair demand for peas. Still they are holding their own remarkably well. Ever since the season opened, the demand has been so good by all lines of buyers, that nearly all the available supply of the most desirable sieves have been absorbed.

Beets—It is hard to find our beets, as in some sections the crop has run to smaller sizes, owing to the drouth.

Asparagus—There is only a quiet call for asparagus, and little shading of spot prices is reported.

Canned Fruits—Very little spot business on cling peaches is being done, most of the buyers are awaiting the coming of the new pack from California. Improved conditions are reported from that state. The price cut long done by the independents, has come to an end, and the market now seems to be dominated by the larger packers. Jobbers have not bought as much as usual, thus far this season and it is the opinion of the best informed canners, that before long, there will be a spurt of buying. It is then thought that the market will be stronger.

Apples—There is a fair demand for gallon apples with prices unchanged.

Apricots—There is not much of a call for apricots, and those sold are at former prices.

Pineapples—There is a fair demand only of business being done on pineapples, with a steady market prevailing.

Milk—The demand for canned milk is much the same as previously reported. It is of a routine tone, with unchanged prices.

Fish—According to advices received by brokers, the salmon situation on the coast remains unchanged.

"MISSOURIAN."

CHICAGO MARKET

Market in Good Shape—Big Pack Tomatoes Required as Carryover Is Exhausted—Corn Cheaper Than Tomatoes—California Producers and Growers Make Big Slashes in Prices—Western Canners to Meet November 6, 7 and 8.

Chicago, September 14, 1923.

THE market is in better shape as to buying on the part of wholesale grocers than it has been previously for two years. The retail grocers also seem to have imbibed the knowledge that there is a sellers' market in canned foods, and that if they want their fall and winter supplies of the proper quality and at the right price, they must buy now.

The situation in relation to the canned pea output has demonstrated that those who waited for lower prices did not find them, and paid higher prices, and then found difficulty in getting the grades and qualities they wanted, and frequently had to be satisfied with something they did not want.

Tomatoes Needed—It does not matter how many cases of canned tomatoes are packed this year, for if all the canneries pack to their full capacity, every case will be needed, and they will all be taken at prevailing prices, provided the canners do not try to force them on the market and break the price.

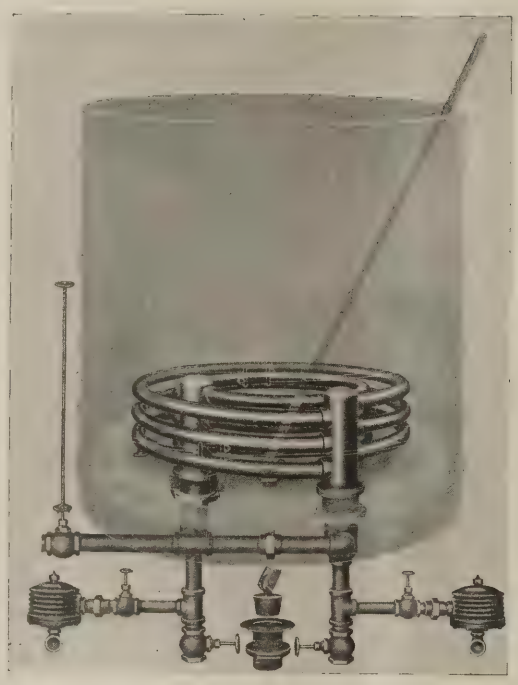
There are no canned tomatoes of the previous year's pack left and floors and shelves are empty. Twelve million cases are required to feed the consumers, and I do not think there will that many packed.

Corn Cheap—Canned corn is the cheapest of all the canned vegetables, and is even cheaper than canned tomatoes, the situation being reversed in that respect from former years, when canned tomatoes were cheaper than canned corn. The pack of 1922 is sold and gone. There are a few scattering less-than-carload lots in Iowa; a few cars in Wisconsin, or part cars; none in Ohio or Indiana, and scarcely any in Maryland or Virginia, as I am informed.

(*Markets Continued on Page 10*)

LANGSENKAMP

Kook - More - Koil



These coils have no equal for quick cooking, with their use in Cypress and Enameled Lined Steel Tanks, the average cooking time is reduced one half, also making scorching as antiquated as use of flint and tinder.

We also manufacture:

Copper Steam Jacket Kettles
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Washer, and Sorting Tables
Cypress tanks for cooking
Enamel Steel tanks for cooking
Spice Buckets
and other canners equipment.

130-142 E. Georgia St.
Indianapolis, Indiana

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SMILE AWHILE

WORKING ANGEL

Mother (to her six-year-old daughter)—Jane, dear, go up stairs and get mother's fan.

Jane—But, mother, I'm afraid in the dark.

Mother—Pshaw, there's nothing going to hurt you. Besides your guardian angel will be there.

Jane—Well, there's no use of us both going after the fan Let him get it.

HARD QUESTION

"Carry yer bag, sir?" said an eager urchin to a man or Forty-second street, hurrying toward Grand Central Station.

"No, thanks!" replied the man, shortly.

"I'll carry it all the way for a dime," persisted the lad.

"I tell you I don't want it carried!" retorted the man.

"Don't yer?"

"No, I don't!"

"Then what are you carrying it for?"—The Continent.

"Well, nobody cares for me. I guess I'll have to go out in the garden and eat worms." Bessie, aged four, had heard her father jestingly make that remark a number of times without any other response than to love him vigorously, but there came a day when she asked in a whisper: "Daddy, do you like worms?"

"Well, I can't say that I do," was his laughing reply.

"Neither do I," confided Bessie.

FASHION

"Odear, odear, odear," sighed Mrs. Gimme, "here the fashion experts say a woman must have one corset for each gown. What shall I do?"

"If I may suggest, dearie," said Friend Husband, "you got one corset, ain't you? Well, then, all you gotta to do is just sell your extra gowns an' you're in style again."—Richmond Times-Dispatch.

POLITE TO THE LAST

Warden (to murderer in electric chair)—Is there anything you would like to do or say before I push the fatal button?

Thoughtful Murderer—Yes, kind sir, I would like to get up and give my seat to a lady.—Punch Bowl.

HOPE IT ISN'T A SHOOTING STAR

He—Mademoiselle, you are the star of the evening.

She—You are the first to tell me so.

He—Then allow me to claim my reward as an astronomer.

She—How so?

He—To give my name to the discovered star.—Felix Kohn, Paris.

HIGH LIVING

Over across the big pond they claim that all Americans are either fools or cranks and that is the reason why they are always charged more than visitors of other nationalities. To prove this, Parisians tell stories like the following:

An American called at a hotel one day and asked what the charges were, and was told that they were 30 francs on the first floor, 20 on the second and 10 on the third.

"Thank you," said the traveler, and turned to go.

"Doesn't that please you?" asked the landlord, unwilling to lose a guest.

"Yes, your prices are all right," was the reply, "but your hotel isn't high enough."—St. Louis Star.

QUALIFIED AS PURCHASER

Two south-end residents were discussing pre-prohibition days when saloons were plentiful along Columbus street. One of them was able to recall a very vivid experience which had happened to him when he was about twenty-two years old.

"I was standing out in front of a saloon on Front street when a man came out of the saloon, walked up to me, and in a very serious mood attempted to sell me a green giraffe."

"Well, what did you do?" his friend asked.

"Oh, I went into the saloon, bought a couple of drinks and came out and bought the giraffe."—Columbus Dispatch.

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIAL

HERE'S GOOD NEWS—One of our good friends, noting our editorial remarks last week, feared that we were growing weary of the discussion on this matter of the Swells Allowance, and, in Biblical terms, admonished us not to grow weary of doing good, but to keep on with the good work, to the end that the industry might understand the very "innards" of this proposition. He figures it out in this way: There are about five billion cans of foods produced annually; but let us take about half of this amount and call it one hundred million cases at an average valuation of $4.00 per case. This represents a total value of $400,000,000. One-half of one per cent on this amounts to $2,000,000. Careful computation of the actual losses back over a period of years as long as ten, together with laboratory and scientific data, would show the losses due to swells on this amount of goods as about $400,000. Therefore, an allowance of half of one per cent would mean a pure gift of $1,600,000 to the buyers every year. It actually amounts to more; but that is a quite tidy sum, and is the underlying motive for the big drive now on to get that flat allowance. That is what all parties at interest, except the canners, are striving to save for the industry. It is a right nice morsel to turn under the tongue, well worth complete digestion—and it is real, not visionary. When the canners grasp this fact there will be no further argument heard about a flat allowance of half of one per cent.

CROCODILE TEARS—When the proposition to establish zone warehouses in which to store swelled canned foods, under Government supervision, but subject to inspection and examination by the canners, was made, the jobbers, with tears in their voices, begged the canners not to go to this wanton waste of good money, not to incur this evtremely heavy expense—and it was even hinted for the benefit of the backward-looking canners—that it was just another move to establish another bureau in the National Canners' Association, with fat salaries attached. There are so many "backward-looking" canners in the industry, and so many trained in the art of biting the hand that feeds them, that this latter bait was taken eagerly; and when we first heard of the warehouse, our first thought was of the cost, we will admit. But when the jobber becomes solicitous about losses by canners, we know it is time to stop, look and listen. The words of Shakespeare in his play "Julius Caesar," just before the murder of Caesar, come back to us: "Cassius doth bow too low." And so we set out to look and to listen in this matter of the establishment of warehouses, and here is what we find:

> The Advisory Council of the National Canners' Association favors the plan; the Bureau of Chemistry will sanction the warehouses; most State food authorities are in hearty accord with the plan, and some of them enthusiastic about it; 13 regional warehouses have already been decided upon, and others will be added as required, and the present staff of the National Canners' Association, through the Research Laboratories, without addition, will be able to make the examination of the goods in these warehouses, and will do so. (Thus it will be a scientific, official investigation.) If other warehouses have to be opened, and should it happen that cases of spoilage should develop in unusual numbers, it might be necessary to appoint an assistant. But this latter is unlikely, and the present indications are that the Association force as it now stands can handle the examination of the goods and pass upon them, and it would be a foolhardy person who would question the findings of these scientists.

We think that is good news, because it means a thoroughly satisfactory settlement of this long-muted question—satisfactory to the man who seeks only reembursement for actual losses, and does not try to make a profit out of misfortune; and it brings into the examination of these swelled goods the power and certainty of scientific research, and eliminates inexperience, guesswork—and worse.

It means that where the canner is at fault he will have to pay for his mistake. It likewise means that where the wholesaler or jobber maltreats the goods while in his possession, the canner will not have to pay for such maltreatment. How long the buyers will submit to this scientific determination of their swell claims we do not know, but your guess is as good as another's. Our guess is that they will stop quite short; that the jobbers will begin to exercise some care other than the saving of a penny or two per dozen in the purchase of canned foods; that guarantees to the retailers, now very scarce, will become totally extinct, and that claims for spoilage of canned foods will be absorbed just as the jobbers absorb losses on almost all other items as a matter of business. Then will come the day for the careful canner of quality goods, and the absence of all this bickering and argument over a trifling amount of goods. Isn't that good news? It is not coming; the warehouses have been established and the thing is here. It is only for the canners to make use of it.

A NEGRO FEAST—Do you know what a negro feast is? In case you do not, we hasten to explain that a negro feast is one of the imagination; one which makes the negro lounger on the New Orleans levee say to another lounger: "Gee, I wish I had a million watermelons," to which the other replies: "Well, George, if you had a million watermelons you'd give me a hundred, wouldn't you?" "No, I wouldn't give you none." "Ah, you'd give me ten, wouldn't you?" "No." "Well, just one, wouldn't you?" "Look here, nigger, if you'se too lazy to 'magine your own watermelon feast, you don't deserve none." Here is a literary banquet—the only kind editors can afford in the days between Conventions, prepared by Henry L. Mencken, whom everybody loves and everybody cusses, but everybody reads in The Baltimore Evening Sun; and because many of our readers have experienced the delights of the hotel he mentions, we believe all will read what he says with as much delight as we did.

He was speaking of poor meals and poor hotel service, and he said in the Evening Sun of September 17th:

"What is the matter with our keepers of inns and eating-houses? Do they believe that travelers who come to Baltimore come to eat precisely the same banal rubbush that is dished up to them in Omaha, Kansas City, Philadelphia and Albany? Do they think that their customers actually prefer the cookery of Pullman dining-cars? If not, then why do they cling so absurdly to the same old round of obvious and impossible dishes—the same dreadful soups, fish entrees, joints and sweets that are everywhere on tap in this god-forsaken land? Why do they offer bogus sole and Long Island bluefish, when Norfolk spots are so much better? Why do they offer insipid roast lamb, when roasted Maryland ham stands to it as Betelgeuse stands to a wart? Why clammy, imitation French pastry, when Maryland pies, made by honest blackamoors, are the best in Christendom? Why broiled lobster, which only harlots eat, when steamed Chesapeake crabs are a million times as delicate and charming? Why, above all, bad pseudo-French bread and rolls, when the home-made bread of this imperial Free State has been famous for 300 years?

"Permit me to say at once that, in all this tirade, I specifically except the Rennert Hotel, and, perhaps, to avoid controversy, one other. At one period of my life, when I was younger and happier, I lunched at the Rennert every day for five years running. In all that time I never drove a tooth into a bad dish, and in all that time I never saw or heard of a dish that was not thoroughly and unmistakably indigenous. The cooks at the Rennert, all of them Aframericans of a very high tone, not only do not know how to make French sauces, German soups and Italian Ragouts; they look upon all such things with inexpressible loathing; their one and only aim is to cook Maryland victuals in the Maryland manner as well as it can be done by mortal hands.

How many times I have taken strangers to the Rennert for lunch or for dinner! And how many times I have seen them melt and sob over a plate of Chesapeake shad-roe with bacon, or a fragrant mess of jowl and sprouts, or an oyster pot-pie, or a platter of boiled turkey with oyster sauce (it is to the common roast turkey of the United States as Rudolfo Valentino is to Cal Coolidge), or a slice of Virginia ham with new cabbage, or a large tray of fried chicken with corn cakes, or a Susquehanna wild duck delicately done, or a bowl of chicken gumbo soup, or, best of all, a tub of crab soup, either creamed or shore style! Eating such things, to most Americans, is a colossal experience. they never forget it. Today, which happens to be my birthday, I have received at least 100 affectionate picture postcards from former guests. Some of them have not enjoyed the honor of eating at the Rennert since 1912, and yet they are talking of it yet. And for a plain reason. When strangers come to Baltimore, they want to tackle the delicatessen that, in more civilized days, made Baltimore famous. They don't want to feed on cold consomme, chicken a la king, French pastry and endives. They don't want spaghetti and sauerkraut, sauce Bernaise and Bohnensalat, Linsensuppe and roast beef. These things they can get anywhere, in all bad American eating-houses. What they want in Maryland is the whole incomparable repertoire of Maryland masterpieces—Maryland beaten biscuit, Maryland soft crabs, Maryland oysters, Maryland fried chicken, Maryland duck, Maryland hog-meat, Maryland cabbage, Maryland blackberries in Maryland pies."

Is it any wonder Maryland became the mother of the canning industry, that all our citizens in other States might partake of Maryland's incomparable foods?

NEVER TOUCHED HIM

A young man, springing into an overcrowded moving train, trod on the toes of an old gentleman in a corner seat. "I'm very sorry," he said.

Old Gentleman (hand behind ear)—Eh?

Young Man (more loudly)—I beg your pardon.

Old Gentleman—Eh-h-h?

Young Man (shouting)—I trod on your foot. It was an accident—an accident.

Old Gentleman (catching last word only)—An accident! You don't say so! Anybody hurt?

SWELL WRONGS

[Note—The following is from one who has very carefull followed the discussion of the flat allowance for swells, and wh has become so wrought up over it that he broke out in verse.—The Editor.]

There is going the rounds a
Poem inspired by the gay
Distributor opposed to the plan
Of inspecting every "suspected" can.

This comes as an aftermath, a
Hangover from distributors gay
Who seem to fear the warehouse plan
Will make less likely the "suspected" can.

'Tis true returning the label
Makes them doubtless quite able
To claim many a "suspected" can.
Therefore, why the warehouse plan?

Of course, no way has been discovered
To keep the cans properly covered
With the labels, and thus prevent
Removal unless there is spoilage of content.

Why, bless you, they have a plan
Of taking care of the "suspected" can,
And that is to allow one-half per cent.
But with this alone they are not content.

Although the canner may pay and pay
The one-half per cent for many a day
And the actual swells be nothing, or less,
He's riding to a fall, a pretty mess.

Soon he will get a nice, big bill
For "suspected" cans; then's when he will
Find the one-half per cent is only meant
To cover spoilage of less than one-half per cent.

Evidently some distributors will not stay hitched
To any agreed plan. They hastily ditched
Their former agreement to submit the can
Charged with being bad to the inspection man.

I do avow that the distributors 'poet
Who with alert mind and facile pen wrote
"Swell Rites" composed the prettiest of songs,
But should have named it "Swell Wrongs."

FREIGHT RATES & SHIPPING NEWS

Traffic Bureau

THE CANNED GOODS EXCHANGE OF BALTIMORE

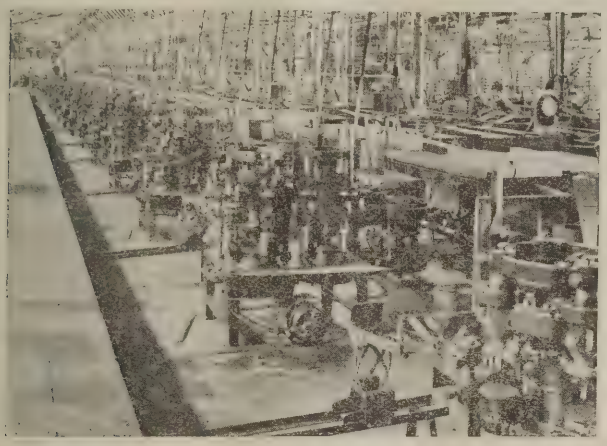
A PROPOSAL to readjust the carload rates on canned foods condensed milk, etc., from various points in Wisconsi and Minnesota to Eastern cities, is set forth in a recen bulletin issued by the Western Trunk Line Association.

Effective October 10th, reduced rate of 27½c per 10 pounds will be established by the Chesapeake Steamship Com pany on flavoring or fruit syrups, in bulk, in barrels or kegs or in jugs, boxed, in carloads (minimum weight 36,000 lbs.) from Baltimore to Norfolk, Portsmouth, Richmond and point taking same rates; also to points on the York River.

Effective October 10th, transcontinental rates on canne foods from New York piers of the Southern Pacific Compan to Pacific Coast points, will be reduced to the basis of the al rail rate from Chicago to the Coast, namely, $1.30 per 10 on 40,000-pound carload minimum, and $1.05 per 100 pound on 60,000-pound minimum. Since the tariffs naming thes rates have been filed with the Interstate Commerce Commis sion, some protests have been made against the reduction b Western shippers and railroads, but unless the Interstate Com merce Commission formally suspends the tariffs the abov rates will become eiective.

Effective October 4th, the Mississippi-Warrior Rive Barge will establish the following rates on canned foods, ca loads, from shipside New Orleans: To Chicago, Ill., 29c pe 100 pounds; to Evansville, Ind., 35c; to Louisville, Ky., 35c to Milwaukee, Wis., 41c.

"BLISS-PACIFIC" No. 81 Double Seamer



Dependable

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

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American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

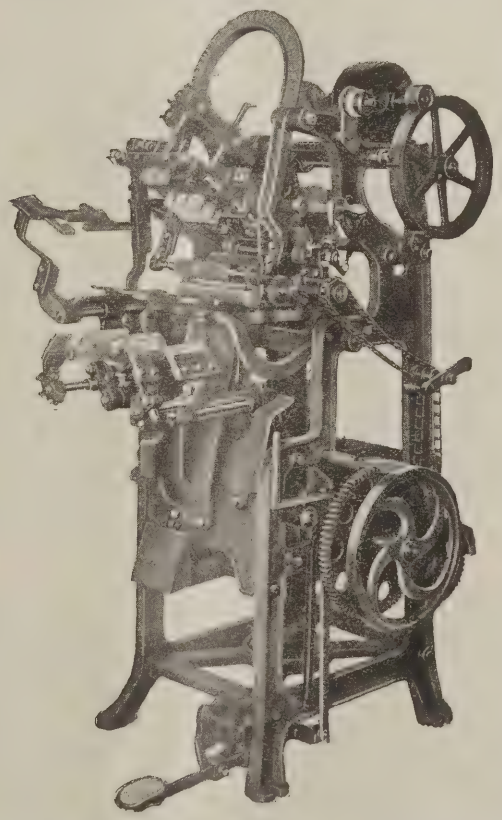
No. 388

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ERMOLD LABELERS

have "That Something" in their operation that has made them the recognized standard of the packing trade.

Your entire glass line can be SUCCESSFULLY labeled on an ERMOLD.



Edward Ermold Company

Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets
NEW YORK CITY.

Conditions Of Crops In All Sections

Crop Reports By The Canners

Take Time—

To send us a brief word, at least, as to the progress of the pack in your section to date, and as to prospects. Others are doing this, as you see below.

You welcome all possible information—Exchange, then, with your fellow canner, and here is the way.

The crying need of this industry is more information. Give a little and you will get much. Let us hear from you.

——The Editor.

Port Clinton, Ohio, September 13—Tomato crop is good, but three weeks late. Large acreage. Think pack will be short on account of weather.

Lebanon, Ohio, September 15—Nearly all packers in Southwestern Ohio had finished packing corn by the 14th of September, which was fortunate, as two heavy frosts have affected the sweet corn very much, making it unfit for canning purposes. It is estimated that the pack through this valley will be about 75 per cent of normal. It is reported that several factories have sold out their entire output, and a few will have a small surplus, which they are not willing to dispose of at the present prices.

Lebanon, Ohio, September 17—Canning season ended September 12th. Acreage about 75 per cent of normal. Good quality corn. Had heavy frosts, so was fortunate that we were almost done canning. Have small surplus.

Hanover, Ind., September 17—Both tomato acreage and crop normal. Season practically over.

Princeville, Ill., September 17—Our pack will be about 40,000 cases corn. This will be about 75 to 80 per cent of a full crop. Drouth locally is what cut our crop. A recent frost may cause us to abandon 10 to 15 per cent of our late acreage.

Lucedale, Miss., September 17—Acreage less than normal. Okra short. Beans fair. Sweet potatoes, short crop.

Elizabeth, La., September 15—Our bean acreage for 1923 spring crop increased about 20 per cent over 1922, but crop almost complete failure, due to excessive rains and cold weather. Unable to contract acreage for fall pack of beans. Farmers put most of their land to cotton, which is turning out a very poor yield. Sweet potato crop turning out very short, also. Less than half usual acreage and not over one-third of average yield.

Kaysville, Utah, September 11—Acreage of tomatoes normal in this loclity. Crop not over 75 per cent of norml. It looks as if the rush will be over this week, as the tomatoes are not on the vines. Beans about 30 per cent of average. It looks as if Utah will not have any surplus tomatoes to offer. Some canners will not be able to fill all their orders without buying.

Mayer, Minn., September 11—My factory burned to the ground on August 6th, after I had canned 5,000 cases of fancy early Crosby corn, but the fire destroyed it all. The Corn crop was very good here, and if this would not have happened I would have packed about 20,000 cases, but now I have none. Some of the corn was hauled to the Watertown factory and was canned there.

MERCHANDISE VERSUS MERCHANDISING BROKER QUESTION ATTRACTS MUCH ATTENTION

From California Fruit News

AN editorial appearing in California Fruit News a few weeks ago entitled "Brokers Cannot Satisfactorily Represent Both Their Clients and Themselves" has attracted a quite large interest among jobbers, as well as packers, in the lines with which we are concerned. We have probably never received so many personal communications upon an editorial of similar length, and all of the comments have been not only favorable, but insistent that the position taken be reiterated from time to time, as opportunity offers, with a view to as much accomplishments as possible.

It is, of course, a fact that at present the great bulk of the food brokers in the United States are purely such and are not merchandising on their own account nor concerned with any of the several subterfuges and operations taking them out of the strictly brokerage class. We believe, also, that the number of brokers operating otherwise, to the disadvantage of everyone concerned, is steadily growing less. Still, it is apparent from the corespondence that we have been getting on this article that there is much too much abuse yet of the title of broker. The National Wholesale Grocers' Association went so far as to do California Fruit News the considerable honor of reprinting in full and circulating among its members our editorial of last June on this subject.

It would seem to us that while the jobbers of the country are those most active (and have been for some time) in developing propaganda against the merchandising broker, as compared with the merchandise broker, and have made considerable headway in this, still the manufacturer or seller who appoints the broker and furnishes him with his goods to sell is the one who is really the most penalized if his broker representative is in competition with him as the owner of the same or similar goods, rather than a strictly brokerage and commission agent. Also, it is more easily within the opportunity of the manufacturer and seller to regulate this situation—where it needs improving—than any other factor.

That our readers may know what a number of people engaged in their own line think of the case of brokers who are not strictly and purely brokers, but who are concerned in merchandising on their own account in some one of the various ways that are to be noted at times, we give the following extracts from some of the correspondence reaching us on the subject as argument from trade in the matter:

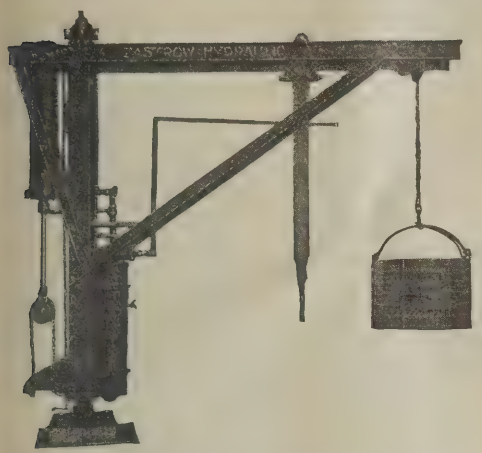
"Your article is very correct as far as it goes, but it does not go far enough. The merchandising broker is very industrious in securing orders, and is also very industrious in soliciting accounts to represent in his market. He will call on some good account that is already represented in the market in which he operates, and in order to secure this account, he will volunteer to buy one, two or three cars of goods for his personal account, provided that purchase will also carry the seller's account along with the purchase. This system has been worked times innumerable. Another evil you do not mention is that of the broker representing a number of competitive accounts. It seems to us to be hardly different, whether a broker represents himself and some client, or represents several competing clients. It is ridiculous on the face of it to expect to get the best of trades that may come in the path of your broker if he is representing five or six other accounts of the same sort. He cannot give all of them the best of his business as it comes up. I commend you for your article and hope you will keep it up until the needed benefit is derived from it."

"I was very glad to see your article of a few weeks ago on the question of brokers who operate on their own account. My own ideas on this have been very strong, and I believe it is only a question of a short time when this phase of the brokerage business will have to be faced by the National Food Brokers' Association. The solution rests both with the packers and the wholesalers, as neither is required to deal with brokers whose practices he does not approve. A broker who owns goods on his own account is naturally inclined to take any particularly attractive offer for such goods rather than what he may be selling for someone else. The whole thing is wrong from any angle, and I am glad you put your ideas in print."

"The merchandising broker buys merchandise to make money—any other theory is absurd. When he buys and sells goods, he is a merchant pure and simple, and if he wants to be a merchant, he has a right to be one. But the merchandising broker—that is, one who tries to be both a broker and a merchant—must be a broker to one buyer and a merchant to another, and the two positions are absolutely irreconcilable. He should not try to work both sides of the street. When you think of the splendid opportunities for money-making enjoyed by the broker-merchandiser, it is not surprising that the combination is attractive to some of the brightest minds in the business. Consider: he surveys the whole field of distribution, and he can be a merchant when the market advances, or he can be a broker when it declines. If there are any advantages in a dual business or personality, the broker-merchandiser enjoys them all. He can be just as much one thing or the other, as the law and his conscience will permit. He comes nearer to being monarch of all he surveys than anyone known in commerce. From the viewpoint of pure selfishness, what a grand and glorious feelin'!"

"Manufacturers, canners and wholesale grocers do not employ lawyers who represent competitive interests they do not employ doctors whose methods as practitioners they do not ap-

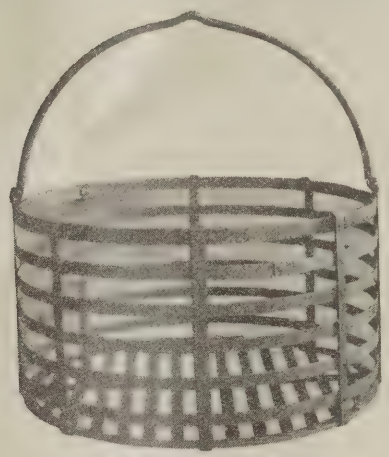
ZASTROW'S PROCESS ROOM EQUIPMENT



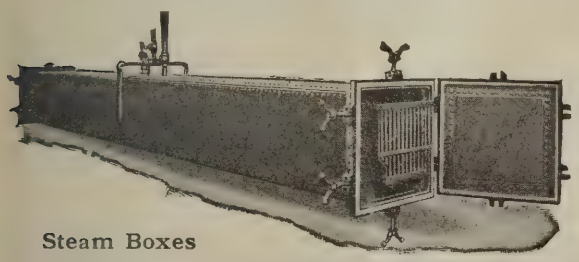
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Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes

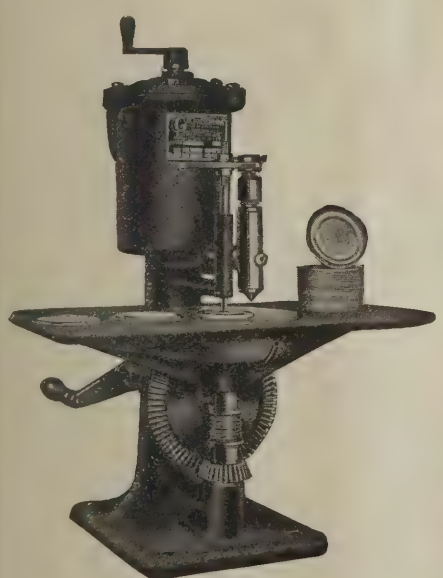


Steam Boxes

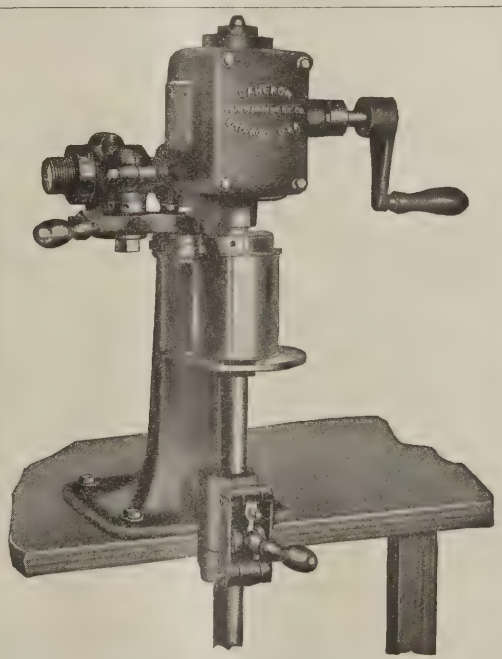
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CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

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23

prove; they do not affiliate in religion or politics with people with whom they do not agree; then why should they select for a confidential relation in their business men whom they know to be interested personally in the markets on one side or the other? Even if we ignore all the laws against deceit, and all the rules of personal and business ethics, and grant that the merchandising broker has as much right to his business and his business methods as the manufacturers and distributors have to theirs, there is absolutely no reason left why those who buy and sell for their own account should be selected to discharge the confidential duties of a broker. They will not be selected by manufacturers and distributors who are alive to their own interests and the public good."

As to a broker purchasing merchandise for his account, the minute he does that he ceases to be a broker, and at that particular moment he should cease to receive the support of manufacturers. A manufacturer who thinks a mercandising broker has his interest at heart is only 'kidding' himself, and any buyer who purchases merchandise owned by a broker does not deserve the name of 'buyer." The minute a broker purchases in the market food commodities on his own account, at that moment, in our judgment, his functions as a broker representing manufacturers cease to exist and he comes into a direct competition with the wholesale grocer, and should be classified as a wholesaler rather than broker. When a manufacturer's agent undertakes to buy merchandise on his own account, he immediately ceases to be a manufacturer's agent. You can't serve two masters."

"A merchandising broker is usually more interested in buying merchandise than he is in selling direct for the manufacturer. He is an uncompromising bear all the time on the commodities which he is accustomed to handle. While we look upon a merchandise broker as an economic necessity, a merchandising broker is a parasite upon the plant of commerce, and the efforts to exterminate him should be as vigorous as the fight against citrus cancer, scales and other plant-destroying organisms. We are, indeed, glad to see a movement in this direction started."

"I am against the merchandising broker. I do not believe that any broker should carry stock on his own account, for the reason that the temptation to sell it to any Tom, Dick or Harry cannot be resisted by the average fellow who is the owner and possessor of merchandise, especially when it will yield him a margin."

"If the merchant-brokers can succeed in securing the acquiescence of their customers among the wholesale grocers to buying and selling on their own account for any reason whatever, the bars are down—it will be impossible to distinguish between the man who is representing himself and the man who is representing his principal."

"California and the Pacific Northwest are pivotal points, and if we can get ringing resolutions condemning the practices of the merchandising broker passed by canners, packers and wholesale grocers' associations there, it will go a long way in helping to win a fight in which all wholesale grocers and all canners and packers who market their products through wholesale grocers are vitally interested. The manufacturers and canners are more interested in the subject than the wholesale grocers. In a fairly large market wholesale grocers can protect themselves against the merchant-broker by the element of competition. Manufacturers and canners living at a distance are helpless."

"We have hoped that the matter was receiving the attention of the canners and wholesale grocers of California, but we had seen no evidence of interest in the subject until this editorial. We are greatly encouraged. One or two flagrant abuses of the position occupied by the merchandising broker came to our attention several months ago. We began to correspond with other wholesale grocers, and we found that they, also, had the same idea of what was going on, and that they also considered conditions dangerous. From neglect we are suffering an important hazard to develop. More than 90 per cent of the wholesale grocers we have approached take this view of the matter."

LEAVES

By F. H. Bilderback, Bristol, Pa.

I have oft admired the verdure
Of the tree in different climes,
Basking, eating, sleeping
'Neath its branches many times.
But the leaves that I recall most,
And 'round which my memory cleaves,
Are the leaves in the old homestead—
The oaken table leaves.

CALIFORNIA MARKET

(*Markets Continued on Page 10*)

James D. Dole, president of the Hawaiian Pineapple Company, Ltd., Honolulu, T. H., arrived recently from the Islands and will shortly leave on a trip to Europe, accompanied by Vice-President and Sales Manager H. E. MacConaughey, of the San Francisco office. This concern will shortly move its local headquarters to the fourteenth floor of the Matson Building, on lower Market street, which will be headquarters for Hawaiian interests in general. "BERKELEY."

MAINE MARKET

A Blankety-Blank Season—Sardine Pack Short—String Bean Pack Uneven—Blueberry Pack More Satisfactory—Corn Season on the Bum—Severe Frost Has Killed Much of the Crop—Some Factories Cannot Start Until the 24th.

Portland, Me., September 21, 1923.

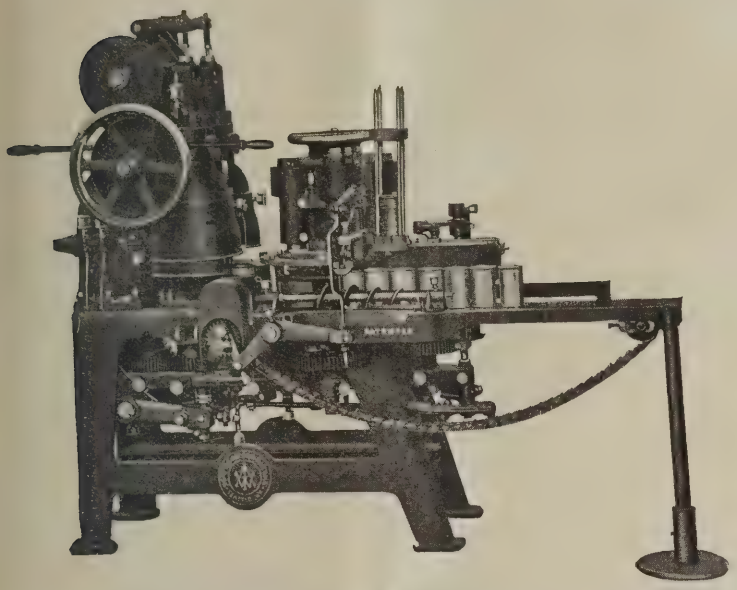
PERHAPS the best way to describe the Maine canning situation would be to leave about half a column blank. It has certainly been a blank year—or blankety-blank. There has been no branch of the industry to enjoy a successful season, and some of the lines have been utter failures. The first canning of the year was done April 15th, when the sardine season was legally opened, but to the present time work has been very light, expenses high, and all contributory conditions unfavorable. Today sardines are selling at $4.00 and better for standards (quarter oils keyless), and the current pack is not sufficient for the current demand, so that no surplus for winter consumption can be piled up. Canners are having difficulty in keeping their help for the broken time which has been necessary, and are paying very high wages at this time. The legal canning season lasts until November, and it is hoped that the run of fish may be heavier during the next few weeks.

A survey of the string bean pack shows uneven conditions in various parts of the State, which are attributed to the local showers which were enjoyed in some sections, and lack of them in others. One shop, which had never packed beans before, got a very good yield, indeed; another not far distant, where the farmers had been growing beans for years, did not have a 25 per cent yield. The lucky ones who had small sales and a good pack have been able to clean up their stock at high prices, one canner now holding a small clean-up lot at $1.35. There are several who will not be able to make full delivery on stringless beans, and the percentage varies widely with the different canners, owing to the comparative amount of sales and pack. Had the sales been up to the average, none could have made full delivery. The pack was around 50 to 60 per cent of normal.

The blueberry pack was more satisfactory in the matter of quantity and quality than any other article packed in Maine this year, but other conditions were unfavorable, and the canners are feeling far from satisfied with the season's business. Additional expense was incurred this year by an inspection system, making the packing costs high. And the market has not been as settled as it might be, so that prices have not compared with packing costs. Today the majority of the canners are quoting the opening prices of $1.80 and $8.50, others have sold at $1.70 and $7.50. The amount held in first hands is not large, but for so many, many years—in fact, right up to 1922—blueberries were always delivered short and the demand so exceeded the supply that the canners are obliged to readjust their marketing plans.

The corn season is on—on the bum. We had a severe frost on Friday night of last week, and in some sections of the State the entire crop was practically destroyed. In other sections the damage was limited to part of the acreage, and one or two fortunate locations report no serious injury up to this time. So many of the Maine canners have factories distributed over the various sections of the corn-raising belt that they will all be able to produce more or less really fancy corn, owing to this unevenness in frost damage. The writer visited several factories this week and saw some very nice corn being packed. Some factories will not begin to cut corn until at least the 24th; others began as early as the 6th, but have had no steady work. The weather man promises warm days for the next week, and that will go far to help out the present critical situation. Rain is still needed—in fact, any very hot days before we have rain will be disastrous. "MAINE."

Who Pays the Bill —



When the average Closing Machines go out of adjustment, which often happens?

There are always a few minutes time that defective seams are run, before adjustments are corrected. "Swells" and "leakers" later in the Warehouse are the result.

A TROYER–FOX Non Spill Closing Machine with its fixed adjustment and large heat treated tool steel rolls, will save a large share of this loss.

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FRUIT JUICES-CIDER-VINEGAR---

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No other agent is necessary and your product has that cleanliness and polish that brand it an unusually good product.

We make many different types and sizes of filters for clarifying all kinds of liquids.

Write for catalog.

The Karl Kiefer Machine Co.

CINCINNATI, OHIO

Seed Improvement Considered at Important Conference in Chicago.

N. C. A. Raw Products Research Bureau Reports Conference Action.

AT a meeting in Chicago on September 14th, called by the International Crop Improvement Association, careful consideration was given to plans for seed legislation and for increased activity by the U. S. Department of Agriculture on matters relating to seed improvement.

The conference went on record as approving the amendment of the Seed Importation Act and endorsing the proposal of the U. S. Department of Agriculture to expand its vegetable and field seed studies. The action of the conference and the list of organizations represented are embodied in the following resolutions:

Whereas, the International Crop Improvement Association has called together for conference officers of: The U. S. Department of Agriculture, American Farm Bureau Federation, the Vegetable Growers' Association of America, the Official Seed Analysts of North America, various State Departments of Agriculture, State Experiment Stations and Agricultural Colleges, the National Canners' Association, the American Seed Trade Association, the Wholesale Grass Seed Dealers' Association, Association of Commercial Seed Analysts;

And, Whereas, these representatives have conferred with regard to ways and means of securing better seeds for American planters and have united on a course of action;

Be It Resolved, that this conference endorse the plan for increased activity on the part of the U. S. Department of Agriculture on research and investigation looking to improvement of vegetable and field seeds as outlined in the following statement from Acting Secretary of Agriculture C. W. Pugsley:

"August 15, 1923.

"With reference to the Department's attitude on seed legislation and with special reference to the Capper Bill, criticism that resulted because of the difficulty of realizing that the Capper Bill was permissive and not a highly centralized endorsed plan for regulatory control of seed handling, has suggested the advisability of allowing the Capper Bill to lapse, suggesting instead, first, a revision of the Seed Importation Act to provide certain authority for administrative consideration of sampling and controlling imported seed and of coloring such seed as are of doubtful agricultural value; and, second, to urge upon the Director of the Budget and Congress increased appropriations for the more general sampling and testing of seed in commerce, to investigate quality and varietal purity, and to increase our co-operative work with the State experiment stations, crop improvement associations and individuals in the development and maintenance of high-quality seed."

Be It Further Resolved, that the good offices of the members of this conference be tendered the Secretary of Agriculture in supporting the Budget recommendations suggested in the foregoing statement.

Be It Further Resolved, that members of this conference recommend to the organizations that they severally represent that similar approval of this procedure be expressed promptly and forwarded to the Secretary of Agriculture.

Be It Further Resolved, that this conference recognizes the primary responsibility of the several States to their citizens in the regulation of intra-state commerce in seeds, and to the end that such commerce may be controlled effectively and with justive to all; that the so-called uniform State Seed Law as framed by the Official Seed Analysts of North America, the Wholesale Grass Seed Dealers' Association and the American Seed Trad Association, be urged for enactment in States in which it ha not yet been adopted.

Finally, Be It Resolved, that copies of these resolutions b sent to the Secretary of the United States Department of Agr culture, the Secretary of the American Land Grant College Ass ciation and the Secretary of the Association of State Commi sioners of Agriculture.

INTERNATIONAL CROP IMPROVEMENT ASS'N.

September 13, 1923.

The feeling was general that if the Department of Agricu ture were enabled by appropriate legislation and budget actio to carry out the program proposed, the results would be of ine timable value both to seed buyers and to the more progressiv elements in the seed producing and distributing trades.

The Bureau of Raw Products Research of the National Can ners' Association has been keeping in close touch with the de velopment of the Department of Agriculture plans on this whol matter. The organization of comprehensive field trials of varie ties of vegetables used by canners will be possible if funds ar appropriated by Congress to finance this important work. Studie of the nomenclature of vegetable varieties are also contemplate the result of which will be to correct the present chaotic cond tions which the same variety is often sold under many differe names. Much of the work which the Department of Agricultur now proposes to do was provided for in the Capper Bill intro duced last session in Congress. The feeling of the Chicago con ference and the expression of the Department of Agricultur indicates that if the funds needed can be furnished through th budget, it will not be necessary to seek statutory legislatio except for the amendment of the Seed Importation Act.

The Chicago conference was notable in that representative of seed-using organizations, the seed trade and farmers' organi zations for seed improvement were all able to agree unanimousl in endorsing a specific program for Federal and State actio looking to the growing and distributing of better seed.

ANNUAL CONVENTION OF THE AMERICAN SPECIALT MANUFACTURERS' ASSOCIATION

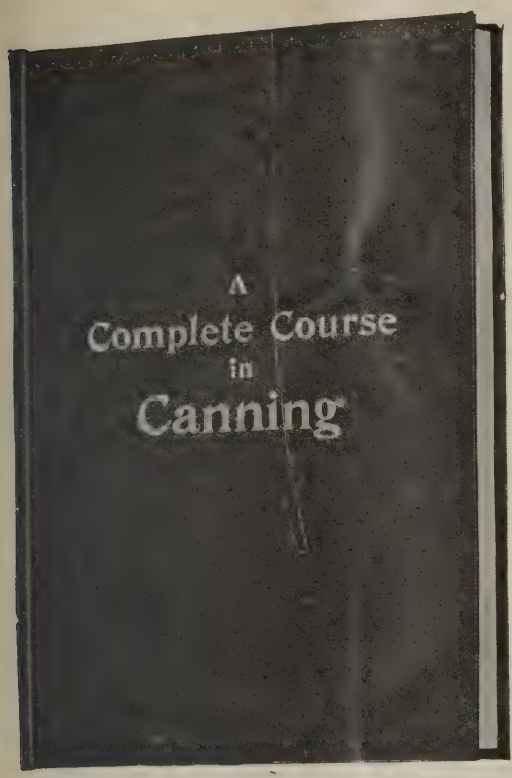
Hotel Radisson, Minneapolis, Minn., Sept. 26, 27, 28, 1923

FOLLOWING is the program of the Fifteenth Annual Conven tion of the American Specialty Manufacturers' Association While small numerically in comparison with some of ou other trade conventions, it will rank with any in importance Calling together, as it does, the leading manufacturers of th food industry, the opportunity is given to meet the men who ar directing the affairs and fixing the policies of these great crea tors and suppliers of our household needs. A splendid progran has been prepared, which includes a list of brilliant speakers, an a gala time is promised those attending this gathering of Busi ness Optimists at Minneapolis.—Editor's Note.

CONVENTION SCHEDULE

BOARD OF DIRECTORS' MEETING

A meeting of the Board of Directors,, Chairmen of Standing Committees, and Chairmen of Trade Sections will be held o Wednesday, September 26, at 6 P. M., in Room C, Assembl Room.



IT IS MORE NECESSARY THAN EVER TO

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FOODS not only rightly but *SAFELY*

GET A COPY OF

"A COMPLETE COURSE IN CANNING"

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THE CANNING TRADE

BALTIMORE, MD.

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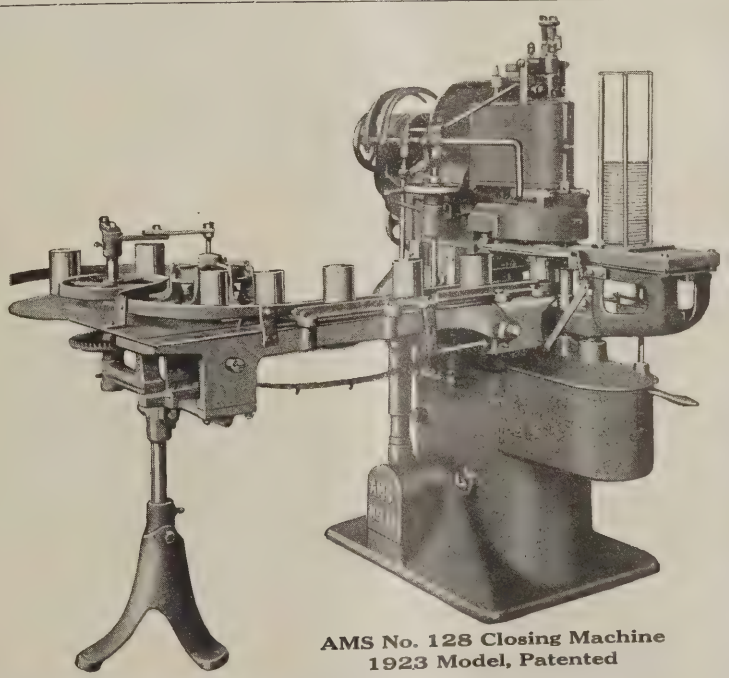
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Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

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1923 Model, Patented

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Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

EXECUTIVE SESSION

The Annual Executive Session (for members only) will be held in the Convention Hall on Wednesday, September 26th, at 10 A. M. Morning and afternoon sessions.

BANQUET

Thursday Evening, September 27th, at 7 P. M., at the Minikahda Club, Lake Calhoun.

Guests of Mr. F. E. Murphy, publisher Minneapolis Tribune, and Mr. W. S. Jones, business manager Minneapolis Journal.

PROCEEDINGS

Thursday, September 27th—Morning and Afternoon Sessions

10 A. M.—Convention called to order by Mr. W. W. Frazier, Jr., President.

Invocation—Rev. Harry P. Dewey.

Address of Welcome—Hon. George E. Leach, Mayor of Minneapolis.

Response on Behalf of the Association—Mr. Fred Mason, Vice-President, American Sugar Refining Co.

Reading of Minutes.

Address of President.

Report of Treasurer.

Report of Secretary.

Reports of Standing Committees—Legislative, Mr. F. F. Barbour, Chairman; Publicity, Mr. J. Graham Wright, Chairman; Membership, Mr. B. F. Amos, Chairman; Audit, Mr. M. B. Spratt, Chairman; Local Association of Manufacturers' Representatives, Mr. D. O. Everhard, Chairman; Trade Conditions, Mr. F. S. Eastty, Chairman; Merchandising, Mr. F. D. Bristley, Chairman; Standardization, Mr. L. McDavit, Chairman.

Appointment of Committee on Resolutions.

Committee on Nominations.

Special Committees.

SECTION MEETINGS

Lye—Wednesday, September 26, 4 P. M.

Soap—Thursday, September 27; at luncheon, 12:30 P. M.

Cereal—Thursday, September 27, at 3 P. M.

Address—Hon. E. T. Meredith, Des Moines, Iowa, former Secretary of Department of Agriculture.

Address—Mr. J. W. Herscher, President of National Whole sale Grocers' Association.

Address—Mr. Irving S. Paull, Chief of Domestic Commer Division, Department of Comerce, Washington, D. C.

Address—Mr. J. H. McLaurin, President of American Whole sale Grocers' Association.

Address—Mr. Charles Wesley Dunn, Counsel of Americ Specialty Manufacturers' Association.

Address—Miss Anne Pierce, Director of the Tribune Ins tute, New York Tribune, N. Y. City, N. Y.

Address—Mr. H. C. Balsiger, Secretary of National Ass ciation of Retail Grocers.

Address—Mr. Charles P. Whiteman, President of Natio Food Brokers' Association.

Banquet—7 P. M., Minikahda Club, Lake Calhoun.

Guests of Mr. F. E. Murphy, publisher of the Minneapo Tribune, and Mr. W. S. Jones, business manager of the Minnea olis Journal.

Friday, September 28

10 A. M.—Convention called to order.

Reports of Chairmen of Trade Sections—Lye, Cereal, So

Reports of Committees—Resolutions, Nominations, Speci

Election of Officers.

Induction of Officers.

Unfinished Business.

New Business.

DUTCH TASTE FOR SOUPS

Not Unlike American; Possibility of Creating Demand for Am ican Canned Product—Dutch Not Acquainted With the Clam and Have Small Knowledge of Oyster— Like Color and Life in Advertising.

By Vice-Consul J. Stanford Edwards, Amsterdam

A STUDY of the Dutch market for soups, as compared w the American, and of the prices of the varieties used in United States, shows the possibility of creating a large mand for American canned soups in the Netherlands. While tax on imported canned foods is $0.10 per kilo (United Sta currency), this would be overcome by the difference in cost

FOR QUICK SHIPMENT

Cannery Supplies of all Kinds

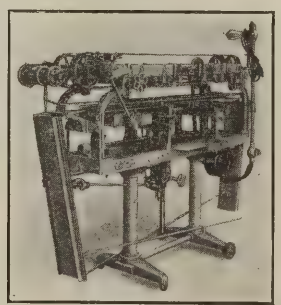
Wire, Write or Phone—PLaza 1987



Blue Enameled Pans



Wire Blanching Baskets



Knapp Labeling Machines

A. K. Robins & Co.

(Robert A. Sindall)

Baltimore, Maryland

Write for Catalog.



Sanitary Enameled Peeling Buckets

Sinclair-Scott Company

Baltimore, Marylard

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

Use H & D Boxes

Low in Cost -- High in Safety

HERE are the most efficient and satisfactory boxes ever made for carrying canned goods shipments. Specially constructed for canned goods, their firm and sturdy walls keep the cans from rolling and wedging in transit and deliver them clean, unscratched and undented at destination.

You will welcome H & D Canned Goods Boxes for their lower initial cost, their convenience in handling and the minimizing of storage space.

Write today for our free "Canners Shipping Book". Menton your sizes and we'll send quotations and *free samples*. No oblgations for this service.



THE HINDE & DAUCH PAPER CO.
Member Canning Machinery & Supplies Assn.
800 Water St. Sandusky, Ohio

CANADIAN ADDRESS: TORONTO
King St. Subway & Hanna Ave.

Landreth's Seeds

WHEN you think of Seeds, think of Landreth either for spot or future. We are the oldest Seed House in America this being our 139th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED CO.
Established 1784
Bristol, Pa.

tween the Dutch and American products and by the profits accruing from large sales. Extensive advertising, especially in Dutch home periodicals and newspapers, would be necessary.

Distinct Preference for Well-Known Varieties—A preliminary study should be made of Dutch requirements. However, it is known that some of the soups that will best suit the Dutch palate are vegetable, oxtail, mock-turtle, real turtle, Londonderry, cream, vermicelli, chicken, pea, bean, and all bouillons. Soups strictly to be avoided are oyster and clam, clam chowder, and fish chowders. These soups should be avoided in considering exports to the Netherlands because the Dutch are not familiar with clams, and oysters are so little used by the people as a whole that there would probably be no call whatever for oyster soup. Moreover, it is likely that the Dutch who use oysters now and then would consider an oyster soup highly dangerous, for, unlike Americans of the inland States, they have probably never eaten conserved oysters.

In place of the puree of tomato, so popular in the United States, there should be offered some kind of bouillon or vegetable soup flavored with tomato. A strong tomato flavor is not liked in the Netherlands. The tomato is used only as a relish, as flavoring, or as a sauce. If the tomato puree as now used in the United States were put up for Dutch consumption it might be well to label it "Tomato sauce," with the legend under the name to effect that "properly diluted it will make a delectable soup." Thus the Dutch objection to a strong tomato taste might eventually be overcome through the excellent quality of a sauce, such as the undiluted American product.

Directions Should Be in Dutch—Picture Labels Desirable—In all advertising, while the trade names and titles can be in English, all the directions should be in Dutch. It is a fact that the people of the Netherlands speak foreign languages as fluently as any people, and if the directions were made for the European Continent in German, French and Italian, it is likely that many Dutch families could understand all three. However, if the campaign for canned soups were pushed, it would be better to have all the directions in Dutch, thus avoiding anything that might limit or prejudice their use.

Manufacturers need have no fear of employing too many or too bright colors in their labels and posters for the Netherlands market. Though a northern race, the Dutch have a liking for brilliant tones, especially red, yellow, green and purple. Poster however, should be artistic, as their sense of the picturesque an romantic is highly developed. Pictures of nature have a stron appeal. In their own posters one often sees fields of grain c flowers, of pastures with cattle. They are also lovers of spor especially on the water. Bicycling also is one of their chie diversions. A poster showing bicycles in the background woul make a very effective appeal.

It is true that the Dutch are not thoroughly accustomed t conserved foods of all kinds, but no people can long remain proo against a good article at a low price. If they can be convince that a good soup can be had for a reasonable sum, they will bu it as generally as the American people have done. The accom plishment of this result in the Netherlands is chiefly a matter o low prices backed by etxensive advertising.

The climate of the Netherlands, like that of most norther countries, is adapted to the use of soups. It is damp most of th year, and the summers are cool.

SPANIARDS LIKE TINNED FOODS

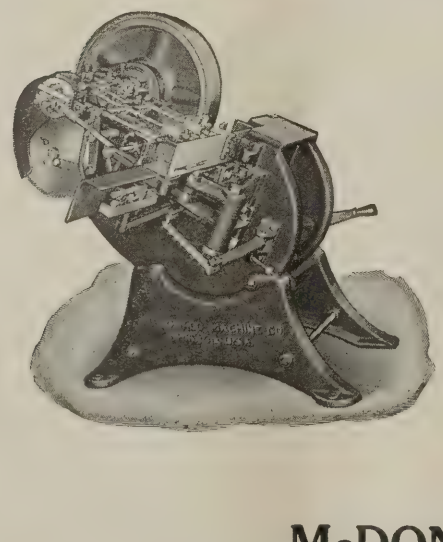
Promising Demand Developing in Seville District for Edibles i Cans, Including Milk

Department of Commerce, Washington.

WHILE the food standards of the majority of people i Southern Spain are very simple, a promising demand ha been created for preserved foods, and every grocery stor is stocked with a creditable assortment of canned and dried food stuffs, says Consul W. C. Burdette, Seville, in a report to th Department of Commerce. The fruits, jams and preserves on th Seville market are largely from Valencia, Spain. Marmalade i much used, but is prepared by the individual housekeepers fron the inexpensive Seville sour oranges. Crushed pineapple is sol in No. 2 cans at a retail price equivalent to $1 per can.

Canned peppers, peas, string beans and tomatoes proceed from the Valencia and Alicante sections of Spain. The first thre find a ready sale, but the fresh tomatoes available in Sevill throughout the year at reasonable prices curtail any considerabl demand for the canned product. Asparagus, both fresh an

Automatic Strip Feed Presses



One of the most important and essential operations to be considered in making cans is the automatic production of the ends.

To meet the requirements for this very particular operation, we call especial attention to our No. 31 E. Automatic Strip Feed Press, such as shown.

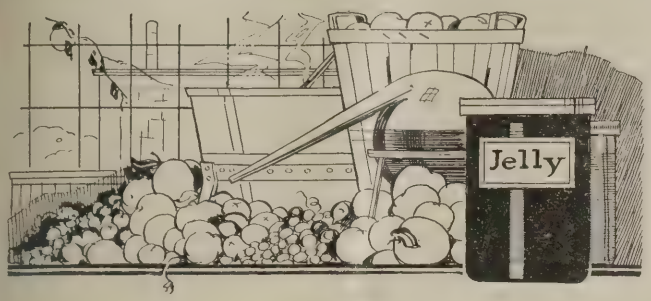
Adjustable for all dies up to and including 6'', either round or square. The press is furnished with change gears for handling 3 to 20 cuts per strip and simple means to accommodate variations in length.

Feed mechanism is automatic, fool-proof and eliminates dangerous hand feeding. Operated in connection with our Presses, we supply Curling Machines and all other automatic can making machinery.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**



LACTART

in

Jellies and Jams

LACTART has a superior, smooth acidity which blends readily with and brings out or accentuates the natural flavors.

To LACTART is attributed more diatectic value and digestible properties than to any other edible acid.
LACTART is slightly slower than harsher acids in setting jellies. This produces a smooth and even jell body, particularly desirable in spreading jellies. LACTART also inhibits the crysallisation of sugar.

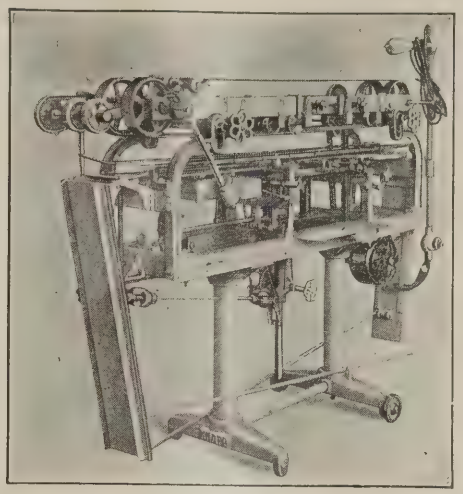
LACTART is in liquid form, ready for instant use. It may be had in one gallon jugs, five and ten gallon kegs and fifty gallon barrels.

The services of the Technical Staff of the Wamesit Chemical Company in the use of LACTART are at your call at any time, without obligation. Let them help you solve your problems

Write today for samples of LACTART to test.

WAMESIT CHEMICAL CO.

38 SHATTUCK STREET, LOWELL MASS.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.

LABELING, WRAPPING and BOXING MACHINES

GENERAL OFFICES
YONKERS, NEW YORK

CHICAGO OFFICE — 444 West Grand Ave.

PACIFIC COAST REPRESENTATIVES:
Anderson Barngrover Mfg. Co,
104 Pine St., San Francisco.

UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg. Salt Lake City

CANADIAN REPRESENTATIVES:
Brown Boggs Company, Ltd.
Hamilton, Ont. Canada.

Knapp Euipment can also be secured through

Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

canned, originating in the Aranguez region, finds a ready demand. Neither lima beans nor sweet corn are sold.

Pickles, sauces, catsups and similar relishes are not much used. The Worcestershire type of sauce in various brands is obtainable, but is used cheifly by foreigners or Spaniards who have lived abroad. French mustard is manufactured in Logrono. The English variety is little used.

Condensed Milk Has Good Sale—Sweetened condensed milk has a good sale in the Seville district. It is used as a food for infants, in the manufacture of ice-cream, in baking, and in pastry making.

Large shipments of sardines, anchovies and similar preserved fish are received from Galicia and Asturias, in Northern Spain. Great quantities of tunny fish are caught off Cadiz and Huelva, but for some reason this fish is not popular in the Seville market. Spanish bonita in half-pound tins is more popular. Alaska and Columbia River salmon finds a fair outlet.

Canned or preserved meats are in little demand. Fresh meat, which is supplied in abundance from the city abbattoirs and is retailed at the equivalent of $0.20 to $0.35 per pound. Because of this preference for fresh meat, it is not likely that the market for canned meats will be at all attractive in the near future.

WHEN YOU MAKE A SPEECH

THE following advice on speech-making appeared in the Washington Herald:

"When you talk, keep your lungs full. It is as hard to speak on an empty lung as it is to work on an empty stomach. One ancient rule for preachers is in point: 'Begin slow, talk low, strike fire, rise higher, retire.'

"Don't be eloquent. Forget yourself. And don't be in a hurry. Remember that public speaking is more deliberate than private. Cultivate shortness. Make your sentences short. When you say a thing once, don't say it over. As near as possible confine yourself to driving home one point. You may have five points to make, but no audience ever remembers so many. Why bother with the other four? Pick out the best one, and stick to that.

"Beware of being to funny. Wit is very dangerous unles you are an expert at it. More speakers spoil their effect by try ing to tell funny stories than by any other fault.

"Be interesting. Be sure that the people hear what you say that they understand your words, and that you are talking abou something that they want to know.

"Keep your face in one direction. Don't turn your bod around to different parts of the audience, as a gardener sprin kling plants with a hose. If you keep facing one way, the peopl outside of that angle can accustom themselves to your voic If you turn about, you will confuse everybody.

"Don't fizzle out. It is a good plan to memorize the word you are going to close with, and have them clear and forcibl Don't just peter out by saying 'I think that is about all I hav to say,' or by mumbling some other inanity. Conclude with wallop."

MANUFACTURED PRODUCTS

ACCORDING to a summary issued by the United States De partment of Commerce, the value of manufactured prod ucas in 1921 was $43,653,283,000, while in 1919 they aggre gated $62,041,795,000. Compared to the value of products re ported for 1914, there was an increase of 80 per cent, but thi was due largely to the rise in prices. Census statistics for 192 relate only to establishments having products valued at $5,00 or more, while in prior censuses $500 was the limit. Howeve in 1921 this latter class of establishments employed only six tenths of 1 per cent of the total number of wage-earners an had an output of only three-tenths of 1 per cent of the tota value of products. Manufacture of food and kindred product is the chief industry of this country, and figures concerning emphasize the rise in food prices. There were 59,317 establish ments with 496,234 workers in 1914 engaged in this industry The value of their products aggregated $4,816,709,664. Th number of establishments in 1921 had decreased to 45,505, whi the number of employees had swelled to 568,733. The value o products, however, had grown to $7,849,607,951. The peak o this industry was reached in 1919, when there were 61,312 estab lishments employing 684,672. The value of their products the

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

THE NEW 1924 MODEL

HANSEN PEA AND BEAN FILLER

is the

SMALLEST, SIMPLEST AND MOST RADICAL FILLER EVER BUILT

The New 1924 Model Hansen Pea and Bean Filler, which has been developed and perfected under actual canning factory tests during the past year, is unquestionably the most efficient and perfect pea filler that has ever been built. This machine is by far the smallest, simplest, and most radical, yet at the same time fool-proof.

Years of careful study and experimenting together with our wide experience in building pea and bean fillers have enabled us to develop this new machine which completely overshadows all prior fillers. Every undesirable feature of other fillers and the old HANSEN has been entirely eliminated and at the same time all good features retained and perfected.

As compared with other pea fillers, the 1924 Hansen Filler has LESS THAN ONE-HALF THE PARTS, only ONE-HALF the gears, ONE-HALF the bearings, ONE-HALF the shafts, ONE-HALF the clutches, ONE-THIRD the brackets and supports. It has NO BRINE TANK, no float valve, no air vents, no funnel rubbers, no stuffing boxes, and occupies only ONE-HALF THE FOOR SPACE of any other filler now on the market.

The more gears, bearings, shafts, clutches, collars, brackets and mechanisms the greater the chance of getting out of time, wearing out, and breaking down with resulting delays, which, as a rule, occur during the heaviest part of the pack when every minute means real money. The Hansen Filler is scientifically built, being simple and durable, combining good engineering with good shop practice. As an instance, the funnels, briner and measuring cups are all placed on the same shaft.

All materials are carefully and intelligently selected to best perform the service required of them. To illustrate - it would be much cheaper to make our measuring cups of common brass tubing as on other fillers, but we know it does not contain the right alloys to resist the acid in peas and brine or tomato sauce. Common brass tubing corrodes and turns green; besides it bends easily out of shape affecting the fill. The measuring cups on the Hansen Filler are cast of acid resisting bronze from OUR OWN FORMULAS and machined in one piece.

BRINE TANK ENTIRELY ELIMINATED.

Canners usually spend hundreds of dollars fitting up a screened brining room in a sanitary manner. Why take all this precaution and expose the brine to the flies and dirt in an open filler brine tank ? The 1924 Hansen Filler has a Pressure Equalizer which entirely dispenses with a brine tank and float valve. It is about the size of a No. 10 can, entirely enclosed and cannot run over, wasting brine. The brine is not exposed to the air from the time it leaves the brining room until the can is filled. IT IS IMPOSSIBLE TO WASTE BRINE.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin.

(*Continued next week.*)

WATCH THIS SPACE

totalled $12,438,890,851, nearly treble the value of the same class of products in 1914. Manufacture of textiles and their products is second in this country's general industries, with iron and steel third. The values of these productions in 1921 were $6,960,927,643 and $5,601,293,417, respectively. They employed 1,510,875 and 1,031,522 persons.

ESTIMATED PRODUCTION OF PEACHES 1923

Prepared by U. S. Division of Crop Estimates

	From Indications Aug. 1, 1923 Bushels	From Indications July 1, 1923 Bushels	1922 Crop Revised Estimate Bushels
Massachusetts	222,000	239,000	200,000
Connecticut	218,000	217,000	262,000
New York	2,279,000	2,271,000	3,400,000
New Jersey	2,231,000	2,456,000	2,000,000
Pennsylvania	1,734,000	1,873,000	1,560,000
Delaware	203,000	199,000	320,000
Maryland	625,000	578,000	495,000
Virginia	520,000	490,000	765,000
West Virginia	609,000	635,000	715,000
North Carolina	468,000	540,000	1,008,000
South Caroline	487,000	420,000	845,000
Georgia	5,716,000	5,887,000	4,900,000
Florida	155,000	155,000	130,000
Ohio	1,930,000	1,419,000	1,584,000
Indiana	430,000	430,000	650,000
Illinois	723,000	734,000	1,100,000
Michigan	1,172,000	1,133,000	1,440,000
Missouri	1,119,000	1,066,000	2,300,000
Kansas	78,000	98,000	630,000
Kentucky	568,000	616,000	1,218,000
Tennessee	610,000	656,000	2,002,000
Alabama	859,000	982,000	810,000
Mississippi	335,000	378,000	375,000
Louisiana	207,000	211,000	180,000
Texas	1,667,000	1,923,000	1,920,000
Oklahoma	1,560,000	1,467,000	2,070,000
Arkansas	1,260,000	604,000	1,160,000
Colorado	664,000	604,000	1,160,000
New Mexico	176,000	194,000	98,000
Arizona	85,000	86,000	128,000
Utah	714,000	714,000	885,000
Idaho	288,000	296,000	244,000
Washington	1,171,000	1,189,000	1,125,000
Oregon	314,000	303,000	300,000
California	16,198,000	16,393,000	17,500,000
Total	47,126,000	47,901,000	56,358,000

TIN PLATE

AT the last convention of the National Canners' Association not a little commotion was caused by the report of the findings of the Tin Plate Committee, for one of the conclusions of the report was to the effect that the quality of the tin plate customarily used in the manufacture of packers' cans is not what it used to be.

The Tin Plate Committee went on record as believing that the steel sheets which form the basis of the plate are less pure, more brittle, and that they show wide variations in thickness.

Further than that, it was alleged that the plate mills are not putting as heavy a coating of tin on the plate as they formerly did.

Only recently the Tin Plate Committee has addressed a brief to the Chief of the Bureau of Standards of the Department of Commerce, urging that the Bureau conduct the necessary research to enable buyers of packers' cans to specify, in more definite terms, just what quality and thickness of plate is to be employed in making the cans for their use.

In this brief, attention is called to the rather loose wording of the form of can contract offered by the can companies which obligates the canner to accept cans "of the regular standard style and quality heretofore furnished by the seller in the usual course of its business."

This form of contract usually contains no specification as to the thickness of the plate, the only restriction being that "coke" tin plate shall be used.

Research aimed to increase the fund of knowledge available on this subject is much to be desired, and it will be a decided boon to the canning industry, including the canmakers, if the able staff of the Bureau of Standards will focus its attention upon the problem of determining what kind of tin plate is best adapt for use in making packers' cans.

As for tightening up the specifications of the standard c tract which the can companies offer to their customers, it is so evident that this would be an unalloyed benefit to the cann If you go to a good tailor, it is not always wise to be too expli as to how you want your clothes cut.

In the past the can manufacturers have been willing to p tect the canner against loss in the event that their cans shou prove defective in material or workmanship. This broad gu antee might not be so freely given were the canners to ins upon their right to have cans made according to their own spec cations.

The Bureau of Standards will, it is earnestly hoped, make study of tin plate as related to canners' requirements. The sults obtained may well prove to be far-reaching, for the Bure is unsurpassed in its field of scientific investigation.

The can companies may be counted upon to put the resu to good use. In fact, they are inclined to be more progressi than those whom they serve.—The Optimist.

ESTIMATED COMMERCIAL PRODUCTION OF SWEET POTATOES

Prepared by U. S. Division of Crop Estimates

	From Indications Aug. 1, 1923 Bushels	From Indications July 1, 1923 Bushels	1922 Cr Revise Estimat Bushels
New Jersey	2,146,000	1,999,000	3,500,0
Pennsylvania	203,000	258,000	280,0
Delaware	928,000	928,000	1,720,0
Maryland	988,000	961,000	1,530,0
Virginia	4,548,000	4,727,000	6,210,0
West Virginia	355,000	351,000	402,0
North Carolina	9,720,000	9,440,000	12,430,0
South Caroline	8,498,000	8,347,000	9,568,0
Georgia	11,346,000	11,761,000	12,616,0
Florida	2,871,000	3,024,000	2,720,0
Ohio	326,000	316,000	360,0
Indiana	358,000	349,000	375,0
Illinois	947,000	983,000	855,0
Iowa	397,000	402,000	440,0
Missouri	1,488,000	1,392,000	1,330,0
Kansas	421,000	401,000	416,0
Kentucky	2,148,000	2,038,000	2,020,0
Tennessee	3,735,000	3,693,000	4,180,0
Alabama	11,159,000	10,886,000	13,490,0
Mississippi	9,129,000	9,191,000	11,445,0
Louisiana	7,057,000	7,011,000	7,820,0
Texas	6,584,000	7,441,000	8,715,0
Oklahoma	2,306,000	2,456,000	2,052,0
Arkansas	4,166,000	4,226,000	3,760,0
New Mexico	135,000	130,000	120,0
Arizona	310,000	305,000	300,0
California	802,000	782,000	880,0
United States	93,071,000	93,708,000	109,534,0

PROGRESS IN STANDARDIZATION BEING MADE

DEFINITE progress in the movement to eliminate waste industry is being made in a number of important line according to a bulletin just issued by the Fabricated Pr duction Department of the Chamber of Commerce of the Unite States.

The bulletin states that "industry is no longer thinking simplification and standardization as activities which may stif initiative or interfere with service to the trade. No confusio can result if it is kept clearly in mind that the objective is t elimination of waste which is today obstructing industrial pro ress."

Here are some of the latest examples of simplification in ce tain lines of industry quoted in the bulletin:

Milk Bottles—A materially reduced schedule of milk bott sizes was adopted on March 6, 1923, by a conference of bott manufacturers, cap manufacturers, and others. Varieties quart sizes were reduced from 12 to 3, pint sizes from 13 to halfpint sizes from 14 to 3, and quarter-pint sizes from 10 to In adition, ten sizes of caps were reduced to one standard. Thes recommendations are to be submitted to the milk dealers f their consideration, after which a final ratifying conference wi be called.

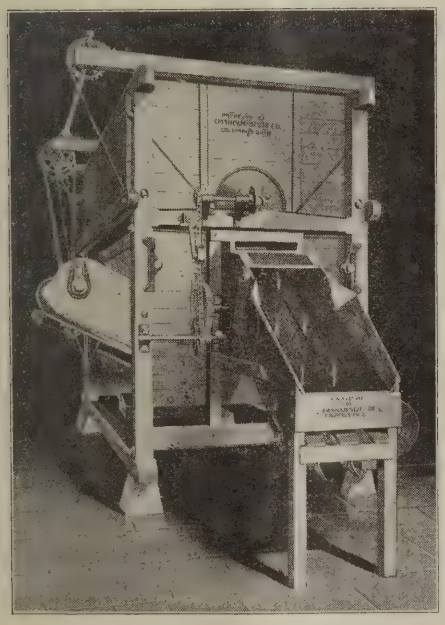
Automotive—Wider recognition of standards for certai automotive accessories and component parts was the keyno

ARTISTIC LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the man who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

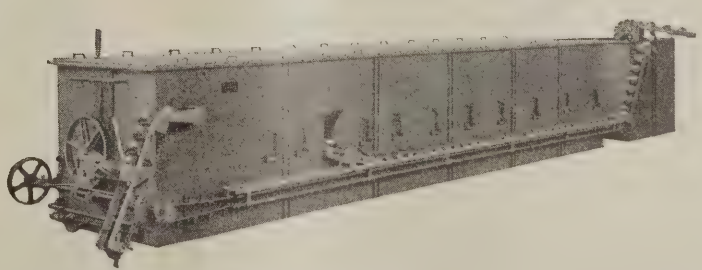
PRESERVES YOUR PRODUCT AT ITS BEST

Luscious fruits and tender vegetables retain their exquisite fresh flavor and appearance when processed by quick quality cooks in A–B Continuous Cookers and Coolers.

Each container sterlized uniformly with uncanny precision enhances your reputation as a Canner, for each customer perceives you have not only selected the best raw materials but also the most efficient means to preserve them at their best.

Write for yours today.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



of a meeting held on March 9, 1923. Automobile manufacturers, accessory producers, service men, engineers and users were in attendance. A very representative committee was selected to make a survey of existing conditions and to bring about the adoption of established standards and development of additional standards for many of the non-competitive parts and attachments. Initial efforts are to be directed toward roller bearings, spark plugs, tires and storage batteries.

Clay Products—The preliminary conference of manufacturers and engineers on April 23, 1923, resulted in the determination to survey the industry for the purpose of eliminating many needless sizes and setting up dimensional standards for sewer pipe, drain tile, flue linings and wall coping. At such time as the necessary data has been gathered and tabulated a general meeting of all interests will be called for final action.

Paint and Varnish—On April 25, 1923, some forty or fifty accredited representatives of manufacturers, jobbers, retailers, consumers and others adopted a simplification program for paints and varnishes. This action will reduce the varieties of containers used in marketing the commodities and also will eliminate many colors and shades of paints, stains, enamels and varnishes. The adopted schedule is substantially the same as that drawn up for war-time operation. The action taken is to become effective December 31, 1923.

Hotel Chinaware—At the request of the American Hotel Association, a joint meeting of hotel operators and pottery manufacturers was held on May 28th, 1923. These two groups determined upon a set of chinaware sizes as standard for hotel use, the resulting reduction in varieties being approximately 700 to 165. This action covers only the size and shape of tableware. Decorations and colors are left to the selection of each purchaser.

Asphalt—A general conference of asphalt producers, together with road commissioners, State, municipal and highway engineers on May 28, 1923, reduced the varieties of asphalt grades from 102 to 10. Certain definite penetration limits were established for paving asphalt, sheet asphalt and block filler. This simplification is to become effective January 1, 1924.

Face and Common Brick—Not until a survey had been made was it very generally realized the multiplicity of sizes for brick. If any commodity should be standardized dimensionally, it is building brick. This was accomplished on June 21, 1923, at a conference of clay-brick manufacturers, engineers, builders and other interested elements. Two sizes of face brick were retained and one for common brick. The face brick sizes are: Rough brick, 8x2½x3¾; smooth brick, 8x2½x3⅞. For common brick the standard size is 8x2½x3¾.

Woven-Wire Field Fence—One of the outstanding simplification programs was adopted July 12, 1923, at a meeting of retail dealers, farmers' organizations and manufacturers representing 85 per cent of the wire-fence production of the country. Sizes, types and varieties of wire fence were reduced from 552 to 69. This action carried with it a reduction of fence packages from 2,072 to 138. The simplified schedule became effective September 1, 1923, for new production, and stocks of discontinued lines are to be cleared by January 1, 1924.

All of these conferences have been held under the joint auspices of the Division of Simplified Practice of the Department of Commerce and the Fabricated Production Department of the Chamber of Commerce of the United States.

NEW STYLE PACKED STRINGLESS BEANS

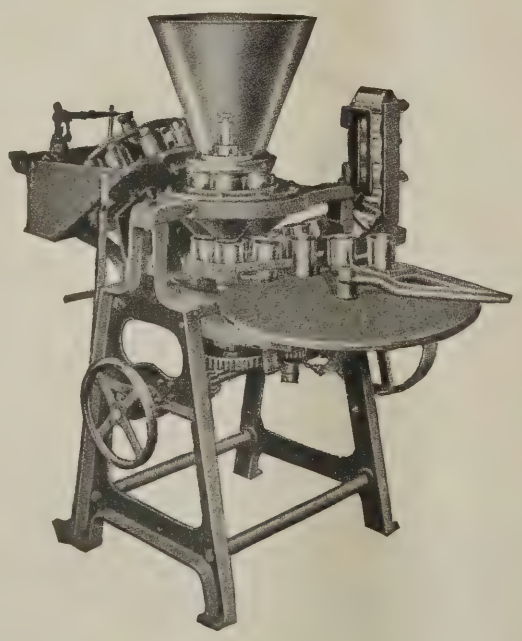
ONE of the large wholesale grocery concerns here has just received a car of California canned stringless beans packed in No. 2 tins that have won favorable comment from all those who have examined samples.

The variety of beans used is known as the Kentucky Wonder. The beans, which grow to great length, are cut to the exact length of a No. 2 tin and are packed into moulds, and are then packed solid into cans, as is asparagus.

The writer saw samples cut and was invited to taste them. The flavor was excellent, beans were tender, absolutely free from strings and of good color.

We believe this style of beans and packing will win great favor with consumers and create a demand that will greatly increase the production, which at present is small—The American Grocer.

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY

SALEM
NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

The Saving Makes It Possible

for you to keep your increasing stocks fully insured against fire loss at an extremely low net cost.

In the Canning Industry values increase very rapidly during a short period, and Canners are realizing more and more the wise business economy of keeping these values fully protected against destruction by fire.

CANNERS EXCHANGE SUBSCRIBERS
AT
WARNER INTER-INSURANCE BUREAU

provide this protection at a cost so low as to make it ill-advised for any Canner to assume even a small part of his own risk.

There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

Protect your values fully and your savings will increase proportionately.

Address Your Instructions To

Lansing B. Warner, Incorporated.
155 E. Superior St.,
Chicago, Ill.

Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—Style F. Wonder Cooker.
1—40x60 Closed Retort.
6—40x72 Closed Retorts.
1—40x60 Open Kettle.
1—Small Laboratory Retory.
18—3 tier crates.
30—5 tier crates.
1—8 Disc Sprague Hawkins Exhauster.
1—35 H.P. Buckeye Horizontal Engine.
1—New No. 10 Ayars Single Rotary Measure Tomato Filler.
1—New No. 3 Ayars Single Rotary Measure Tomato Filler.
and other "used" machinery.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Model B No. 3 Burt Labeling machine in perfect condition, price right.
John W. Bay & Co., Perryman, Md.

FOR SALE—One practically new Monitor Bean Cutter, only been used few days.
Roane Co. Pkg. Co., Rockwood, Tenn.

FOR SALE—Cheap - one - 50" diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.
Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—A lot of 5 gallon cans, also No. 2, 2½, 3 and 10 in cases, all new from bankrupt stock.
Peoples Savings Bank & Trust Co., Halls, Tenn.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed, 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsfords and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 crop.
Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory, which is now in operation. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that are working satisfactorily. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated. H. P Strasbaugh, Aberdeen, Md.

SITUATIONS WANTED

WANTED—Position in the South as manager or superintendent. Successful packer of Sweet Potatoes, Tomatoes and other vegetables. Capable executive, builder, and mechanic. Wish position where I will have opportunity to make permanent connection Available August 1st. Address Box B-1086 care of The Canning Trade.

Connection wanted as Superintendent or General Foreman by dependable American with sound executive ability, in manufacturing of cans. Successful handler of help setting up machinery, and increasing production. Last 12 years with large can manufacturing concern. Can furnish satisfactory credentials. Age 43. Married. Address Box B. 1088 care of The Canning Trade.

High class canned foods saleman will entertain offer from reliable broker or canner. Address Box A-1096 care of The Canning Trade.

THE PERFECT DRY PASTE
JELLITAC
Made from wheat
Send for sample
Arthur S. Hoyt Co.,
90 West Broadway New York City
PASTE IT WITH JELLITAC "IT STICKS"

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

FOR SALE

The following properties advantageously located in fruit producing sections fully equipped in every particular for the manufacture of grape juice and the preserving and canning of fruits viz:

TWO GRAPE JUICE FACTORIES, CENTRALLY LOCATED.

PRESERVING AND CANNING FACTORY AT FRANFORT, MICHIGAN.

FRUIT PRESERVING FACTORY, RIDGELY, MD.

PRESERVING AND CANNING FACTORY, SEATTLE, WASHINGTON.

FRUIT (7-8ths share interest)

For full information address

ARMOUR & COMPANY
208 S. La Salle St., Chicago, Ill.

50 Years of Service to Canners.

Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.

LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. **Order from your supply house.**

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs, Wyandotte, Mich.

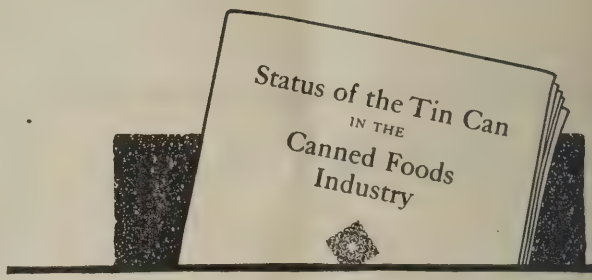
A. C. GIBSON CO., Inc.

11 No. Division St.,
BUFFALO, N. Y.

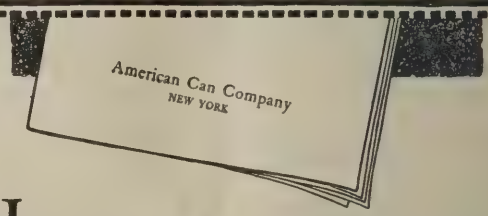
SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

—CAN PRICES—



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

BLOOD—

ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN

Breeders & Growers
326 W. Madison St.
Chicago. Ill.

—TELLS

Originators:
Rogers Winner,
Rogers Green Admiral,
Rogers Improved Kidney Wax,
Rogers Stringless, Refugee Green Pod.

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. ltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get gher prices for their goods; some few may take less for a personal reason, but these prices represent the neral market at this date.

ltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
ite Mammoth, No. 2½	Out	4.40
ite Mammoth, Peeled, No. 2½	Out	....
en Mammoth, No. 2½	Out	3.90
ite, Large, No. 2½	Out	....
ite, Large, Peeled, No. 2½	Out	....
en, Large, No. 2½	Out	3.85
ite, Medium, No. 2½	....	....
en, Medium, No. 2½	Out	3.70
ite, Small, No. 2½	....	....
en, Small, No 2½	Out	3.50
s, White, Square, No. 2½	Out	....
s, White, Round, No. 2½	....	....
e, Green, Square, No. 2½	Out	....
s, Green, Round, No. 2½	Out	....

BAKED BEANS†

in, No. 1	.80	.80
Sauce, No. 1	.80	.80
in, No. 2	1.10	....
Sauce, No. 2	1.20	.95
in, No. 3	1.40	1.40
Sauce, No. 3	1.50	1.45

BEANS†

ring, Standard Green, No. 2	....	....
ring, Standard Green, No 10	....	....
ring, Standard Cut White, No. 2	....	....
ringless, Standard, No. 2	....	....
ringless, Standard, No. 10	....	....
hite Wax, Standard, No 2	....	....
hite Wax, Standard, No. 10	....	¶4.00
mas, Extra, No. 2	....	¶1.00
mas, Standards, No. 2	....	....
mas, Soaked, No. 2	.80	.75
d Kidney, Standard, No. 2	.90	¶.90

BEETS†

all, Whole, No. 3	1.25	¶1.30
andard, Whole, No. 2	1.10	1.15
rge, Whole, No. 2	....	Out
t, No 3	1.10	¶1.10

CORN‡

d. Evergreen, No. 2, f.o.b. Balto.	1.00	¶.90
d. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
d. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
d Shoepeg, No. 2, f.o.b. Balto.	Out	Out
x. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	Out
ancy Shoepeg, f. o. b. factory.	1.40	Out
td. Crushed, No. 2, Baltimore	.95	¶.95
td. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
x. Std. Crushed, No. 2	.95	Out
x. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
xtra, No. 2, f.o.b. County	....	Out
xtra Standard Western, No. 2	1.10	Out
tandard Western, No. 2	....	1.00

HOMINY‡

ye, No. 3	Out	....
tandard, Split, No. 3	.95	¶ .85
tandard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

2 Kinds, No. 2	.90	¶ .90
2 Kinds, No. 10	4.50	4.50

OKRA AND TOMATOES‡

tandard, No. 2	1.20	¶1.20
tandard, No. 3	1.35	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois., 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	Out	¶1.10
Standard, No. 10	4.50	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.82½	¶.85
Standard, No. 2½	.95	¶1.00
Standard, No. 3	1.00	¶1.05
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	.95	1.05
Standard, No. 2½	1.25	1.35
Standard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	.95	¶ .90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	Out
Standard, No. 10, f.o.b. County	4.00	Out
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.27½	Out
Standard, No. 3, f.o.b. County	1.25	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.87½	.97½
Standard, No. 2, f.o.b. County	.82½	¶.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.57½	Out
Standard 1s, f.o.b. County	.55	Out

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.80
Hawaii Sliced, Standard, No. 2½	3.40	3.40
Hawaii Sliced, Extra, No. 2	3.00	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	....

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	Out
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	3.50
¼ Oil, Key	....	4.00
¼ Tomato, Key	....	4.00
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	3.50
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	6.00
California, 1s, Striped	....	11.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, SEPTEMBER 24, 1923

WEEKLY REVIEW

The Corn Pack of 1923 Very Largely Finished—Frosts Ended Some of It—Pack Will Average About 75 Per Cent. of Normal—The Tomato Glut Rapidly Subsiding—Raw Stock Market Again High—Most Canners Still Working on Futures.

CORN—Corn canning for 1923 is over in many sections as we write, and it will be over in nearly all sections, possibly, before our next issue. Maine corn canners will not commence until the date of this issue. Maine has been most unfortunate this whole season, and no crop has come out with satisfaction to the canners—not even sardines. Some few Maine canners began their corn canning this past week, and are considered fortunate that they were able to do so, because they have had hard frosts in that state and a great deal of corn hs been caught and must be abandoned. As it looks today, the canners of that state will consider themselves very fortunate if they are able to get half what they had a right to expect from their season's preparations, and that does not men that their preparations were on a vastly increased scale—they were not. The early season would not permit even full preparations, and then delayed spring, unfavorable summer and now early frosts have completed the cycle of their misfortunes. There is but very slim chance for anything like a surplus of Maine corn this season, and most canners will be short on their deliveries, as it now looks, and the season is pretty nearly over.

Heavy frosts have fallen in the central western corn-canning regions, but many of the canners had finished their work. This is particularly true of Ohio and parts of Illinois, although there was some late corn which the canners counted upon and now must give up. All reports from this heavy corn-canning region say that the pack will be short about 75 per cent of normal. Old stocks are all cleaned up, and future orders will about clean up the present year's pack, with but very little surplus in canners' hands. If the weather turns particularly favorable out there, it is just possible that the present pack of corn may be added to in some slight degree, but it will be slight. Certainly the outlook for canned corn is anything but weak,and fortunate holders of any surplus know the value of their goods. New York State is to be figured in with these central western corn regions, as that state has felt the same sort of weather, and was about on a par with others as to the extent of their pack when the frost came. Of course all sections were not hard hit by the frost, but New York State has not anticipated more than 75 per cent of a normal corn pack and it may drop much below that when it is done.

Western Maryland corn canners have been more fortunate than the others of this section. However they suffered from a most unusual summer with little rain and too much dry weathe until it was to late to benefit the corn crop. On the other han there was a section, one valley, where there was no drought an where the corn crop came through in fine shape. It is the onl place in the country, we believe, where the corn crop did make full yield, and it is a very small locality with one or two factorie in it. Western Maryland generally will get from 75 per cent t 90 per cent of a full pack; the balance of the State and Delawar will not get over 75 per cent, according to reliable reports just a hand, and from what we have seen.

Tomatoes—If one took the daily paper reports or listened t the talk on the street he would form the impression that this sec tion of the country had been buried in tomatoes for the past tw or three weeks. There have been plenty of tomatoes, and fin ones, during this time, and the canners have made the most o hteir opportunity; but it has been just what old, experience growers and canners feared most—the crop was all ripening a once, and, having been picked, is now rapidly disappearing. W have not had the weather conditions to produce an ideal crop that is, one in which the vines are well set with early fruit, an loaded with small tomatoes which come on by degrees, keepin the yield constant and heavy. Blossoms and small fruits were al knocked off by driving rains, and it has been too cold at times t forward the small tomatoes as they should have grown. Possibl nothing tells the true story of the tomato yield like the wholesal market prices for new stock. When canning of tomatoes firs began, about the middle of August, tomatoes were selling in Bal timore at from $1 per bushel up; during the glut they went dow to 15c to 25c, and now they are steadily on the rise, havin reached at this time 70c per bushel for what is termed cannin house stock. No plainer indication of the wane of the glut coul be given than this, and the whole question now is as to the amoun of goods gotten up during the rush. The jobber, of course, like to figure that the pack has been enormous here in the Tri-States because he knows that the West and all the balance of the coun try, even California and Utah, are out of the question so far a any surplus tomatoes are concerned. It is hopeless to look t them, for Utah expects to have to buy tomatoes to cover contract and California will have its hands full supplying local demands Has the Tri-State made up for this shortage? If it has it ha done the most wonderful work ever recorded. We stated las week that it would take six weeks of hard work for all the tomat canners of the country to produce the 15,000,000 cases of tomatoe needed, or an average of 2,500,000 cases per week, and that th about one thousand tomato canners, 90 per cent of whom ar small, can hardly produce that amount. We have since submitte the problem to machinery men and others, and while at first al of them laughed and said of course they can, upon figuring th matter out all of them agreed that it would be all that they pos bsily could do, and that they most likely could not do it. I means an average of about 600 cases per day. The large ones, o course, will do this easily, but the smaller ones will not—not o the average. Or look at it another way: If the average tomat canner packed 15,000 cases of tomatoes—and he does not—h would have to produce 600 cases per day for six weeks to get u his pack. There is no particular value to this except to lay th

fir which seems to be spreading that the tomato pack will be a record breaker. It cannot possibly be; cannot, we believe we can say now, be enough to fill requirements.

THE MARKET—Indiana has been buying tomatoes in Baltimore, and some other large tomato canning states have been buying east also. The result is that buyers are awakening to the actual condition of not only tomatoes, but of every other item of canned food. that the situation is stronger than ever before. Tomatoes are in splendid position—proof, the market has begun to raise, and is now 55c for No. 1s, 85c for 2s, $1.25 for 3s, $4.25 for 10s, and where it will stop only the buyers can answer. Corn is daily growing stronger, and the task today is to find any canner willing to entertain an order. Market prices remain unchanged, but it is just the lull before the storm. String beans are very strong, and will be stronger, the market about normal today. Peas, everyone knows, are in strong position, with the buyers obliged to take whatever they can find. Market prices remain unchanged in this item, but if the buyers are waiting for any weakness they will wait in vain. Sweet potatoes—It is said the pack will be light this season, and the market prices indicate this result. They are strong and tending higher, with $1.05 to $1.10 quoted for No. 3s and No. 10s at $3.25 factory.

The buyers are showing more interest and some good business is coming through The forward-lookers among them are commencing to cover their wants, realizing that they have waited as long as they dare, and possibly too long for their own good. All who know the canned foods market look for higher, not lower, prices as the year grows older. It is said fruits are being neglected, but fruits will follow suit to other canned products, and there will be a scramble for them later on, and the market will advance. The canners have been very conservative in their packing of fruits this season—in all lines and in all sections.

NEW YORK MARKET

Market Activity Rising—Bulls Prevail the Market in General—Frost Causes Considerable Damage to Maine Corn—The National Chain Store Growers' Association Meets —November 6th, 7th and 8th Days Set for Western Meet—New Pack Apples Go Well.

New York, September 20, 1923.

MORE Business—The New York canned foods market is taking on a more active apearance, and there have been developments of general interest during the past week. Buyers are in the market for stocks in increasing quantities, and there is a general realization that early season predictions of short supplies during the fall and winter months are only too likely to be realized.

Southern Tomatoes Advance — Maryland and Delaware tomato canners today advanced their selling prices to 52½ cents for standard 1s, 82½ cents for 2s, $1.22½ for 3s, and $4.00 for 10s, as against previously prevailing prices of 50 cents, 80 cents, $1.20 and $3.80-3.90 for the respective sizes. News reports which have been received from Indiana note a very bullish situation prvailing there, with practically all canners withdrawn, and many of them reported to be planning to pro-rate on deliveries of 1923 pack. As a result of this strong situation, many Chicago buyers have sent part of their tomato business East, and this has helped in large measure to effect the quick price recovery in Maryland. Canners in their letters to brokers are now talking 90 cents for standard 2s tomatoes in the near future, and as an indication of the firmness with which the packers regard the market, it is noted that many of them are refusing to sell at the going prices.

Corn Selling at 85 Cents—New pack standard corn continues to meet with an active inquiry at 85 cents per dozen, f. o. b. Southern cannery. Chain store buyers continue active, and are featuring the sale of corn at 10 cents per can at retail. Spot stocks are not large, and buyers are depending upon prompt shipment of stocks to take care of the business which is coming in from the retail trade.

Maine Corn Hurt by Frost—Frost late last week caused considerable damage to the growing corn crop in the lower sections of Maine, it is reported. Corn growing on the higher levels was affected by the frost, but packers fear that further frosts will cut short the packing season. Fernald, Keen & True Co., of West Poland, Men., estimate that last week's frost damage will cut the pack by 25 per cent. There is an active inquiry for fancy Maine corn, but most packers are withdrawn from the market pending the conclusion of their pack.

Canned Fruits Advance—The California Packing Corporation on Monday of this week issued a revised price list on new-pack canned fruits. The new list noted 5 to 10 cent per dozen advances in many items, while in numerous other lines the orporation announces its withdrawal from the market, having entirely cleaned up the new-pack offerings of the stocks withdrawn.

Independents' Holdings Light—Price lists of the various prominent independent fruit canners in California show that they are in the same position as the Corporation in regard to carryover canned fruits. The supplies of standard quality fruits in particular are very light, and independents who have been cutting the market have now advanced their prices on a basis with the Corporation's original opening.

To Handle Seacoast Sales—The Seacoast Canning Co. has announced the appointment of Melville F. Taylor to handle its sardine and tuna sales. Mr. Taylor is well known in the canned foods trade, having been connected with the canned foods department of Butler & Sergeant, Inc., for the past four years. The Seacoast Canning Co. has just been reorganized, having been affected to some extent by the recent failure of U. H. Dudley & Co. C. W. Patterson, of Austin, Nichols & Co., is now chairman of the board of the Seacoast.

California Asparagus Pack Heavy—According to statistics compiled by Preston McKinney, secretary of the Canners' League of California, the total pack of asparagus in California this year was 1,519,756. California also packed 223,923 cases of peas, 1,383,831 cases of spinach, 4,323 cases of artichokes, and 3,500 cases of Brussels sprouts.

Wisconsin Peas Strong—Many Wisconsin pea canners have advanced the market on standards to a minimum of $1.30 per dozen, f. o. b. cannery, although there are still some offerings to be picked up on the basis of $1.25. Unsold stocks in the hands of packers are reported to be extremely light.

Shrimp Market Strong—Offerings of shrimp for prompt shipment from Gulf canneries are very light, and the market is generally held firm at $1.60 per dozen for 1s, f. o. b. Gulf cannery. A few offerings are reported on the basis of $1.50, although stocks at the inside price are limited. Many packers have withdrawn from the market, having no further stocks to offer.

Salmon Demand Fair—There is a fair inquiry for pink salmon reported on the spot position, the market being quoted on a basis of $1.35, ex-warehouse New York, for new pack. Reds continued unchanged at $2.30, ex-warehouse, under quiet buying.

Tuna Situation Strong—California reports indicate a material shortage of new-pack white-meat tuna, and the market is showing a strong tone. Packing is practically over, and many buyers are being forced to accept pro-rata deliveries. New-pack white-meat halves are offered to arrived New York at $11.25 per case,with new-pack bluefin halves to arrive held at $8.50 per case.

Chain-Store Buyers Here — Many out-of-town chain-store operators are in New York this week to attend the annual convention of the National Chain Store Growers' Association, held at the Waldorf-Astoria on Thursday and Friday of this week. Secretary Alfred H. Beckmann has arranged a varied and interesting program for the convention sessions.

Opening Pumpkin Prices—The California Packing Corporation announces opening prices on 1923-pack California pumpkin as follows: No. 2 tins, $1.15; No. 2½ tins, $1.35; No. 10 tins, $4.00 per dozen, all f. o. b. cannery

Western Canners Meet November 5-8—The Western Canners' Association will hold its fall meeting at the Hotel Sherman, Chicago, November 6th, 7th and 8th. Many brokers from the local market are expected to attend the Western Canners' meeting.

Clean-up of Beans—New-pack State and Wisconsin beans have met with an active call, and canners have very little carryover to offer. Fancy Wisconsin cut refugees are held at $1.75 per dozen, cannery, with extra standard cut green refugees at $1.25 per dozen, cannery. New York cut green refugees, No. 4 sieve, are offered at $1.30, f. o. b. cannery.

New-Pack Apples Sell—There has been a fair demand for new-pack apples, packers in all principal canning sections having named opening prices. Michigan standards are held at $3.25 to $3.50 per dozen, with fancy solid-pack Northwest at $4.00, f. o. b.; fancy solid-pack Michigans at $4.50; fancy New York, $4.00, and fancy Maine. $3.75, all prices per dozen, f. o. b. cannery. The demand for No. 10 apples on spot is rather quiet just now, owing to the competition of low-priced fresh apples.

Coast Salmon Higher—The larger operators in Alaska salmon have followed the action of the Alaska Packers' Association in putting a $2.35 price on tall reds, although few offerings are still to be noted at $2.25. Pinks are showing some easiness, and are nominally held at $1.25-1.30, Seattle, although sales at less than the inside price have been reported. Chums are quoted firm at $1.20, f. o. b. Seattle. "NEW YORK STATER."

CHICAGO MARKET

Weather Has Turned Warm, Affecting Canned Foods Market—Decreased Output of Corn in Iowa and Nebraska—Michigan Canners Beginning to Pack Apples.

Chicago, Sept. 21, 1923.

THE weather in the Central West has turned warm and the demand for canned foods with consumers has been affected by the change. Retailers state that as soon as the green grocery food and to eat vegetables, fruits and mellons, as they come from the farm, garden and orchard in a state of nature. The retailers state that an enormous quantity of roasting ear corn is being consumed. Fine, large ears of Evergreen corn are being sold in Chicago at retail for 25c per dozen, and the average Chicago consumer is wearing his last winter's ear protectors, while he eats corn off the cob and watermelon. Under the circumstances it is difficult to enlist his interest in canned foods.

I have an authentic report from Iowa and Nebraska that the output of six large canneries in those States is 198,000 cases of canned corn less than they had expected to pack.

The canning of corn has closed in those States, and it is reported from good authority that though the canners had prepared for a pack of three million cases, the output will be just a few cases more than two million cases. The price of standard No. 2 corn has been advanced by canners of those States to 95c factory, and some of the canners are buying from each other in order to complete carload shipments to buyers.

Illinois canners are still reported to be selling some standard corn f. o. b. factory at 87½c, but the reports could not be authenticated.

The stuation in relation to Indiana canned tomatoes is unchanged, which means that the canners are not trying to sell their output. Most of them have sold all their pack, and those who have not prefer to hold rather than to sell at the present market prices.

It is evident that most of the wholesale grocers have waited too long in buying and will now have to secure their supplies on an advancing market.

Advances in Maryland are reported as this letter is being written, and that means that the big run is over and the market is strong, and that canners do not longer have to make low prices on canned tomatoes in order to keep the price of raw stock low.

Michigan canners are beginning to pack No. 10 apples and are making a price of $3.12½ to $3.25 for an early variety called Wealthy, which cans nicely and firmly.

For late or winter stock they are asking $4.00 per dozen for the No. 10 size. This last price, however, for heavy-weight apples, to cut out 85 ounces of fruit drained.

No report has been received from Missouri or Arkansas as to prices on canned apples or canned tomatoes. The probability is that they are selling most of their output close at home or to the Southwest, to which locality they have freight rate advantages.

The price for the 1923 crop of California raisins was named this week and it is about 35 per cent lower than the 19.2 prices. I understand that an enormous quantity of raisins has been sold.

The sales to retailers in Chicago have been in the past month or so more than 150 cars of 60,000 pounds each. These sales have been made by a crew of ten men working for the Sun-Maid Raisin Growers' Association of California, the orders being filled through the wholesale grocers.

A broker who sells both canned foods and dried fruits said to me: "Every pound of raisins or dried fruits sold replaces and prevents the sale of a can of fruit." There is said to be a large crop of apricots and prunes in California this season, and the prices on apricots are the lowest for many years, and the price on prunes is likely to be low. I am writing about this dried fruit situation so that canners will know of its influence.

The consuming trade seems to have largely lost interest in canned oysters, salmon, shrimp and domestic sardines and other kinds of canned fish. Buyers state that their sales this past season so far in these lines have been the smallest for years.

Some attribute the fact to the cool and unseasonable weather, some to the very low prices of fresh meats. One man who likes to cast for bass said that the fishing all over the United States had been good and that consumers had caught their own fish. This last statement sounds to me very unlikely. I have tried it and it isn't done. I haven't caught a fish this year that cost me less than five dollars a pound after expenses were paid.

The Western Canners' Association will hold its 79th semi-annual convention at Hotel Sherman, Chicago, Tuesday, Wednesday and Thursday, November 6 7 and 8, 1923. Special railroad rates of one and a half fares have been applied for and will undoubtedly be granted on the certificate plan.

That is, to buy a ticket to Chicago, full fare, and be sure to get a certificate of purchase from the selling agent. That certificate will then be validated at the convention and a ticket to return by the same route will be sold on presentation of the certificate for half the regular fare.

There will be a fine program and the most prominent speakers and officers of the canning industry, wholesale grocers' associations, retail grocers' associations, as well as experts in the line of production and ditribution will be heard.

The important sections of the National Canners Association will probably meet with the Western Canners Association at Chicago, and the National Canned Foods Week Committees will meet there at the same time and place.

WRANGLER.

ST. LOUIS MARKET

But Little Buying—Chain Stores Buying—Buyers Extra Careful—Canners Scarce on Help—Lower Prices Expected on Tomatoes—Good Demand for Corn—Fruits Quiet—Missouri Fruit Crop Short of Last Year—The Vegetable Crops Better.

St. Louis, Mo., September 20, 1923.

THE Market—The canned foods business has been getting along this week as usual. Comparatively little in the way of buying has been done. Quite a number of jobbers have been putting off purchasing because they are of the opinion that there may be a drop in prices because of the jobbers not coming into the market as the canners supposed they would. The drop has not come, up to the present writing, it it looks just now as if the canners are not going to make the concessions expected. The chain stores seem to be the only class that are buying freely of futures this year, and it is probably because of this fact that the canners have maintained their prices.

Jobbers, when they do buy, are doing so very carefully and want to be assured of a profit before they buy. They have been buying in small quantities in a hand-to-mouth manner. They make sure of no losses by turning over their purchases, frequently each time at a margin. This has resulted in the majority of them making a profit. This is the main reason why they do not come into the market. If they can make money by following the course they are now following, why should they take chances for future purchasing? They do not care to speculate when they are successful by being conservative, and do not have to use a large capital.

VEGETABLES—Tomatoes — The overabundance of tomatoes in the market is not far distant at the canneries. It is said that labor shortage is seriously interfering with the activites of canners. A scarcity of help prevents canners taking full advantage of the low prices for tomatoes. Some canners have gotten hold of a lot of cheap stock, and it would not be at all surprising if offers of less than quoted prices be made, at least for a short time. Brokers here say that canners in Indiana have withdrawn from the market, and the same report comes from Michigan. Contracts for early shipments made some time ago are taking care of immediate requirements, but jobbers are not stocking up for their winter needs.

Corn—There is good demand for corn. Fancy Maine has been l out on contract and premiums are being offered with no ers. Minesota and corn from the Middle West has been a d seller, and is being used in place of Maine corn, but even s is scarce on the market. Standard corn is firm and there been a satisfactory volume of booking made.

Peas—Peas have sold well and at firm prices. The demand steady.

FRUITS—Peaches—There is not much of a demand for aches, but prices are being held, notwithstanding. Reports ve reached here that California canners are, as a rule, holding at they have not sold at the prices they opened at. The smaller ners are said to have sold out their stocks.

Fish—Sardines advices received here from Maine are to the ect, quoting a circular letter in the hands of a broker, that e sardine situation is very vexing, as the canners have no cedent to guide this year. This is the smallest season for re than 40 years, and even now, when the summer run should at its heaviest, the fish are not coming in fast enough to keep factories running full time every day. Nearly all packers working now on current orders, and have no promise of get- g ahead of their sales unless the run of fish continues unusu- y late.

Salmon—Buyers here are getting on their early shipments salmon, but they are not offering them for resale.

Milk—Fresh stock of condensed milk is holding steady to m, reflecting the strength of the sugar market.

The situation on Missouri pack of fruits and vegetables is re- cted in the report from the Missouri State Board of Agricul- re, just issued. According to this report, Missouri fruits gen- ally are not as good as last year, while the vegetable crop is tter. Apples are 59 per cent of a full crop, with heavy yields some of the central counties. Grapes at 75 per cent are poor the southwest section, and not as good as in previous years in ner sections. Pears at 63 per cent are quoted as "quite good" a few northwest counties, but unfavorable in most sections. aches are only 40 per cent of a full crop, with quality lower an last year. Strawberries were lighter than last year, due to ring freezes. Blackberries and raspberries were good, al- ough cut in yield by the July drouth.

The canning season of the Ozark tomato factories will end is week, according to reports of farmers and truckers, who clare that their fields are about exhausted and that the picking il be reduced to second and third grade tomatoes and only few of them. Large shipments have been made from Repub- , Billings, Marionville, Ava, Marshfield and Bois D'Arc. Be- use the crop in the Ozarks was greatly reduced by the drouth is year, it is unlikely that the acreage will be increased next ason.

"MISSOURIAN."

CALIFORNIA MARKET

mprovement in Market—Orders More Numerous—Buyers Making a Drive on Cling Peaches—Peach Crop Below Last Year's—Apricots Make a Record—Pineapple Pack Larger Than 1922—Moving Out Steadily—Tomato Canning On, But Output Below Expectations—Spinach Crop Blighted—Coast Notes.

San Francisco Sept. 20th, 1923.

THE MARKET—A decided improvement has been noted in the tone of the California canned fruit market during the past ten days, and orders are becoming larger and more umerous. As the season advances it is becoming more and ore apparent to the wholesale trade that prices cannot be wer and that advances are in prospect, with the result that ture requirements are commencing to be anticipated on a rger scale. Very few have anticipated their needs in full, t most buyers are purchasing fairly liberally. A few items ave been withdrawn from the list already by leading packers nd prices on others have been advanced. Buyers have been ncentrating on standard cling peaches and most of the naller concerns which have been quoting this line at 10c and 5c below the opening prices of the large operators have ad- anced prices and are refusing to accept straight orders for is grade. The latest crop statistics reported by the State gricultural statistician are about in line with the reports that ave been coming from canners from time to time. The crop f apples promises to be slightly larger than last year, but the canned pack in this State is limited. The peach crop is estimated at 384,000 tons, as compared with 420,000 tons last year. The output of apricots was the largest in the history of California, but the dull market and small size of the fruit resulted in a heavy wastage. Production was about 108 per cent of a normal crop, as compared with the ten-year average of 72 per cent. Plums have been a full crop and packing operations on these have come to an end. The olive crop has improved the last month and will be slightly heavier than was estimated in August.

Pineapple—The pack of Hawaiian pineapple this year will be substantially larger than that of 1922, but most of the output has been disposed of and much business is being offered the larger operators which cannot be handled. The premium evil, which proved a blight on the business last year, is now almost entirely missing, and the pack is moving into consumption in a satisfactory manner on the basis of opening prices. The demand for crushed pineapple is greater than the supply, the consuming trade having cleaned up all of last year's pack, together with the surplus from the former season. The Hawaiian Pineapple Company, Ltd., is packing No. 10 crushed as usual this season for the soda fountain, bakery and specialty trade, and is putting up more in this size in proportion to the pack of crushed than in former years. The reasons assigned for the fine showing being made on crushed pineapple are the extensive advertising campaign and the fact that due to closer grading and a better recovery of sliced grades; the recovery of crushed per ton of fruit is slightly less than formerly. Weather conditions have favored the crop this year and the fruit has run to larger sizes, with the result that there will be a better proportion of the No. 2½ size than last year, when a large part of the fruit harvested was packed in No. 2 cans. The heaviest run on Hawaian pineapple is in July and August, but the packing season extends right up to the last day of the year.

Tomatoes—The packing of tomatoes is under way throughout the State where this crop is grown to any extent, but the output is not proving as heavy as expected. Some fine tomatoes have been delivered to canneries, but the yield per acre is declared to be light. Rain has fallen in the southern part of the State, with showers around San Francisco Bay, but no damage has been done to crops. Growers of tomatoes in Alameda county have joined in a seed selection program and are co-operating with the Alameda County Farm Bureau and the University of California in an effort to improve the varieties of tomatoes grown for canning purposes, and San Francisco packing companies are assisting in the movement. The market on canned tomatoes is very firm, with some packers announcing a prospective increase of 5 cents on No. 2½s and 15 cents on No. 10s.

Salmon—The market for canned salmon remains without any marked change, with the trade taking the most interest in Alaska reds. Some packers are asking $2.35 for established brands, but others continue to make sales on the basis of $2.25 f. o. b. San Francisco. Salmon packets continue to reach this port from Alaska with the new catch, but none of the vessels have large cargoes, the largest shipment being one of 85,331 cases on the Star of Scotland, owned by the Alaska Packers' Association. The output of tuna fish is heavier than seemed likely a few weeks ago and deliveries are correspondingly better. The extremely high price of white meat tuna is causing a better demand for the cheaper grades.

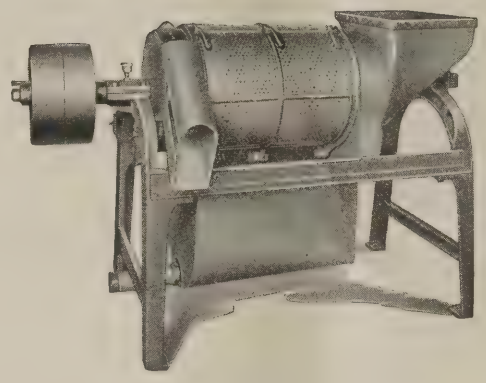
Spinach—The fall crop of spinach in California is infected with a blight and nineteen growers in Alameda county were arrested recently on the charge of distributing worm-infested products in Oakland. Experts have been unable to give the scientific name of the worms, but declare that they come from a fly which lives upon the avus of the spinach. Every effort is being made to stamp out the pest, which is the first one with which growers have had trouble.

Coast Notes—The Braelef Goat Milk Company has been incorporated with a capital stock of $500,000, and plans the erection of a large goat milk canning plant at Santa Rosa, Cal, according to L. A. Bridinger, of that city.

The Kings County Packing Company, of Armona, Cal., is making preparations to greatly increase its capital stock and to enlarge the output of its plants.

Work on the olive processing plant of the Wyandotte Canneries, Inc, near Oroville, Cal., is progressing rapidly, and this will be in readiness to handle this year's crop.

(*Continued from page 31*)



THE

INDIANA

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SMILE AWHILE

AVOIDING TROUBLE

When the train drew into the station, all the windo open to catch a breath of air, an innocent-looking man a peared around the corner of the station carrying a basket his arm. Hurrying to the window of a smoking car, he exhi ited a black quart bottle which he had taken from a numb in the basket, and, with a knowing wink, said:

"Any gent like to buy a bottle of nice ice-cold tea?"

He sold every bottle, but concluded each sale with: "Be ter wait till the train has pulled out before you take a drin you know, for I don't want any trouble"

The train pulled out and the man was making off when a observant bystander asked him why he had requested the pu chasers to wait until the train had started before taking drink.

"Because," he said, with a sly wink, "them bottles a contained ice-cold tea."

A MERRY WIDOW

An English woman recently wrote to a newspaper tha she began life as A. Mann (Alice Mann). She married a M Husband and so became A. Husband He died and she ma ried again, this time a Mr. Maiden. Becoming a widow for th second tme, she concludes that though born A. Mann, she wi die A. Maiden.—Boston Transcript.

DID THAT SILENCE HER?

The woman had seen the play before, and she was at gre pains to explain the development of the plot to her neighb in the theatre.

Finally the man behind her leaned over and said: "E cuse me, madam, but the people on the stage are making suc a noise that I cannot catch all you're saying."

NO TIME FOR KISSING

Their boat was drifting idly, the sun shone brightly an the sea was serene, while she was sitting snugly.

Then he proposed.

From the opposite end of the craft she gazed at him calml Then she said:

"As a matter of common sense, realizing that we are in thi boat, on water more than 50 feet deep, and that if you were to a as you would act if I accepted you, we would be capsized, I wi decline your proposal at the moment—but, George, row as fast a you can to the shore and ask me again."

That girl will make a good wife.

ALL HE KNEW.

A profesor noted among his students for his caustic wit ha in one of his classes a young man who was both ignorant an conceited. One morning he made a specially self-satisfied dis play of both these characteristics, and the professor said he woul like to see him at the end of the hour.

When he came up after the lecture the professor asked "You are Mr. Junkins?"

"Yes, sir."

"Have you a visiting card?"

"I—I—yes, sir," stammered the puzzled student.

"Then, Mr. Junkins," the professor said dryly, "write dow on your visiting card all that you know and bring it to me to morrow."

APPLAUSE

"I notice that you have the word 'applause' parentheticall introduced through your speeches."

"Yes," replied Senator Sorghum. "We can't always depen on hearing the applause, but we can at least be sure people wi read it."—Washington Star.

OUR SUBSCRIPTION HOLDS.

(From E. W. Howe's Monthly.)

I do not believe the men who work and are the best of th population should be regulated at every turn by laws adopted b lawyers, welfare workers, orators, preachers, teachers, writer and other non-producers. If this opinion is offensive to you, an you are a subscriber to this publication, your money will be chee fully returned.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

UR I. JUDGE . . . . . Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE NING TRADE for inquiries and discussions among themselves on natters pertaining to their business.

Business communications from all sections are desired, but ymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

TERMS OF SUBSCRIPTION.

Payable in advance, on receipt of bill. Sample copy free.

One year,	$3.00
Canada,	$4.00
Foreign	$5.00

Extra copies, when on hand, 10 Cents each

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Make all Drafts or Money Orders payable to THE TRADE CO.

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47 BALTIMORE, OCTOBER 1, 1923 No. 6

EDITORIAL

OSTON BROKERS SWAT CANNED FOODS CANNARD—That canned foods are coming into their own is shown through the daily papers in all sections of the country. In issue we reproduce two glowing testimonials from prominent papers, one respecting tomatoes as a health food, and the r touching upon sauerkraut as another such health food. e two articles of canned foods may be considered as bell-es to the whole list, but the effect upon the public mind, as rds all canned foods, cannot be other than most beneficial. it is time that the whole world learned the food value of ed foods all will agree; but all must as readily admit that world only recently held feelings that were decidedly the rse towards these products, and that a great horde of people inue to regard all things in cans with a deep superstition, it is a superstition and nothing else. An example of this given in the Boston Herald of September 5th, which pub-d one of Dr. W. A. Evans' syndicated articles on health, in h Dr. Evans referred again to food poisoning resulting from mercially canned foods, and intimating that the death of ident Harding was the direct result of eating canned crab t.

It just so happened that the Executive Committee of the ional Food Brokers' Association met the next day, on the 6th, Boston, and the brokers took up this matter, in a vigorous , with the City Editor of the Boston Herald, and he was in-d and accepted the invitation as a special guest at their heon on that day. Canned crab meat was used in the salad ch was served at that luncheon; in fact, the entire menu was al Down East fish party. It is worth repeating: Oysters, chowder, broiled live lobsters, Blue Flag brand Japanese salad, ice-cream, cake, coffee. In addition to the Editor of Herald and the regular Executive Committee members, there e the following guests: Charles P. Whitman, President; W. J. nsend, Vice-President; Paul Fishback, Secretary; H. A. N. y, Paul E. Kroehle, Joseph Keevers and the officers of the England Grocers' Association, the Boston Wholesale Gro-' Association and the Boston Retail Grocers' Association. The lt of this "eating of the pudding" was that the Herald's tor assured the meeting that the mistake of the previous day ld be fully corrected. This is certainly a splendid way of king the paper eat its words.

EEDING OUR "GOBS" FINE STUFF—Immediately after the close of the war we all heard unending tales about the poor "chow" that was served the soldier and sailor boys, all of us connected with the food world could but wonder. ere there was so much smoke, however, we felt that there st be some fire. Then we began to recall the tales told by ege students and others of the poor food that was served m, and, taking it home personally, we began to wonder why grow tired of the same restaurant fare after it seemed so when we first began, and the light begins to dawn upon all us—that we humans are peculiar critters; that we soon grow tired of even the best, and are in constant need of a change. And therein lies the truth of the returning soldiers' and sailors' complaints, as well as of our own grumblings—the complaints are made in all honesty, but the complainent has merely tired of his boarding-house. The food is all right, and many of these former soldiers and sailors as they look back upon it from this distant day admit that it was all right. They can see it now in its real condition.

We have just been going over specifications put out by the Navy for food supplies, and we could not help but feel that if all of us could do our marketing upon the same high plane we would live very much better, though our purses would be the poorer. After going over a long list of beef of various kinds, much of it in tins, sausage, mustards, jellies, etc., all specified to be of the best quality, we find such items as: 100 cases of carrots, No. 2 tins, best quality; 50 cases chicken loaf, 7-oz. tins, best quality; 30 cases clams, 10-oz. tins, best quality; 25 cases gelatine, best quality; 100 cases cranberry sauce, No. 2 tins, best quality; 50 cases oysters, No. 2 tins, best quality; 120 tins of prunes, No. 2 tins, to be "Sunsweet" or equal; catsups and chili sauces, to be "Heintz quality" or equal, and a whole raft of all sorts of groceries all of this highest possible standard. You will understand that these are offers to buy, and that the buying will be done on these specifications, and we hasten to say that these are but repetitions of many such lists we have gone over for months and months, the regular custom of the Government in providing its men with fine foods. It is as it should be, for these boys are entitled to the best the land affords, and we mention it only as a retort to the assertions that their food is slighted and is not of the best. It is to the credit of this industry that all branches of the Government use canned foods to an enormous amount—we might be bold enough to say in preference to all other forms. There are advertising possibilities here which the industry should make use of.

THE TOMATO "BEARS" AGAIN THROW BOOMERANG—If popularity consists in being on everybody's tongue, then Jimmie Colbert, of the Colbert Brokerage Co., of Preston, Md., is the most popular man in the canning industry, not alone in these parts, but in every section of the canned foods world. But we hasten to add that it is a brand of popularity that will relieve him of the need of ear muffs during the coming winter. One well-known canner, and one of the largest, and whom the writer never before heard resort to profanity, broke loose on a strain that would have done the famous old sea captains honor—and Jimmie was the butt of his anathemas. And here is the cause, the following circular:

Preston, Md., Sept. 21, 1923.

To Our Connecting Brokers:

TOMATO SITUATION

Tomorrow ends the fourth week of the tomato glut, and packers for the past four weeks have been running every day, most every night and quite a few Sundays, and most of them will run full next week.

However, the glut is now over, and we are in hopes that after next week things will slow down enough to let

canners get their future sales shipped out, which we are confident they will do just as soon as they can spare the help to label and nail up the goods.

There is no question but what we will have one of the largest packs ever recorded in this section of the country. In fact, it has been so heavy that not one in twenty canners have been able to spare the help to ship out any goods.

There has been a movement on foot recently to boost prices. This has partly been backed by a few canners who sold goods with a guarantee against decline in price to date of shipment and a few speculators who thought our pack was going to be short.

This may be a good movement for everybody concerned, for there is no question but what it will have some influence in keeping some of the buyers from rejecting, which is a natural thing to expect if the market had remained like it was.

They are basing their argument on a tomato shortage in the West. Indiana packed last year 1,312,000 cases of tomatoes, which was the largest pack, we believe, they ever had, and even if they do not pack a case this season, the Peninsula alone will pack more than this quantity in excess of its pack last season. So, you see, there will be plenty of tomatoes to go around, and this year it will pay buyers who are in the market for tomatoes to get prices out of the Tri-States before placing their orders.

Practically every canner that we know will have tomatoes to sell, and will want to sell them just as soon as they can get their present sales shipped out. At the present time there are very few canners interested in taking any orders for prompt shipment.

However, with firm order and buyer's name, we can get straight cars of standard tomatoes, one size only for prompt shipment, f. o. b. Peninsula, at the following prices: No. 1s, 55c; No. 2s, 85c; No. 3s, $1.35; No. 10s, $4.25.

If you get any business on this basis, we will be glad to hear from you.

If there should be a change in the market, we will advise you promptly.

Yours very truly,
COLBERT BROKERAGE CO.

This is but a repetition of last year's fiasco, when the bl was all put on the Biddle Purchasing Co., with Jimmie n tioned as their agent. It is our understanding that this se Jimmie is not their agent, but the result so far as bearing on tomato price, the market is just the same; instead of driving canned tomato prices down it has served to force them up, for the same reasons. Biddle is a buyer, and while fault ma found with his ethics, it should be remembered that to the York City buyer, sitting in his mahogany swivel chair, it t very few tomatoes to make him see the entire horizon aff with tomatoes. But Jimmie is down where the tomatoes gr he is a keen student of the market and of the tomato-can game, and anyone who has followed the course of this crop season must know that there is no good reason to expect a fect deluge of canned tomatoes. He says there have been weeks of "glut." To our knowledge there have been but weeks of glut, tailing over into the third week, which was week of September 17th, the supplies rapidly dwindling from middle of that week, and this week, his fourth week, present actual scarcity and very high prices on raw stock. We checked our ideas very carefully not only with large and posted canners, but with others epually familiar with the si tion and free of any possible bias, and they coincide exactly the best-posted men in the industry. This leaves Jimmie to s alone, and the trend of the market prices, and moreover the ac feverishness of buyers from all sections of the country—a v able deluge of orders for tomatoes on this section of the cou as we write—do not support him in his position.

If this thing keeps up, tomato canners will annually for some bear to break loose, that higher prices may be ins The canners have been cussing the circular, but they need have done so. And now that the canners are through cussing buyers will begin, because they allowed themselves to be l with the siren song of loads of tomatoes and very cheap pr We thought the buyers learned their lesson last year, but they have come back for more punishment and in greater hers this season shows that they did not. We have done best to hold the canners steady and to keep them from lo money, and most of them have followed the advice. Those were stampeded can merely be sympathized with.

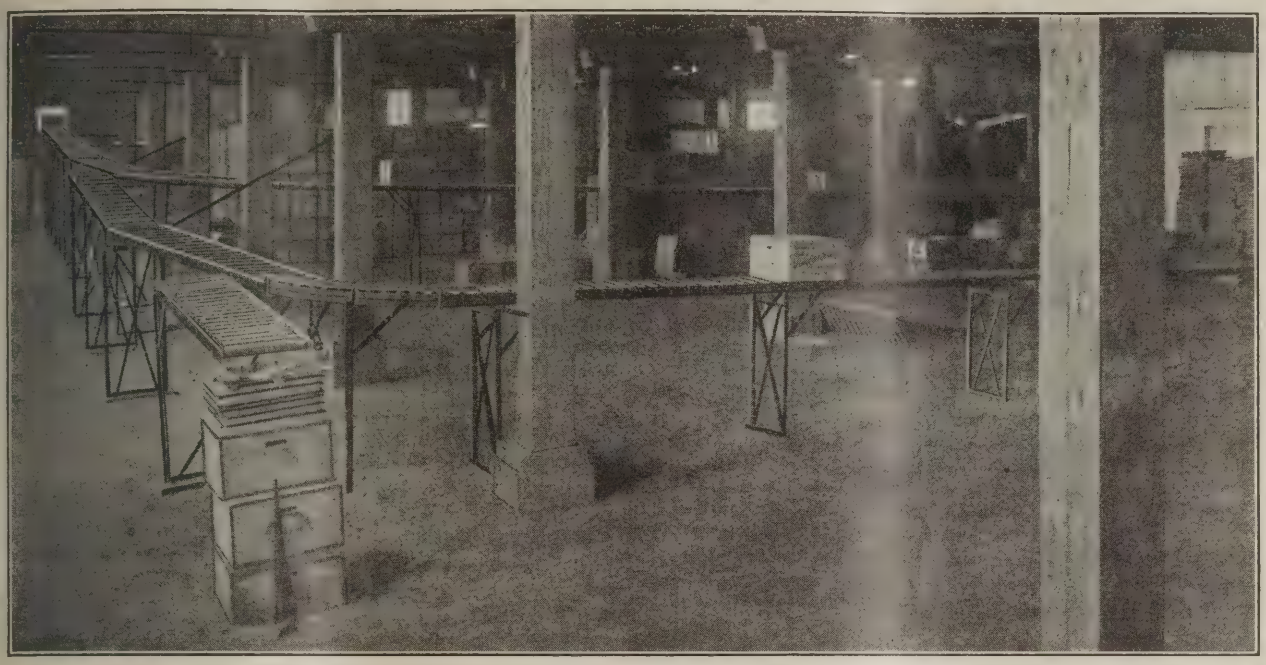
VIRGINIA CANS

Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA



Illustrating the value of the Mathews system in the storeroom

Gravity Will Cut Your Expense Sheet

Gravity will do your conveying cheaper and quicker than by any other means. It cuts down every conveying cost—payroll, breakage, delay. Practically every line of industry is represented by the hundreds of users who have realized substantial economies by installing the

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

Numerous special devices give this system the advantage of being adaptable to the requirements of practically every plant. Different products can be routed to any desired point by the use of switches and the portable, or permanent sections of ball-bearing rollers. Deliveries are simplified and speeded.

Install a Mathews Gravity Conveyer and every possibility of unnecessary delay is eliminated, breakage costs minimized and the payroll appreciably cut. Learn the particulars of this efficiency system. A line to us will bring you complete information.

MATHEWS GRAVITY CARRIER COMPANY
123 Tenth Street, Ellwood City, Penna.
Branch Factories: **Toronto, Canada — London, England**

Conditions Of Crops In All Sections

Crop Reports By The Canners

Take Time—

To send us a brief word, at least, as to the progress of the pack in your section to date, and as to prospects. Others are doing this, as you see below.

You welcome all possible information—Exchange, then, with your fellow canner, and here is the way.

The crying need of this industry is more information. Give a little and you will get much. Let us hear from you.

——The Editor.

Mt. Morris, N. Y., September 21—Corn acreage is normal. Yield 20 per cent.

Avery Island, La., September 19—Canning crops exceedingly poor here. Okra scarce and other crops practically a fraction.

Vicksburg, Miss., September 24—The green bean crop was a total failure, both spring and fall. The acreage was good, plants luxuriant, but the rains would not let the buds set to fruit. Tomatoes 25 per cent acreage, and 50 per cent crop. 50 per cent of acreage planted to sweet potatoes looks like a 50 per cent yield. Cabbage very poor. Okra crop 75 per cent. Acreage about as usual. Cotton crop 25 per cent. Sugar cane 50 per cent. Acreage for both about as usual. Temperature 46 degrees this morning, almost the frost line.

Grandview, Ark., September 21—The severe drouth during August and the early part of September damaged the tomatoes in this vicinity more than 50 per cent, and unless frost holds off much later than common we cannot hope for half a normal pack. The apple crop here is only fair. There will be some apples packed in Arkansas this season.

Green Forest, Ark., September 24—First half season hot winds and badly sunburnt. Last half to date too much rain, hurting tomatoes very badly. Weather conditions being good for twenty days longer will have 30 per cent pack. We are prorating our shipments.

ADVERTISING AND SELLING

By Charles Coolidge Parlin,
Manager of the Division of Commercial Research,
The Curtis Publishing Co.

Before the National Krout Packers' Meeting, August 27th, 1923

THE most powerful selling force is the merit of the product. Personal selling is, however, a very large factor; advertising is also a factor. The development of any business is dependent upon its sales representatives. The product might be right, the advertising might be right, and yet if the sales representatives were not loyally and enthusiastically putting their efforts behind the selling of the products, the results would be negligible.

Advertising is very definitely to the benefit of each and every salesman. It is not true that when a firm advertises, fewer or less efficient men can be used. As an advertiser you create a greater demand and you can advantageously use the efforts of more men and more efficient men.

Three changes have been taking place which are of vital importance to a sales organization and to a manufacturer.

There has been a remarkable growth in incomes. Incomes from $2,000 to $3,000 in 1921 were two and one-half times as great in number as in 1917. There were more than eight times as many people with incomes from $3,000 to $5,000 in 1921 as in 1915; more than two and one-half times as many people with incomes from $5,000 to $10,000; more than twice as many people with incomes from $10,000 to $25,000; nearly twice as many people with incomes over $25,000.

Another change is taking place. The automobile is tr forming the merchandise map of the United States. A years ago it was very difficult for any manufacturer to re the farm trade. The farmer, limited by the short radius travel of his horse, had to buy what the local merchant ch to sell. Today the automobile enables him to go where pleases This has resulted in the rapid growth of the county-s towns.

In 1920 we made a survey of 144 square miles in Kan calling upon every home and making an intensive study of city of Sabetha, which was the center of that district. It found that 83 per cent of the farmers had automobiles, In ot words, 83 per cent were independent of the village store, 83 cent could go to the place where the product they wanted to was sold,

There is another change more fundamental than any those mentioned heretofore, the development of education, wh is one of the most remarkable revolutions that has taken pl in American life.

Thirty years ago there were less than 400,000 students rolled in high schools in the United States. Today there are and one-quarter million—not two and one-quarter million of one hundred million people, but two and a quarter million of the small part of one hundred million—who are of high-sch age and have the intelligence to make use of high-school tr ing. There are today enrolled in college more students t were in the high schools in 1890.

This wide-spread development in education has distinct nificance: In the first place, our earning power is being a mented; more people are earning money with which to buy r chandise. In the second place, there is an increasing appre tion of good merchandise; a greater number have increased a ity to understand such a message as you have to give them understand differences in quality. In the third place, it me that the number of people who can be reached with a pri message is vastly increased.

Up to the present time only a relatively small part of population has been able to get enough impact from a pri message to be vitally influenced by it. A great many pe do not read at all. Some people who do read have not suffic intelligence to get an impulse from it which is strong enc to lead to action. These people buy through imitation, or buy what merchants urge upon them, or their more intelli neighbors recommend. But every year our schools are tur out a larger number of people who can think for themselves to whom you can appeal with your message in a way which enable you to build markets.

Along with this remarkable development in education come a striking development in advertising. Advertising come into our lives so gradually and yet with such a pos force that we can hardly conceive of how recent it is.

The task of getting your product into the minds of the sumer is a hard selling task. It will take the very best eff in advertising and the very best in sales effort, but with succeeding month and each succeeding year it will become ea When you have that you have an asset which is worth va more than investment in plants, in raw materials and in fini products.

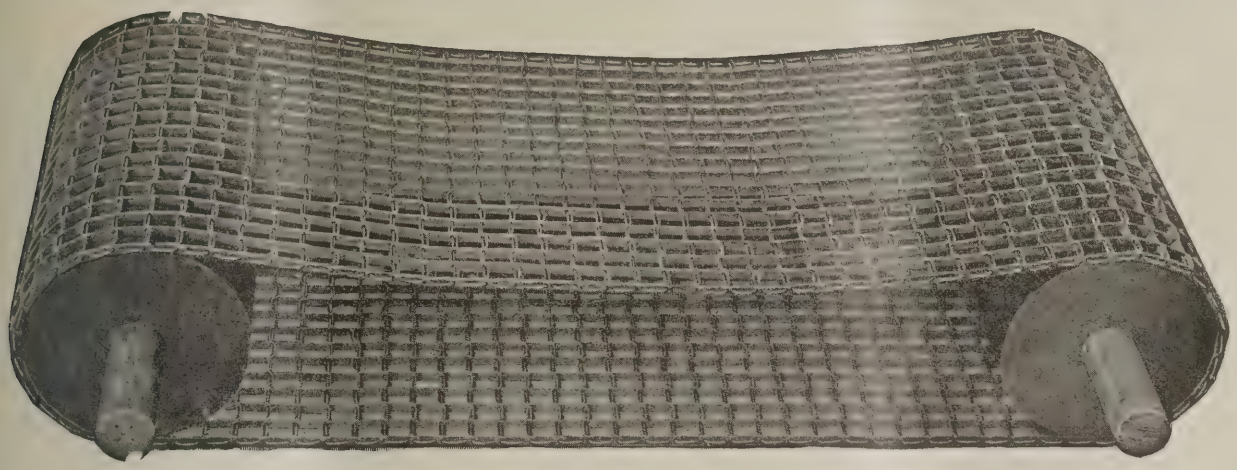
Advertising is a process of education. Advertising is the most powerful force; the merit of the product is. Adve ing is not as powerful as word-of-mouth selling. There are, l ever, two things advertising can do that cannot be done by sonal selling. Advertising reaches a lot of people at once, a comes again and again.

As a result of the war there has been a vast develop of the co-operative movement. During the war many orga tions were brought together. Most of these organizations tinued to exist because they found certain co-operative acti which they could very well agree.

In the first place, they found it was wholesome to ge gether and become acquainted. They found there were ce things they could do without much expense—maintain a re sentation in Washington, look after their interest in the S capitals, look after standardization in methods and sizes. S of these associations utilize national advertising to build markets.

The problems of co-operative advertising are many. is: members have to trust each other enough to go ahead a big program. Another is: they have to trust each other en to let a committee transact a great deal of business. They to agree on fundamentals and leave to a committee the dec of details. One of the most difficult things is that every

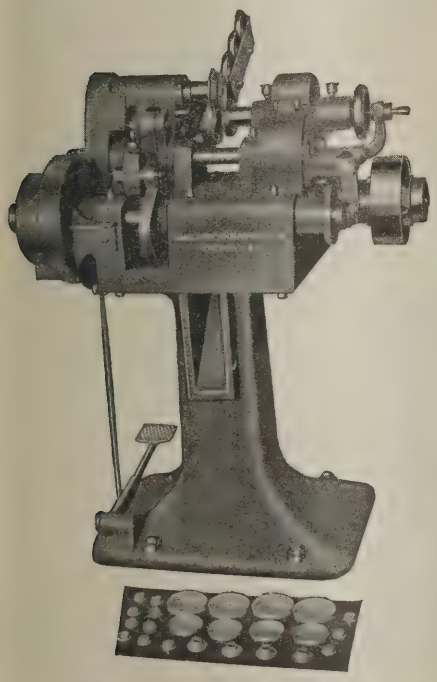
HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

MANUFACTURED BY

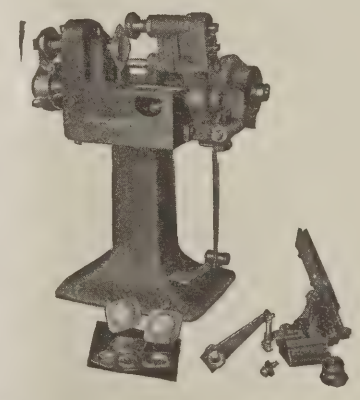
LA PORTE MAT & MFG. CO. La Porte, Indiana



ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."



We make every machine for "can-making."

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

will not come in. Somebody is going to stay out, and those who come in have to bear the burden. The committee must know what it can depend on, because they have to place advertisements a long time in advance. Somebody has to be financially responsible for them. Either the committee must do it personally, or have the backing of commitments on which they can depend.

SALE OF APPLE CIDER IS DECLARED LAWFUL

SWEET cider is due to enjoy a return of popularity through the recent citation of a section of the Volstead law by General Prohibition Enforcement Agent Bauswein. The rural beverage which at one time was liberally consumed not only in agricultural districts, but which passed continuously across the polished mahogany, seems destined to again reach large proportions. Cider presses will figure prominently once more in modern farm equipment, and a sharp jump in the apple market may be expected as a result of the ruling.

Immediately after prohibition the report became prevalent that the law required farmers to "doctor" fresh cider in order to prevent it from gathering that natural kick which would bring it within the pale of the Volstead law.

Inasmuch as the farmers were not supplied with the necessary ingredients for "doctoring" and feared to take chances with the prohibition agents, many of them allowed their apples to rot on the ground or sold them at low prices. The cider presses were relegated to the class of the stein, the growler and other gone, if not forgotten, antiques.

But Bauswein says the farmers misunderstood the provisions of the prohibition law. Under his ruling, published recently, they are permitted to make and sell sweet cider which contains no preservative, provided they sell it before it accumulates the ½ of 1 per cent kick. The section cited by Bauswein follows:

"Sweet cider, direct from the press, may lawfully be sold by the glass or in other small containers without permit, providing it is not combined with any other ingredient so as to produce an intoxicating liquor, and is sold for consumption at the place of manufacture or in such proximity thereto and in such quantities that it will reasonably be expected to be consumed before becoming intoxicating."

Preserved sweet cider is defined as that in which alcoholi fermentation is prevented or materially retarded by the additio immediately on pressing of benzoate of soda in the proportion not less than 4 to 4½ ounces to each barrel not exceeding fift gallons in capacity, or by pasteurizing or sterilization and b immediately placing the same in small, impervious, sterile, seale containers, such as bottles or jugs.

It will be noted that it is stated that sweet cider may sold "at the place of manufacture. This means that anyone ma make and sell sweet cider, and that customers merely need purchase it, set it aside and let nature do the rest. With th growing distrust of the liquors now on the market, it may safe be presumed that those who must have it will welcome the oppo tunity to purchase a stimulant which hasn't so intimate acquaintance with the Grim Reaper.—The Interstate Grocer.

CALIFORNIA MARKET

(*Continued from page 31*)

The Tofanelli Sea Food Co. has been incorported at Sa Francisco, with a capital stock of $25,000, by A. Tofanelli, E. Tofanelli and A. J. Harzfeld.

The Los Angeles Chain Stores is planning to erect a co densed milk plant at Madera, a thriving city in Northern Ca fornia.

The Fontana-Hollywood Co., 2 Pine street, San Francisco, h completed arrangements whereby it has become sole distribut of canned grapefruit packed by the Florida Citrus Exchange, a has opened a branch office at Tampa, Fla., which has been plac in charge of Phelps Hollywood. A sales campaign will be i augurated in this country, as well as in foreign fields.

Opening prices on the 1923 pack of canned pumpkin ha been named by the California Packing Corporation as follow No. 2 tall, $1.15; No. 2½, $1.35, and No. 10, $4.00.

C. V. Inderrieden, president of the J. B. Inderrieden C Chicago, Ill., is a visitor in San Francisco. A branch office maintained in the Santa Marina Building in this city.

"BERKELEY."

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

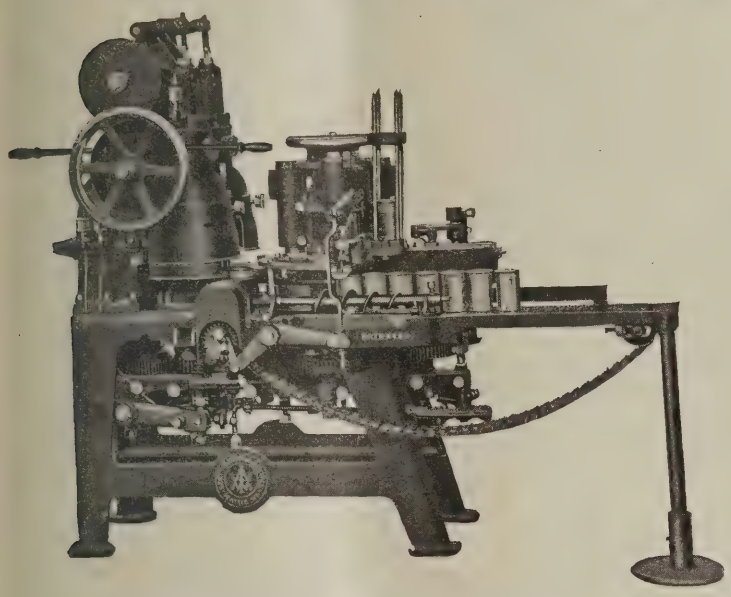
Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

Who Pays the Bill —



When the whole line is stopped for five or ten minutes ?

Clearing a jam in the Seamer, due to out of round cans or missed, defective covers, average loss average Seamer 5% of running time.

Not much, we can hear you say. Only 24 minutes. A loss of fifty cases in the total run of the average Seamer per day.

A TROYER-FOX Non Spill Closing Machine, with the rounding up device and the Automatic Stop, will eliminate this loss.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

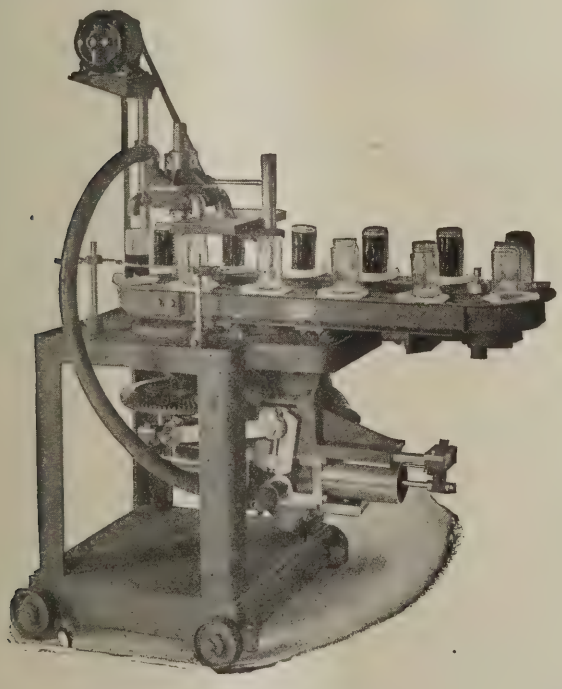
SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
Old Colony Club,
Chicago, Ill.,

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.



KARL KIEFER
PISTON TYPE VISCO

Years of service in preserve plants throughout the country prove all that we claim for this machine.

It's a machine you can rely on to stand up under hard and continual usage during the rush of the season.

No break-downs and repairs to cause expensive delays in the pack.

Its accuracy and cleanliness are permanent.

It can be used to fill so many different products that it is seldom idle.

Fills preserves, jelly, jam, mustard, salad dressing, syrups, honey, etc.

THE KARL KIEFER MACHINE COMPANY
CINCINNATI, OHIO.

PUGET SOUND SALMON RUN BREAKS RECORDS

The Greatest Humpback Pack Since 1913 Will Result From the Heavy Puget Sound Catch

By Gill Gordon

In the Seattle Post-Intelligencer of Sunday, September 9, 1923

[NOTE—This interesting description is well worth reading; but daily paper reports if record yields or catches must be taken *cum grano salis*. The Editor.]

THE "humpies" have come, nosing their way by the tens of thousands into the traps and seines of Puget Sound fishermen, a condition that overnight confronted fishery interests with a vast oversuply of salmon, as contrasted with depleted runs that in previous years forecasted approaching extinction of this premier North Pacific Coast industry.

In the parlance of North Puget Sound fishermen, this is the "humpies year"—meaning that the biennial migration of the humpback salmon is on in full force, this pink-fleshed species returning from the ocean to the streams where they were hatched four years ago. An average catch was anticipated this season, but the deluge of humpies that choked traps and purse seines in the last few weeks found the canneries utterly incapable of handling the unprecedented crop, with the result that perhaps 400,000 of this valuable food fish spoiled and were dumped into the Sound or turned into fertilizer.

This condition swiftly brought about a sharp difference in opinion as to fishery conservation measures.

On one hand the State Fish Board, created by the last legislature, is criticized for not acting promptly in coping with the big run, thus averting the loss of 400,000 salmon.

And on the other side the Fish Board is praised, it being pointed out that the deluge of humpies this season is a direct result of the first official conservation step taken by the Board when it organized—that of creating a ten-day closed period each year to permit the fish to reach their spawning grounds in greater numbers.

This ten-day closed period became effective last Wednesday, continuing until next Sunday, after which the 1923 humpback run will be practically over. And when the season ends the Washington humpback pack will have aggregated between 360,000 and 370,000 cans, in the opinion of Capt. Harry Ramwell, of Everett, member of the State Fish Board. This represents the greatest humpback pack since 1913.

Deluge of Humpies—Like an old orchard, its sapless trees suddenly blossoming into a rich harvest of fruit, was the deluge of humpies that flooded the traps and seines of fishermen last week. It recalled to grizzled fishermen the palmy days of ten years ago or more, when Puget Sound waters sparkled bright with the gleam of silver salmon scales; when, on the word of beach Siwashes, one could almost walk across the Sound on the marshalled backs of millions of salmon, back from mysterious ocean haunts and driven by a strange instinct to spawn and die in the streams where they were born.

Anxious to proclaim to the world that one of the three leading industries of Washington is still productive, President E. B. Deming, of the Pacific-American Fisheries, put his scout boat, the Skylark, to the disposal of the Post-Intelligencer corresopndents, and T. G. Randolph, cameraman of the International News Reel, last Monday. En route to the Lummi Island fishing precincts the waters splashed at frequent intervals in the wake of the Skylark; it was the splash of jumping salmon, and they could be seen leaping from the waters far out into the Sound, which, in the Siwash mind, is a sign of "heap big" fish.

And heap big fish they were at the first trap visited—a contrivance of long rows of piling supporting wire network, jutting far out into the Sound from the Lummi Island beach, at the end a circular inclosure with a narrow opening through which the fish entered. Entering this "parlor" sounded the salmon death knell, for within a few hours he would be reposing in several cans, fully cooked and ready for Eastern markets, where Puget Sound salmon is a rare delicacy.

From this trap 6,000 humpback salmon were brailed into waiting scows; 6,000 silver-hued humpies, jumping, twisting, squirming, fighting mad at the fate which led them into a can, instead of the mountain streams of their forebearers.

This same spectacle was unfolded in the other company traps, with the result that long before twilight a small flotilla of barges, each heavily burdened with its harvest of the silver horde, were towed into Bellington Bay and moored beside the Pacific-American canneries.

From water into the can is only a process of hours, and with the canneries immaculately clean, it assures epicureans as fresh a food as the campfire-cooked fish of the nimrod.

This is but the beginning of an even greater humpback run, in the opinion of Capt. Ramwell, while E. A. Seaborg, director of State Fisheries, declares that the acts of the Board in creating spawning reserves and enforcing closed periods will be productive of a rehabilitated salmon industry in the future.

"Next year there will be a world of silver and chum calmon," was the optimistic forecast of Captain Ramwell. "And if British Columbia will co-operate with us, we will bring back the greatest of them all—the fancy sockeye. If Canada will co-operate, we will close sockeye fishing for eight years."

Romance of the Seas—In the romances of the seas the salmon is perhaps the most interesting. River-born, the infant fish, driven by unerring instinct, swim to salt water, then pushing farther on into the ocean, where, in mysterious haunts which science has never been able to definitely locate, they grow to maturity in four years. Then, again driven by an even stronger instinct, they swim back, retracing the exact swim-path they took as infants four years previous. Back to the same stream they go—if they miss the clutch of the cannery trap or purse seine. Leaping waterfalls, braving swift rapids, defying the sharp rocks that bruise and tear their bodies, they somehow reach the pool that is birthplace and grave.

Here, the end of the journey, the salmon deposits its eggs. Then, after hovering over the eggs like a mother over its brood, it dies, its body sinking to the sand bed. Science believes that after the young are born, remnants of the parent fish still repose on the sand bed, providing food for the fingerlings. Here nature has provided an epic of life duty that challenges the achievement of man.

The salmon was almost sacred to the primitive Indian; now it is sacred to the epicurean—when it is in a can.

A NEW CIPHER CODE

THE California Packing Corporation, San Francisco, has announced the publication of its new Calpack Code, which is now ready for distribution and becomes effective October 1, 1923.

This new and up-to-date code succeeds and replaces the codes previously published by the J. K. Armsby Co. and the California Fruit Canners' Association. The various editions of these older publications have been for many years the standards of the world for the fruit and vegetable packing industry, but, due to the many changes which have taken place in the methods of packing and distribution, the need for a more up-to-date code has been greatly felt. We are advised that the Calpack Code has been designed with but one idea in mind—the reduction of telegraphic expense, and the California Packing Corporation claim it will meet all practical present-day requirements of the trade.

According to previous circulars, the lines covered are canned fruits, fruit specialties, honey, canned vegetables, tomato products, pickles, ripe olives, canned fish and sea foods, dried fruits, raisins, beans, nuts, etc. Special attention has been given California and other Pacific Coast commodities. The lists of phrases and commercial expressions are comprehensive in scope. The tables of currencies, numerals, dates, quantities, shipments, etc. are very complete and insure to users of the code substantial savings in wiring on these important subjects. The code words are adaptable to both domestic and foreign communications with the maximum of economy.

A large advance sale has been reported which indicates that the Calpack Code will be used by the trade generally throughout the world, and the publishers anticipate a rapid distribution of the remaining unsold copies of the first edition.

TOMATOES—YEAR-'ROUND HEALTH INSURANCE

A HUNDRED years ago our great-grandsires admired tomatoes as garden ornaments, but avoided them as poisonous "Love Apples." Today they stand in the front row of the most-used and best-liked vegetables—even new-born babies are fed tomato juice to stave off scurvy.

Long before science discovered the tomato's marvelous value as food, the human family was eating it at the rate of billions of pounds and tens of billions of cans annually. Now we know it is rich in iron—a mineral as necessary to blood as air to the lungs. It generously provides lime—another essential mineral indispensable to the building of bone and teeth. "Lime starvation" is one underlying cause of many distressing physical defects.

Tomatoes also are purveyors of potash salts, which help the blood to promptly carry building and repair material to all parts

We Manufacture for Canner:

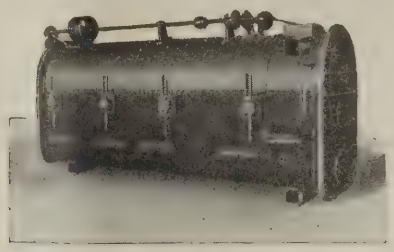
VERTICAL PROCESS KETTLES
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For Milk Packer:

SWEETENED MILK FILLERS
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CONTINUOUS SHAKERS
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TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbedby incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

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MAX AMS

CLOSING MACHINES

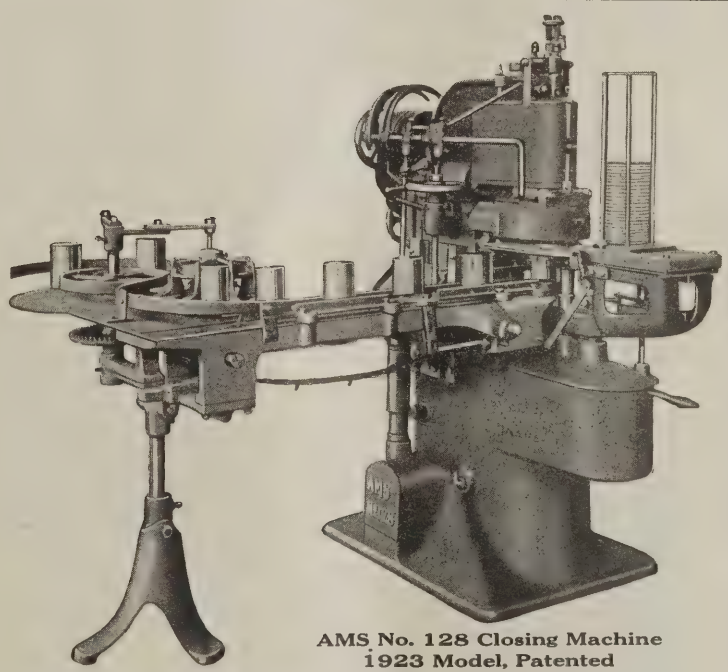
for

Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL SANITARY CAN SYSTEMS PRODUCTS NEW YORK CITY

THE MAX AMS MACHINE COMPANY

101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

of the human frame.

Whereas their acidity once was attributed to undesirable oxalic acid, we now know it to be of beneficent citric acid origin—as in the lemon and orange.

The tomato's real triumph as an invaluable food, however, is based on its incomparable service to health as a gold mine of vitamines, those essential food elements so necessary to health.

It has the supreme distinction of being one source of these vital "protective" food elements which is not injured by drying or canning.

This plentiful, cheap and luscious vegetable not only supplies the anti-scurvy vitamines, but also is rich in two other vitamines—the kind that prevents or relieves certain nerve diseases, and the kind that promotes normal growth and development in children and young persons and helps to maintain an even balance of physical fitness in mature folk.

From four to six ounces of fresh or canned tomatoes daily is sufficient to provide the average individual with a fair supply of these three "invisible lifeguards."

Young children may take as much as an ounce a day, though in this, as in all matters pertaining to children's food, dependable medical advice should be sought.

We get vitamines in tomato soups and sauces, and fresh and canned tomatoes are highly useful as defenders against deficiency diseases. Tomato salad, whether made with the fresh sliced or the canned, is a delicious form of defense against germ foes that seek to batter down the walls of health.

Only a fool would think of omitting these glowing red globules of goodness from the daily diet. Whoever wants that measure of body balance which insures comfort, efficiency and profitable living will eat tomatoes in some form daily.

September brings tomatoes in profusion—the best of the year—solid, meaty ones that can be had at little cost. Serve them in plenty, and put them into cans.

Follow the advice of the ancient sage: "In time of plenty provide for the lean years."

Mr. Tomato Canner, says Roy Irons, Secretary of the Ohio Canners' Association, who sends us this from "The Forecast," a health magazine, you cannot arrive at the true value of such a great article. Note the strong terms of expression where he says: "Only a FOOL would think of omitting these glowing globules of goodness from the daily diet." See the advice given in the following: "Whoever wants that measure of body balance which insures comfort, efficiency and profitable living WILL EAT TOMATOES IN SOME FORM DAILY."

This is certainly telling the people to eat tomatoes. One would think the author had been "semed," but we know he hasn't, and to have a voluntary expression from such aneminent dietician as the above, the worth to the industry cannot be measured in dollars and cents.

Back up such men s this by packing nothing but good quality, and the nation will soon consume 20,000,000 cases annually.

THE NEW HANSEN FILLER

OUR readers have all seen the announcement of the New Pea and Bean Filler, just brought out by the Hansen Canning Machinery Corporation, the first product offered from their new factory at Cedarburg, Wis.

When the name Hansen is mentioned in relation to filling machines, the canning industry listens intently, for the Hansen Fillers have made a name for themselves. And now Hansen says that he has surpassed anything heretofore offered as a filler, even his own previous well-known machines. We have not seen this new wonder, and their advertisement describes it so well that we need not here repeat, but they tell us that the machine has been a year under actual working conditions in the factory, and it is, therefore, not a mere theory. That being so, it stands as pretty much of a revolution in filling machines for canners. Hansen canning machinery has always attracted attention because of the fine way in which it is built; and it has spread its fame through the quality of the work it does in the cannery, when most needed, and where the real test comes.

The one feature—that the brine or syrup is covered and kept free from dust or other factory refuse, and cannot possibly be wasted—is in itself enough to recommend it strongly to any progressive canner. That it has fewer parts and, therefore, presents less liability to wear or break down is another that few will miss. So the new Hansen filler is a machine which everyone should look into and learn more about in time for next year's operations.

We are told, also, that they have perfected their can-washing machine, that little contraption which sits between the can supply

FOR QUICK SHIPMENT

Cannery Supplies of all Kinds

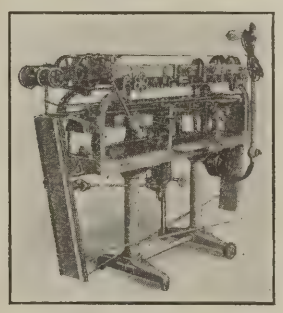
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Wire Blanching Baskets



Knapp Labeling Machines

A. K. Robins & Co.

(Robert A. Sindall)

Baltimore, Maryland

Write for Catalog.



Sanitary Enameled Peeling Buckets

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
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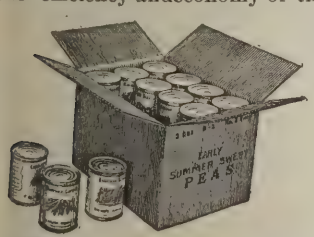
Pulp Machines
Pulp Finishers

FOR BETTER, LESS EXPENSIVE SHIPPING BOXES ---- See H & D

H & D Corrugated Fibre Boxes get there with the goods. Shipped to a nearby town or to a point across the continent, they arrive with contents intact.

You risk no defaced labels or leaky cans when you ship in these better boxes. Inexpensive, convenient and far above railroad requirements for strength, they solve your shipping problem once and for all.

Get our prices and free samples and you will be convinced of the efficiency andeconomy of these better boxes.



Ask also for your copy of our free "Canners Booklet".

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Landreth's Seeds

WHEN you think of Seeds, think of Landreth either for spot or future. We are the oldest Seed House in America this being our 139th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED CO.
Established 1784
Bristol, Pa.

and the filler and gives each individual can a thorough cleansing before filling; and if this be so, every canner should install one. Every day that the industry puts off the washing of the cans before filling it is courting disaster in the minds of the public. It should be done before the scandal, as it will have to be done after the scandal. This little washer impressed us very favorably, and now that they have perfected it, no one need hesitate.

FALL PLOWING WILL REDUCE TOMATO LEAF-SPOT OR BLIGHT

RECENT investigations by Fred J. Pritchard and W. S. Porte, of the Bureau of Plant Industry, United States Department of Agriculture, indicate that tomato leaf-spot, or blight, which causes an average annual loss of approximately 250,000 tons of tomatoes in the Middle Atlantic and Middle Western States, can be largely controlled by thoroughly plowing under all dead tomato vines in the fall to prevent the overwintering of the fungus.

The tomato leaf-spot fungus, as shown by experiments, grows, fruits and overwinters on various kinds of dead plant material, such as weeds, grasses, corn stalks, wheat stubble, and remains of other crops. It overwinters in greatest abundance on old tomato vines, however, as it starts on the live plants when there is little competition with other fungi and obtains a monopoly on this material. During the autumn and spring it thoroughly permeates the surface tissues of the old tomato vines lying partly or wholly on the surface of the soil, and in the summer produces innumerable fruiting bodies and spores. This food supply usually carries it well into the fall, by which time it spreads to other dead plant remains, and hence lives over another winter. By means of this saprophytic existence on dead plant debris, it is able to live from year to year until it finds a favorable opportunity to attack another tomato crop.

Covering the infected tomato vines with soil at the end of the picking season causes the death of the fungus before spring. The vines have to be thoroughly covered, however, to obtain this result, as those left partly or wholly exposed harbor the fungus. If the leaf-spot fungus could be completely prevented from living over even one winter, there would obviously be no more leaf-spot. The more nearly this condition is approached, the less likelihood of an epidemic, for this fungus does not produce spores until summer, and a small amount of it could hardly multiply enough under natural conditions to do much damage in the short period favorable for its distribution.

Plowing the vines thoroughly under in the fall in the preparation of the land for the succeeding crop will prevent an enormous amount of overwintering. This, accompanied by clean culture and crop rotation, should practically control this disease if generally practiced. The use of a rolling colter to cut the vines, or of a curved rod to turn the ends into the bottom of the furrow as they are covered with soil, may aid in the covering. Disking and plowing will not suffice unless all the parts are covered so deep that they will not become exposed.

The Eastern practice of disking tomato fields at the end of the harvest and sowing grain or grass is apparently responsible for much overwintering of this fungus, as this enables it to live and multiply on the tomato vines until the grain stubble or dead grass leaves are available as food.

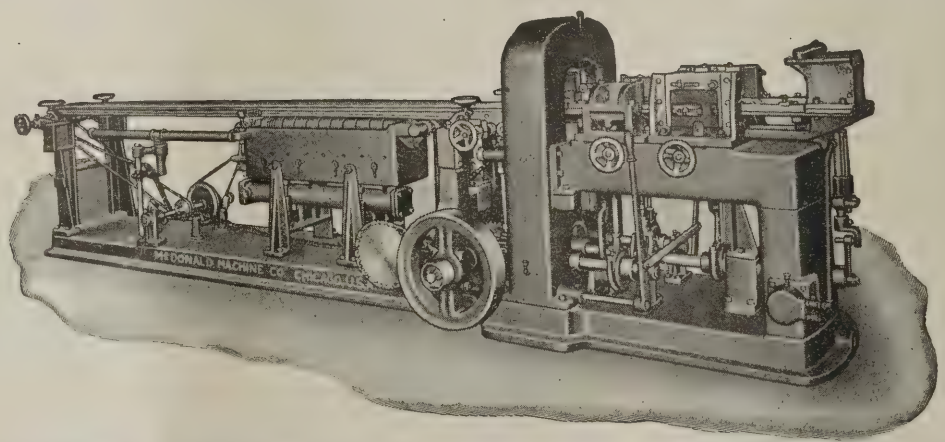
Owing to temperature limitations, leaf-spot or blight does not usually appear in tomato fields in the Middle Atlantic and Middle Western States until June 15 to July 1. The use of very early plants is, therefore, a means of partially escaping it. This will not apply, however, to the main or late crop. Moreover, it will not aid much if leaf-spot produces early epidemic conditions. The necessity of a clean seed-bed is, therefore, apparent. Horse nettle, purple thorn apple, Jimson weed, ground cherry and black nightshade should be kept out of fields, roadsides, fence rows and other parts of the farm, as they are also hosts of this fungus.

ONE STYLE OF SWELL GUARANTEE USED

THE Kiser & Hoe Canning Co., operating three factories in Ohio, and with offices in Columbus, O., write us as follows:

"In regard to controversy of allowances on swells of canned foods, we would suggest the following, which protects the buyer and canner:

"We guarantee until July 1st the following year. In case of a claim, we have our broker examine the cans, and after the jobber has taken the labels off and mailed to us, he dumps the corn, and we immediately pay for same on receipt of invoice and labels. This is inexpensive, and has not cost us over 1-10th of 1 per cent, and we have followed the above for several years."



NO. 2-C AUTOMATIC BODY MACHINE WITH NOTCHING AND SOLDERING ATTACHMENT.

Our No. 2-C Bodymaker as shown with notching and side seam soldering attachments and automatic blank feed, has a capacity of 150 lock and lap seam sanitary can bodies per minute.

T is entirely automatic high speed machine is adjustable for all sizes of sanitary cans up to No. 3 size. All adjustments are combined so as to maintain correct alignment of working parts when changing for sizes.

The construction of this machine is unusually heavy weighing complete 9000 lbs. and the adoption of crank movements permits a high capacity and insures a smooth operation, free from vibration.

The combination friction and clutch is provided with control levers conveniently located and arranged so that the soldering attachment continues to operate, if the forming mechanism is momentarily stopped.

This is a strictly high speed machine complete, in every respect and embraces many unique features necessary to the requirements of a modern sanitary can making line. For further particulars apply to

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

TOMATO PULP

We are in the market for several cars good pulp in either gallon or five gallon cans.

D. CANALE & CO.
MEMPHIS, TENN.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.
LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

It should be noted that before any labels may be returned as indicating swelled cans the goods must first be examined by the local broker, and be passed only by him. There is a degree of protection in this that is necessary.

JUGOSLAV PRUNES LOOK PROMISING

A SLIGHTLY larger plum and prune yield is looked for in Jugoslavia this season, Trade Commissioner Upson has just cabled the United States Department of Commerce from Vienna. The 1923 plum harvest is expected to reach 860,000 metric tons, about 11,000 tons larger than last year's actual production. From this yield of fresh fruit there will be an estimated production of dried prunes of 78,000 tons, of which probably 28,000 tons will be consumed in Jugoslavia and the balance exported. The entire 1922 yield of dried prunes has been disposed of, leaving no carry-over to meet the 1923 harvest. Last year's prunes were taken in large quantities by Germany, Austria, Italy, Hungary, France, Switzerland and England, the exports amounting to 40,000 metric tons. The 1922 production of dried prunes in Jugoslavia amounted to 77,000 metric tons. It is believed that special efforts on the part of the growers, packers and distributors will be made this year in order to produce improved stocks for export.

DANISH CONDENSED MILK BY CO-OPERATIVE PLAN

THE erection of several new condensation plants by the Co-operative Dairies is now under consideration by Danish dairymen, who seem to regard the condensed milk field as very promising. Production and export of Danish condensed milk is steadily increasing, Acting Commercial Attache Sorensen, Copenhagen, informs the Department of Commerce. During 1922, 28,109 tons, of which 3,100 tons were sterilized cream, 500 tons powdered milk, and the remainder condensed milk, were produced. For 1921 the total production was 18,055 tons. During the first five months of 1923, 14,466 tons of condensed milk and cream have been shipped, as compared with 9,527 tons during the same period last year. Considerable quantities of milk which until recently went into the production of cheese are now said to be used for the preparation of condensed milk, as prices obtained and marketing possibilities for condensed milk and cream at present are better than for cheese. The chief markets for Danish condensed milk are England, Austria, France and Germany, but exports at present to over 25 different countries.

1923 BRITISH COLUMBIA SALMON PACK

THE British Columbia canned salmon pack for the 1923 season will run approximately 626,266 cases, according to official Canadian estimates just received by the United States Department of Commerce.

District No. 1, the Fraser River waters, has a total pack of 19,640 cases, while District No. 2, comprising Naas River, Skeena River, Rivers Inlet and Smith Inlet, Bella Coola and Kimsquit and other points in that vicinity, has a pack of 561,747 cases. District No. 3, the Alert Bay District, Vancouver Island waters and mainland waters directly opposite contributed 44,879 cases to the total.

Of the total pack, 290,901 cases are sockeye, 251,164 cases are pinks, 36,123 cases are chums, 29,075 cases are cohoes, 18,181 cases springs, 160 cases bluebacks, and 662 cases steelheads. As each case contains 48 one-pound tins, the 626,266 cases represent 30,060,768 one-pound tins.

SOME LOBSTERS!

LOBSTER canning in the Canadian maritime provinces has been very successful during the present season, according to Canadian advices reaching the Department of Commerce. In addition to a big pack, two record lobsters were taken at River John, Pictou County. One weighed 15½ pounds and the other 12. The larger lobster measured 37 inches claw-spread, and was 34 inches from tip to tip. The claw was 12 inches long, and the circumference of the body 17 inches.

TO IMPROVE ITALIAN RICE CROPS

MORE and better rice is expected from the present Italian crop, says Consul H. Earle Russel, Rome, in a report to the Department of Commerce. The cultivation of rice this year has regained a large part of the area that was lost during the serious agricultural troubles after the war. The greatest

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

Waste *Versus* Profit

Every $ lost in Waste is a $ less dividends for your Stockholders.

In these days of keen competition, the elimination of waste often-times determines whether your season's business will show a profit or a loss. Canners paying the largest dividends to their stockholders are those who put the peas and brine into the can instead of onto the floor.

The Pea Filler is probably the most important machine in the factory as by the time the peas are ready to be put into the can, they are most valuable as they have absorbed about all the cost that they ever will. A small amount of waste at the pea filler will quickly lose the price of a new machine.

Main Sources of Loss and Waste on Pea Fillers:-

1. **The cans overflow.**
2. **The brine tank overflows.**
3. **Spilling of peas and brine due to cans failing to reach the filler.**

All This Waste is Impossible on the 1924 Model Hansen Filler because

1. **It is impossible to overflow the can.**
2. **Filler has no brine tank to overflow.**
3. **Filler stops automatically if cans fail to reach the filler.**

IMPOSSIBLE TO OVERFLOW THE CAN.

Experience has shown that with fillers where two adjustments are necessary for changing the fill of the cans, the operator invariably changes the fill of peas and ignores the brine. The surplus brine overflows and is wasted.

This is absolutely impossible with the 1924 Model Hansen Filler because it is impossible to get more than a can full of brine. Although the brine can be adjusted to fill any quantity less than a can, it cannot be adjusted so that it will overflow the can.

The Hansen Filler automatically determines the amount of brine to suit the amount of peas in the can, - still when the hopper is empty, a slack fill is shown.

NO BRINE TANK TO OVERFLOW.

The Hansen 1924 Model Filler has entirely eliminated a brine tank with all its mechanisms, float valve, etc., which on other fillers is always a source of trouble. The HANSEN has no valves to leak or tank to overflow, hence all brine which on other fillers is wasted is saved on the HANSEN.

The Hansen briner is not surrounded by the brine but instead, the briner surrounds the brine. On other fillers where the brine surrounds the briner in an open tank, the metal corrodes and pits, causing a leaky and a hard running machine.

AUTOMATIC STOP.

The Hansen Stops Itself Automatically.

This device stops the machine automatically in case a bent can reaches the filler or if the cans stick in the runway and fail to reach the filler. This entirely prevents the tremendous waste due to the spilling of peas and brine so common on other types of fillers.

Actual records of spilled peas and brine because of this cause show that on other fillers without an auto-stop many dollars are lost each season. The Hansen is the only filler equipped with this device and eliminates this form of waste, besides making the filler practically fool-proof and operatorless.

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin.

decrease in areas sown was in 1920, when the rice lands slumped from the pre-war figure of 365,714 acres to 276,509 acres. During 1922 the area increased to 293,807 acres, and the present year sees a cultivation of 345,946 acres, the Emilia, Venetia and Mantua districts again planting. A gradually increasing use of the finer kinds of seed has also been noted. Climatic, soil, fertilizing and water supply conditions have been favorable and a good crop is expected.

THE MARYLAND FARMERS ARE ORGANIZED

WHILE the farmers of Maryland now have the best and strongest organizations in their history as results of intensive organization efforts during the past year, much yet remains to be accomplished before all the farmers of the State are brought to a realization of the importance of united efforts of the promotion of co-operative marketing organizations, according to Dr. Thomas B. Symons, director of the University of Maryland Extension Service.

In a statement issued here, urging all farmers to back up the existing agricultural organizations in the State, Dr. Symons points to the fact that, despite the success of numerous membership campaigns throughout the State this year, hundreds of farmers remain outside of organizations that primarily are intended for their benefit.

"Too many farmers remain indifferent to the call of organization while aware of the fact that agriculture is confronted with all manner of difficulties," says Dr. Symons. "The result is that an unequal burden of responsibility is being placed on farm organizations that are handicapped in their work by only partial farmer membership and lack of necessary funds.

"The Maryland Agricultural Society-The Maryland Farm Bureau Federation has recently reported a total membership of 7,000 farmers in thirteen counties of the State. Included in the organization's membership are Washington, Frederick, Montgomery, Anne Arundel, Carroll, Howard, Harford, Baltimore, Queen Annes, Kent, Caroline, Talbot and Worcester counties. These are among the best counties in the State, and while the total membership from all these counties represents the largest unit of farmers that have ever worked together in Maryland, there are many farmers within range of Farm Bureau locals who have not answered the call in support of the industry from which they gain a livelihood.

"The University of Maryland Extension Service, through its specialists and county agents, has done everything in its powe to aid and promote organization among farmers," says Dr. Sy mons, "because of the conviction that only through organizatio can many of the problems of agriculture be solved. Now tha the farmer's busy season is drawing to a close, the men an women who are engaged in agriculture and who are intereste in its welfare should begin to make preparation for another yea The best preparation that can be made is to strengthen existin farm organizations by increasing memberships in counties wher they exist and by etxending the Farm Bureau and Grange t other counties. It is only in such a manner that farmers will b able to take part in other important activities designed to ai the farming industry."

Dr. Symons points out that as a result of membership drive by the State Farm Bureau, the Maryland Tobacco Growers' As sociation, the Maryland and Virginia Milk Producers' Associatio and increased activity on the part of the Inter-State Milk Pro ducers' Association, the Maryland State Dairymen's Associatio and the Grange, Maryland farmers are more strongly organize than ever before. It is his belief that Maryland farmers are o the threshold of realizing their wonderful opportunities in com petition with farmers of other sections provided they accept th opportunities of organization and realize that by working to gether in a spirit of co-operation they are strong.

A DOCTOR SINGS THE PRAISES OF SAUERKRAUT

THE following appeared in the correspondence column of a Baltimore newspaper this week, and is well worth re peating:

The Virtues of Sauerkraut

To the Editor of The Sun—Sir: As it is sauerkraut-making time, I want to tell of its virtues. You have heard of the famous Elie Metchnikoff, of the Pasteur Institute. Metchnikoff discov ered the good little bugs called lactic-acid bacilli which thrive i buttermilk, kumiss, Bulgarian clabber and yahnutt. These are the germs which destroy the poisons in our systems, and the strongest and most energetic of these little friends are the kind that flourish in sauerkraut juice, the very same juice which our wives so often throw away, pouring it down the sink. These little germs in sauerkraut are the fighters which attack and destroy the bad germs which cause disease. They are the Dempseys of the human system; they don't know when they're licked; they

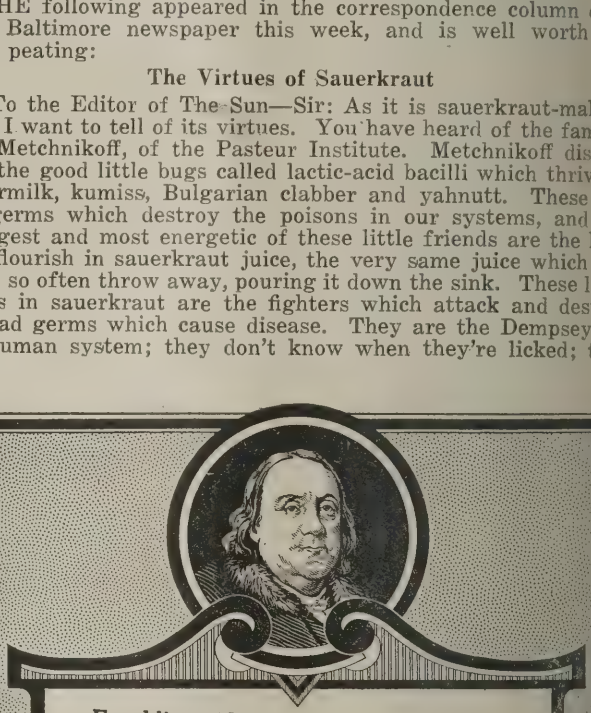
IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

MADE BY



ZASTROW MACHINE CO.
INC.
1404-1410
THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW



Franklin said:—
"A small leak will sink a big ship".
Take corn for example:—Should the sugar used be a trifle off color, when your product is subjected to 250°F., for 75 minutes, the objectionable color will be intensified.

FRANKLIN CANNERS A
positively overcomes this possibility. Another reason why you should use it—

IT IS 10c CWT CHEAPER THAN FINE GRANULATED

If you want more detailed information on this subject, we will gladly give it to you.

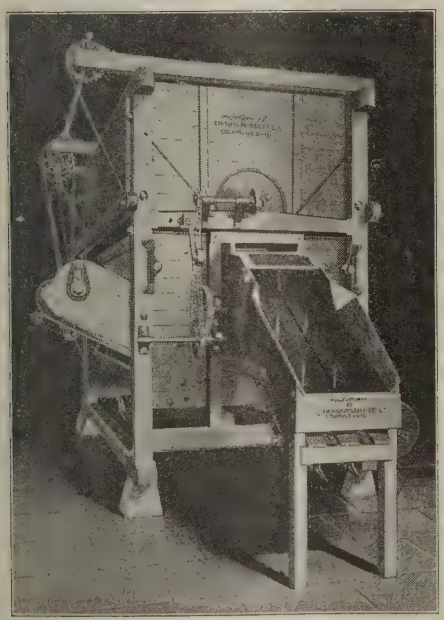
The Franklin Sugar Refining Company
PHILADELHPIA, PA.
"A Franklin Cane Sugar for every use"

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



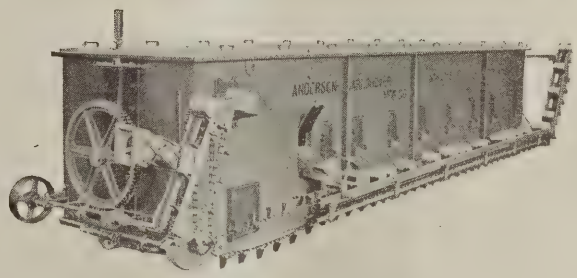
GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the man who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

AN OPPORTUNITY FOR IMMEDIATE SHIPMENT



One 750 Can Cooker for No. 2-2½-3's

The last of our eastern stock of Cookers which represents an excellent opportunity, for one who has lately found his present cook-room equipment inadequate, to secure prompt delivery from the Atlantic Seaboard. *Write, wire or telephone to nearest office.*

ANDERSON-BARNGROVER MFG. CO.
SAN JOSE, CALIF.

Baltimore, Md.
S. O. Randall's Son.
409 Marine Bank Building

Chicago, Ill.
S. G. Gorsline
1548 Tribune Buildin

keep on fighting till they win. They're the best friends we've got today in the arena of life. And I ask you to remember that these germs of health literally teem in sauerkraut and sauerkraut juice.

With all the scientific evidence in its favor, we can well understand that the time has passed when sauerkraut needs any apology from anybody. It is high in vitamine contents, rich in mineral salts, and altogether merits what I have said.

DR. G. M. FISHER.

Amarauth, Pa., Sept. 17.

THE ARABOL MANUFACTURING COMPANY HOLDS ITS ANNUAL OUTING

THE Arabol Manufacturing Company "closed shop" all day Friday, August 24, but opened again bright and early the next day. The occasion was the annual picnic and outing for all Arabol employees in New York and Brooklyn, and both the executive offices in New York, at 110 East 42nd Street, and the big Brooklyn factory were closed all day.

Some idea of the size of the Arabol organization may be had when it is said that five big sight-seeing auto buses were required to take the Arabol family to the picnic grounds, and some idea of the enthusiasm of Arabol employees may be indicated by the fact that practically every employee of the Brooklyn factory and the executive offices, including salesmen in nearby territories, joined in the celebration.

The big buses which were furnished for the occasion by the company assembled both at the New York offices and the Brooklyn factory. The buses containing the office forces drove straight to the Brooklyn factory, where they joined the factory buses, and the entire "fleet" made the trip together to the picnic grounds at Seaside Park, Rockaway, where provision had been made in advance to receive the big crowd. All the buses were decorated with flags and bunting, and on the sides of each bus were huge streamers bearing the legend of the occasion:

"Annual Picnic of the Arabol Manufacturing Co., Largest Manufacturers in the World of Adhesives for All Purposes."

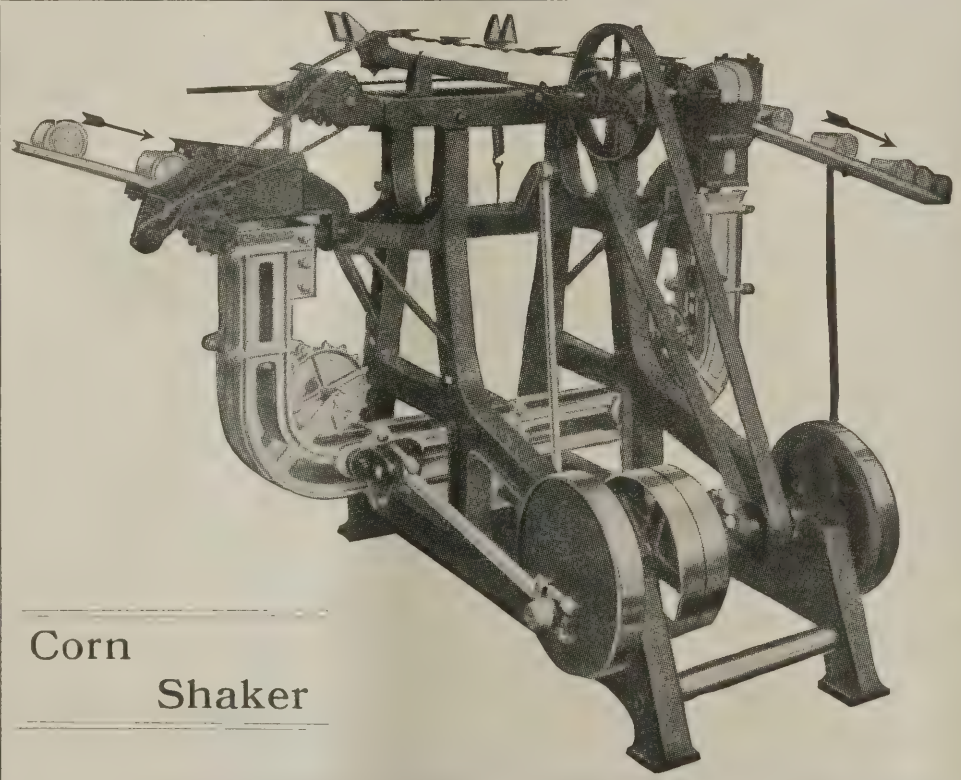
It was a happy, informal get-together, and the spirit of th celebration indicated the fine unity and loyalty that has alway existed among the big Arabol family. There were basket partie and games and songs and bathing and dancing. Most of th officers of the company were there, and they apepared to enjo the celebration fully as much as any of the hundreds of em ployees. About 8 o'clock in the evening, just as it was growin dark, the big buses filled up again, and it was a tired, but sati fied, crowd that started homeward again.

The Arabol Company has been established for thirty-si years, and has grown from a small business to the largest organ ization in the world specializing in the manufacture of adhesive for all purposes. Their three large factories in Brooklyn, Chi cago and Brampton, Ont., with their hundreds of employees, ar an indication of the successful growth of this organization.

It has been customary for a number of years for the com pany to hold an annual picnic and outing, and, judging from th success of this year's celebration, the custom will no doubt b continued through the years of Arabol success to come.

GOVERNMENT IN MARKET FOR CORN

CORN—Marine Corps, Quartermaster's Department, Wash ington, D. C., September 20, 1923. SEALED PROPOSAL duplicate, will be received in this office until 11 A. M., Octo ber 10, 1923, and then be publicly opened for furnishing 1,75 cases CORN, for delivery to Depot Quartermaster, U. S. M. C foot of Snyder Avenue, Philadelphia, Pa.; 750 cases CORN, fo delivery to Post Quartermaster, Marine Barracks, Parris Islan S. C.; and 3,200 cases CORN, for delivery to Post Quartermaste Marine Barracks, Quantico, Va. Proposal blanks and other in formation may be obtained upon application to this office. Th office reserves the right to reject all bids or parts thereof, an to waive informalities therein. Bids from regular dealers onl will be considered. SCHEDULE No. 149. C. L. McCawley, Brig adier General, The Quartermaster.



Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner :-

If you are troubled with Black Discoloration in your corn here is a remedy--use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

AYARS MACHINE COMPANY --- SALEM, NEW JERSEY.

Brown Boggs Co. Ltd., Hamilton, Ont. Sole Agents for Canada.

The Saving Makes It Possible

for you to keep your increasing stocks fully insured against fire loss at an extremely low net cost.

In the Canning Industry values increase very rapidly during a short period, and Canners are realizing more and more the wise business economy of keeping these values fully protected against destruction by fire.

CANNERS EXCHANGE SUBSCRIBERS
AT
WARNER INTER-INSURANCE BUREAU

provide this protection at a cost so low as to make it ill-advised for any Canner to assume even a small part of his own risk.

There is every indication that the cost this year will be even less than the average. The accumulated saving for the first six months amounts to over $232,000.00.

Protect your values fully and your savings will increase proportionately.

Address Your Instructions To

Lansing B. Warner, Incorporated.
155 E. Superior St.,
Chicago, Ill.

Officially endorsed by National Canners Association.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—Style F. Wonder Cooker.
1—40x60 Closed Retort.
6—40x72 Closed Retorts.
1—40x60 Open Kettle.
1—Small Laboratory Retory.
18—3 tier crates.
30—5 tier crates.
1—8 Disc Sprague Hawkins Exhauster.
1—35 H.P. Buckeye Horizontal Engine.
1—New No. 10 Ayars Single Rotary Measure Tomato Filler.
1—New No. 3 Ayars Single Rotary Measure Tomato Filler.
and other "used" machinery.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Cheap – one - 50" diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.
Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—A lot of 5 gallon cans, also No. 2, 2½, 3 and 10 in cases, all new from bankrupt stock.
Peoples Savings Bank & Trust Co., Halls, Tenn.

FOR SALE—
We have on hand at bargain prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc, for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.
A. K. Robins & Company, Baltimore, Md.

FOR SALE—

1 Sprague Automatic Weighing Machine, checking underweight and overweight cans (never used)
1 Sprague Economical Citrus Peeling Machine (never used)
1 Peerless 6 valve Brine or Syrup Machine (never used)
1 Sprague Hand pack fruit Filler (never used)
1 Sprague-Lowe-16 Ft. Rotary Washer with wooden sla

Prices on Application. Winter Haven Fruit Products Association Eagle Lake, Florida.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. A sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed, 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsford and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 crop.
Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory, which is now in operation. Capacity 22 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that are working satisfactorily. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated. H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Canning factory in Western New York equipped to handle Peas, String Beans, Corn, Beets, Tomatoes and Apples. Has private siding, ample water supply and good drainage.
Address Box A-1100 care of The Canning Trade

EMPLOYMENT EXCHANGE

HELP WANTED.

High class canned foods saleman will entertain offer m reliable broker or canner. Address Box A–1096 e of The Canning Trade.

WANTED—Can Production Man and Assistant Superintendant. plendid opening for a can man who can make cans at proper cosst l get good production from modern equipment in a general and cialty line shop. Must have executive ability and be able to ndle men. Apply by letter, giving fullest particulars. All applications will be considered as strictly confidential and carefully considered. For a capable and ambitious man this poistion presents unual opportunities

Address Box B-1101 care of The Canning Trade.

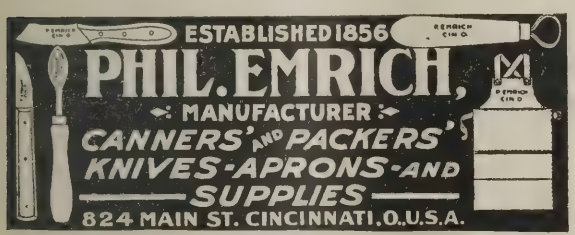
WANTED—Practical canner for New Jersey factory, who understands the packing of cold process fruits, Tomato Soup, Cranberry ice and Maraschino Cherries. State age, salary expected, education, experience, references and full particulars in first letter. Excellent opportunity for right man. Replies confidential.

Address Box B-1099 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and tters. Would like to make connection.

S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.



FOR SALE

The following properties advantageously located in fruit producing sections fully equipped in every particular for the manufacture of grape juice and the preserving and canning of fruits viz:

TWO GRAPE JUICE FACTORIES, CENTRALLY LOCATED.

PRESERVING AND CANNING FACTORY AT FRANFORT, MICHIGAN.

FRUIT PRESERVING FACTORY, RIDGELY, MD.

PRESERVING AND CANNING FACTORY, SEATTLE, WASHINGTON

FRUIT (7-8ths share interest)

For full information address

ARMOUR & COMPANY

208 S. La Salle St., Chicago, Ill.

THE PERFECT DRY PASTE

JELLITAC

Made from wheat

Send for sample

Arthur S. Hoyt Co.,

90 West Broadway New York City



SLAYSMAN & COMPANY

Automatic Can Making Machinery

BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.

PERSONAL CHECKS ACCEPTED

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. **Order from your supply house.**

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

A. C. GIBSON CO., Inc.

11 No. Division St.,
BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

ARABOL LABEL PASTE

No matter where you are located you can order your supplies of famous ARABOL adhesives from any of our convenient sales branches. Plentiful supplies of pastes and glues, all fresh from the great ARABOL factories, are ready for immediate use—and close at hand. Send your orders or inquiries to any of our following divisional headquarters:

CHICAGO
111 W. Washington St.

SAN FRANCISCO
104 Pine St.

SAN JOSE
331 West Julian St.

LOS ANGELES
470 E. 3rd St.

PORTLAND, Ore.
92 First St.

ST. LOUIS
4592 Sullivan St.

TORONTO
13 King St. West

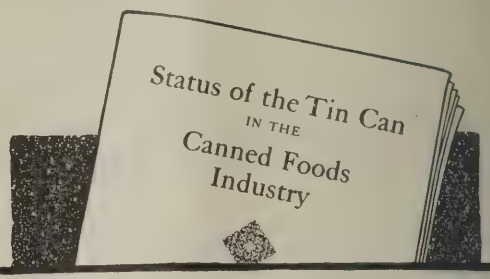
NEW ORLEANS
305 Magazine St.

MONTREAL
Canada Cement Bldg.

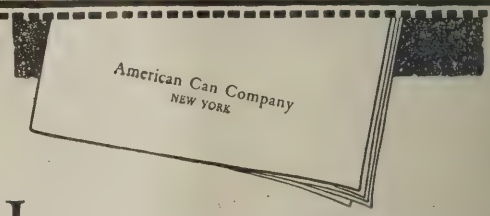
LONDON, Eng.
Central House, Kingsway

THE ARABOL MANUFACTURING CO.
Executive Offices: 110 E. 42nd. St.,
NEW YORK

—CAN PRICES—



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. ltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get gher prices for their goods; some few may take less for a personal reason, but these prices represent the neral market at this date.

ltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
ite Mammoth, No. 2½	Out	4.40
ite Mammoth, Peeled, No. 2½	Out	....
en Mammoth, No. 2½	Out	3.90
ite, Large, No. 2½	Out	....
ite, Large, Peeled, No. 2½	Out	....
en, Large, No. 2½	Out	3.85
ite, Medium, No. 2½	....	....
en, Medium, No. 2½	Out	**3.70**
ite, Small, No. 2½	....	....
en, Small, No. 2½	Out	3.50
s, White, Square, No. 2½	Out	....
s, White, Round, No. 2½	....	....
e, Green, Square, No. 2½	Out	....
s, Green, Round, No. 2½	Out	....

BAKED BEANS†

in, No. 1	.80	.80
Sauce, No. 1	.80	.80
in, No. 2	1.10	....
Sauce, No. 2	1.20	.95
in, No. 3	1.40	1.40
Sauce, No. 3	1.50	1.45

BEANS†

ing, Standard Green, No. 2	....	....
ing, Standard Green, No 10	....	....
ing, Standard Cut White, No. 2	....	....
ingless, Standard, No. 2	....	....
ingless, Standard, No. 10	....	....
ite Wax, Standard, No 2	....	....
ite Wax, Standard, No. 10	....	¶4.00
nas, Extra, No. 2	....	¶1.00
nas, Standards, No. 2	....	....
nas, Soaked, No. 2	.80	.75
Kidney, Standard, No. 2	.90	¶.90

BEETS†

all, Whole, No. 3	1.25	¶1.30
ndard, Whole, No. 2	1.10	1.15
ge, Whole, No. 2	....	Out
, No 3	1.10	¶1.10

CORN‡

. Evergreen, No. 2, f.o.b. Balto.	1.10	¶.90
. Evergreen, No. 2, f.o.b. Co.	1.05	¶.90
. Shoepeg, No. 2, f.o.b. Co.	1.10	Out
Shoepeg, No. 2, f.o.b. Balto.	Out	Out
. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	Out
ncy Shoepeg, f. o. b. factory	1.40	Out
d. Crushed, No. 2, Baltimore	.95	¶.95
d. Crushed, No. 2, f.o.b. Co.	.87½	¶.95
. Std. Crushed, No. 2	.95	Out
. Std. Crushed, No. 2, f.o.b. Bal.	1.00	Out
tra, No. 2, f.o.b. County	....	Out
tra Standard Western, No. 2	1.10	Out
ndard Western, No. 2	....	1.00

HOMINY‡

e, No. 3	Out	....
ndard, Split, No. 3	.95	¶ .85
ndard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

Kinds, No. 2	.95	¶ .90
Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

ndard, No. 2	**1.20**	**¶1.20**
ndard, No. 3	1.35	Out

PEAS‡—

. 1 Sieve, 2s, f.o.b factory	....	¶1.75
f.o.b. Baltimore	2.15	¶2.60
. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
f.o.b. Baltimore	1.65	¶1.75
. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
f.o.b. Baltimore	1.40	1.30
4 Sieve, 2s, f.o.b. factory	Out	¶1.25
f.o.b. Baltimore	Out	¶1.30
. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
conds, 2s	Out	Out
J. Standards, 1's, No. 4 Sieve	Out	Out
J. Sifted, 1's, No. 3 Sieve	.90	Out
J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
ncy Petit Pois., 1's	1.30	Out

PUMPKIN‡

andard, No. 3	Out	¶1.10
andard, No. 10	4.50	¶4.00
uash, No. 3	....	....
uash, No. 10	....	....

SAUERKRAUT‡

andard, No. 2	.82½	¶.85
andard, No. 2½	1.05	¶1.00
andard, No. 3	1.15	¶1.05
andard, No 10	4.00	3.75

SPINACH‡

andard, No. 2	.95	1.05
andard, No. 2½	1.25	1.35
andard, No. 3	**1.30**	**1.45**

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡ F. O. B. County

Standard, No. 2, f. o. b. county	.85	.85
Standard, No 3, f.o.b. Baltimore	.95	¶ .90
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	Out
Standard, No. 10, f.o.b. County	4.25	Out
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.30	Out
Standard, No. 3, f.o.b. County	1.27½	nom.
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.90	.97½
Standard, No. 2, f.o.b. County	.87½	¶.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	Out
Standard 1s, f.o.b. County	.57½	Out

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

CANNED FRUITS—Continued PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.80
Hawaii Sliced, Standard, No. 2½	3.40	3.40
Hawaii Sliced, Extra, No. 2	3.00	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	**2.40**	**2.50**
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	**1.15**	**1.30**
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	....

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	**13.25**

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.30
Standards, 10 oz	**2.80**	**2.80**
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.45
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	Out
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	....	¶1.60
Wet or Dry, No. 1	1.75	3.00

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	3.50
¼ Oil, Key	4.00
¼ Tomato, Key	4.00
¼ Tomato, Carton	....
¼ Mustard, Keyless	3.50
¾ Mustard, Keyless	**4.50**
California, per case	....
Oil, ½s	3.75
Oil, ¼s	....
Oval, No. 1	**4.30**

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	**Out**
California, ½s, Striped	....	6.00
California, 1s, Striped	....	11.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, OCTOBER 1, 1923

WEEKLY REVIEW

Market Has Taken on Unusual Activity—Buyers From All Sections Seeking Tomatoes—The New Pea Statistics—Fall Packs Coming on the Tables.

THE TOMATO MARKET BUBBLING—This has been a hectic week in the canned foods market. Jimmie Colbert's letter, published in our Editorial, was the cause of as much discussion and comment as the market has seen since this time last year. The canners, naturally, have been "roasting" it, to use the slang, and wanting to know why or by what right a brokerage firm should issue a bearish circular letter of this kind, and, of course, condemning as absolutely untruthful the insinuation that the tomato pack of this section will be large enough to make up for all shortage elsewhere. This circular contains a strange paradox. Here is one paragraph:

> "Practically every canner we know will have tomatoes to sell and will want to sell them just as soon as they can get their present sales shipped out. At the present time there are very few canners interested in taking any orders for prompt shipment."

If the first sentence in that paragraph is true, then the second sentence is untrue; and if the second sentence is true, then the first cannot possibly be true, because at no time in the history of canned tomatoes in the Tri-States regions has anyone ever known them to hold a certain surplus for a higher market. Unless the leopard has changed his spots, they would now be throwing them onto the market—forcing sales at any price to get their money out, until the entire market had become demoralized. Then, unable to find buyers, they would look up their surplus and wait. But to turn a deaf ear to offers to buy! And at market prices! If the canners have any surplus, they ought to refuse to consider offers for it now, because tomatoes will be good property long before another season comes around; but we are not so foolish as to flatter ourselves that any urging on our part would make them hold them when a buyer offered to buy them. And everybody knows this. This has been one of the greatest causes of the boiling market in canned tomatoes this week.

Another and more direct cause has been the rush of buyers from all over the country to buy up every case of tomatoes in sight. The market stiffened and began to advance last week, and, seemingly, every buyer everywhere awoke at the same time to the fact that he had waited too long and must hurry to cover his wants—and he has been hurrying, you may believe us. These buyers know the tomato situation in every section of the country; they have seen the Western tomato canners coming into the market to cover future orders; they know there are no tomatoes to be had west of the Tri-States, neither in Utah nor California, and that is what has caused, as one prominent canner termed it, a perfect deluge of orders this week. Of course, the market has advanced, and 60c is about as well as can be done today for No. 1s, 90c for No. 2s, $1.30 for No. 3s, and $4.25 to $4.50 for No. 10s. And to quote the Colbert Brokerage Co., no canner is interested in taking orders for prompt shipment.

The Tri-States have gotten up a good pack of tomatoes, there is no question about that, but how large it is no one can say, for no one knows now. Last year the pack in this section was very light, equalling but 4,132,000 cases for the three States of Delaware, Maryland and New Jersey, whereas in 1918 these same States packed 8,195,608 cases. This section should, normally, pack about 7,000,000 cases. It was the Tri-States which fell down in the tomato pack last season, the rest of the country contributing about its normal quota of the eleven and a half million cases packed. Now the rest of the country has fallen down, and the Tri-States has the task of furnishing the tomatoes, for even Virginia cannot help, as it will not have its usual million and a half cases to help out. Has the Tri-States done it? We don't know. It may have equalled its normal amount, but that would constitute a record in time of production.

PEAS—The third item of of excitement in the market this week was the issuance of the annual pea statistics, or, we might more properly say, the extent of the pack as shown by these statistics. Here the story switches to the other side of the road—for the pack proves to be very much larger than we were all lead to believe. Recently rumors and hints have been creeping out that the pack would foot up quite large, but no one ever expected it to equal, much less surpass, the record pack of 1922. The 1923 pack exceeds the 1922 by 906,000 cases. Here are the figures, and for the three years previous:

	1920	1921	1922	1923
Wisconsin	5,804,000	4,063,000	7,042,000	6,966,000
New York	2,381,000	1,382,000	2,137,000	2,541,000
Indiana	271,000	182,000	268,000	367,000
Michigan	549,000	317,000	455,000	392,000
Maryland	696,000	533,000	489,000	591,000
Ohio	282,000	241,000	225,000	384,000
Illinois	460,000	331,000	516,000	586,000
N. J. & Del.	549,000	345,000	153,000	199,000
California	.....	84,000	496,000	239,000
Utah	595,000	376,000	751,000	918,000
Minnesota	(included in all others to)			254,000
All others	402,000	353,000	510,000	516,000
Totals	12,317,000	8,207,000	13,042,000	13,948,000

In the 1920 figures there will be found a discrepancy of 328,000 cases, which was given as in some few States not included in "All others" but which we did not give a separate line in the above.

The big surprise in these figures is furnished by Wisconsin. The Alaska pack, there, was supposed to be only from 50 to 60 per cent of normal, but it was said they expected better of the sweets. They certainly got it. New York State said it would have a good pack and delivered the goods. Cali-

ia reported short, and packed short. One of the surprises, nly because it is given a special entry this time, is Min- ota, which is stepping forward as a very considerable pea- king State. The figures will furnish you some interesting lies for a while.

The gratifying thing about the pea situation is that the s have gone into consumption. There is no doubt about . and it puts the pea-consuming ability of the country at ery high mark. Permit us the bromide: pack quality and will always find a ready market for it. The pea prices ld without change this week, and while we may expect a e flurry later on, it is not likely anyone will see lower es.

RUITS—California promised the buyers that it would pack only the orders on hand, and very little if any over. The buyers put finger to nose and slowly closed the other eye, did not order. Now they are scurrying for fruits and the ners have been forced to withdraw from the market and nark their lists higher, this early in the season. California ally means what it says, and says what is the truth about conditions, a fact the market has well learned. And it s best to do this. New York State has only a light setting fruit, and this section has paid but little attention to them. its will steadily become better property. One large apple- wing region, in the western mountains of this State, was ted this week by a severe hail storm, ruining one-third of crop, which they were just beginning to harvest. The p would have gone out largely as fancy stock, in boxes, but s will have an indirect effect upon the canned apple market.

YSTERS—The weather has continued too warm for the best interests of the fresh oyster shippers, and, of course, the canners are not yet thinking of cove stock. Prices ruling so high that there would seem to be slim chance the canners getting any in this great oyster canning and owing center. The raw stock is sellig at higher prices now, der these unfavorable conditions, than it did during the lidays last year, when the market is always at its top.

The canners are considering fall spinach, which is packed ite extensively in this city, fall string beans and some fruits. ey are following right in behind the tomatoes, as many uses have been unable to keep going on tomatoes, the prices ving reached $1.00 per bushel and over. Sauerkraut has mmenced its rise, as the cabbage crop and the probable pack sauerkraut are not promising. Prices have advanced to .05 for No. 2½; $1.15 for No. 3, and to $4.00 for No 10's. xed vegetables are quoted higher this week, and one item corn—standard Evergreen—has advanced to $1.10. Pretty uch the whole line of canned foods has felt the effect of in- easing interest and better demand.

NEW YORK MARKET

arket Showing Steady and Strong—Buyers Showing More Confidence — Tomatoes on a Rampage and Buyers Trying to Cover — The Facts of the Tomato Situation As Given by a Previous Tomato "Bear"— Corn Also Advancing—Pineapple Profiteering—Chain Store Election—Notes.

New York, September 27, 1923.

USINESS Continues Steady—Buying of canned foods has continued at a satisfactory rate during the past week, and the market is showing a steady to strong tone all along e line. Both the wholesale grocers and the chain store op- ators are in the market for canned foods in fairly large quan- ies, and the brokers with the larger canned foods accounts are ing a substantial volume of business. Buyers are showing uch more confidence in the situation, and they are less disposed buy only for immediate requirements, anticipating their needs w to some extent.

Salmon Prices Differ—Some of the Northwestern salmon nners are still holding red salmon at $2.35 per dozen, the price tablished by the Alaska Packers' Association, but others con- nue to book business at their original opening prices, $2.25, f. o. b. The new pack is coming down rapidly, several heavy shipments having been recently received at San Francisco and Seattle from the Alaska canneries. Pinks continue quoted at $1.25, f. o. b. and chums are rather strong at $1.20. The local trade is buying salmon in a fair way, new pack pinks being available here at $1.35. Southern distributors are reported to have purchased large quantities of pinks and chums out of the new pack. L. H. Kassel & Co., prominent canned foods brokers of Fort Worth, Texas, specializing in salmon, say: "Our total sales for Deming & Gould Company for first eight months of 1923 far in excess of total sales for entire twelve months of either 1922, 1921, 1920 or even the 'boom' year of 1919."

Tomatoes on a Rampage—The canned tomato market during the past week has been on a stampede towards higher ground, and buyers who had been short are now rushing to cover. The situation is best summed up by a well-known broker in the canning district, who advises the trade. Fix these facts in your mind before you or your men start to see your trade. Here they are: We have not been boosters of canned tomatoes; bullish facts from us are therefore entitled to attention. Ever since planting time we have written about the favorable progress of the crop; when extensive packing began we promptly notified you of declining prices. It is true we expect a settling period when the market could become established and we could safely recomend buying. But it began to appear that the packing period would be of short duration, and that it might be well to cover at the decline that was due to the great rush of packing. You had notice of this and many buyers heeded it, to their profit. But we could not know the following facts all of which you should take to your buyers for their inportant information and guidance as early as possible. Indiana, Missouri, and Arkanas have not packed what they expected to pack, and during last week canners from these States, as well as buyers from cities which they usually supply on account of their advantageous freight rate, rushed to this market to buy at advanced prices. Eastern merchants saw these prices and frequently went them a little better. From Tuesday until Saturday we had to send over 300 telegrams declining orders for at least carloads, some of them for good size blocks. Each of these buyers has been told that we could buy for them at $1.25 for 3s, 85 cents for 2s, and $4.00 for 10s. If they should all come back we could not fill half of them. The market has not settled; it is advancing. "The prices quoted in the above letter are now below those at which many canners are willing to sell, particularly on 10s.

Cor Higher—Southern standard corn, which has been selling well at 85 cents per dozen, f. o. b. cannery, is now being quoted at 90 cents per dozen by most canners, the same price at which mid-western canners are booking business. There is a good active demand for corn and reports received from principal canning sections indicate that the pack will fall considerably below early-season estimates.

Pineapple Profiteering—The American Wholesale Grocers' Association, in a recent bulletin, quoted a member of the Association as follows: "It has come to our notice that the packers of pineapple are permitting large brokerage concerns in large cities to book a large amount of pineapple. "Joseph Durney, speaking for the Griffith-Durney Co. of San Francisco and the Haiku Fruit and Packing Co. of Haiku, Maui, T. H., writes the American; "We have done everything we could to eliminate the speculative side of the pineapple business and have even gone so far as to reduce jobbers' orders where we had an impression that they were buying more than their legitimate requirements. "Harry E. MacConaughey, vice-president of the Hawaiian Pineapple Co., Ltd., in a letter to the American Wholesale Grocers' Association placed his company on record as having taken substantially the same position as the Haiku and Griffith-Durney orgainzations.

Lee Invites Trade to Convention—Secretary John A. Lee of the Western Canners' Association has issued an invitation to the trade here to attend the fall meeting of the Western, which will be held at the Sherman, Chicago, Nov. 6, 7, and 8. It is probable that quite a number of New York brokers will take in the meeting.

Tuna Quite Strong—All reports on the tuna situation are bullish, and the market for white meat is stronger both here and on the Coast. The extremely high prices on white meat this year have brought out an improved demand for the lower grades.

Pea Demand Continues—Buyers are still in the market for Wisconsin peas, and a heavy inquiry is reported. The lower priced grades are in limited supply, and many canners are now refusing to book business below $1.30 per dozen, although it is reported that a few parcels can still be had here and there at 5 cents under this price.

Shrimp Is Steady—The market for shrimp is strong, with many of the Gulf canners now withdrawn from the market, which is quoted at $1.50 to $1.60 for 1s and $3.00 for 3s, f. o. b. Biloxi or Gulf points carrying the Biloxi freight rate.

Sardines Hold Firm—Maine canners, while getting more fish, are still having a hard time to take care of the good business which is reaching them. The market is nominally held at $4.00 per case for quarter keyless standards, with other grades in proportion. Packers thus far have been unable to lay aside surplus stocks to be carried over for the winter trade. The season does not legally end until November, and packers are hoping for improved conditions during the next month.

Chain Turnover—The "secret of success" of the chain stores, Grocery Co., of Washington, D. C., was elected president of the National Chain Store Grocers' Asociation at this convention at the Waldorf here late last week. Other officers for 1923-24 are as follows; first vice-president, James Reeves of Daniel Reeves', Inc., New York City; second vice-president J. M. Fly, Bowers' Stores, Inc., Memphis; third vice-president J. W. Albrecht, T. W. Albrecht Grocery Co., Akron, Ohio; secretary and treasurer (re-elected Alfred H. Beckman, New York City; executive committeemen, W. G. Wrightson, Great Atlantic & Pacific Tea Co., Jersey City; Henry C. Bohack, H. C. Bohack & Co., Brooklyn; D. Pender, D. Pender Grocery Co., Norfolk, Va., S. B. Charters, S. B. Charters Co., Portland, Oregan; C. B. Cox, Cox Cash Stores Co., Little Rock, Ark.; W. B. Skagg, Skaggs Cash Stores, San Francisco; Sam Seeleg, Sam Seeleg Co., Los Angeles; E. E. Gray, E. E. Gray Co., Boston; C. E. Marr, The Marr Stores, Spokane, Wash; and J. W. Crook, J. W. Crook Stores Co., Baltimore. The 1924 convention will be held at Altantic City, during October.

Chain Turnover—The "secret of success" of the chain stores if secret it be, seems disclosed by the delegates' discussion, which showed that turnover per unit store averages about 25 times per year, with two exceptions, where the record show 30 turnovers, and the warehouses have a record turnover of about 15 times the capitalization. Average sales in the Pacific Coast stores run about $60,000, while the Middle West average is $50,000.

"NEW YORK STATER."

CHICAGO MARKET

Canned Tomatoes Attracting Attention of Buyers—Some Interest in Canned Salmon—Canned Peas Withdrawn From Public Attention—Plan to Establish Zone Repositories for Swells—Other Notes of the Trade.

Chicago, September 28, 1923.

THE market for canned tomatoes is attracting the attention of buyers in Chicago and the Central West. The weather here has been warm for a week, and it may be that Indiana and Ohio are packing some tomatoes, but if they are, they are not offering them, and that is an indication that they will have no more than will be required to fill the orders they now have.

Our buyers are evincing some interest in Maryland and Virginia tomatoes, and are asking for samples and prices, so the brokers report.

There is some interest in canned salmon, as it is reported that the output of standard red Alaska is a half million cases less than last season, and there is some inquiry for pink salmon, which seems to have superseded the red Alaska as a popular price seller to a great extent.

It is reported that the surplus of medium red Alaska, pinks and chums, which have been an annual holdover asset to the salmon canners for about five years, are all sold out clean, and that the new pack of all grades will come in on a bare market.

The buyers of the East (some canners) are placing orders in the Central West for fancy canned corn. This is prompted, I suppose by the prospect that the pack of corn in Maine has been severely diminished by early frosts.

The buying is said to be in fancy Country Gentlemen, fancy Crosby and fancy Evergreen, and at the fall opening prices, and occasionally a little more.

Canned peas are rather interesting because they seem to have withdrawn from public attention and gaze, and as to some grades to have entirely disapeared. There are no cheap standard peas to be had, and buyers are now beginning to look for extra standard and to pay the asking prices.

The latest prices direct from Maryland Peninsula canner on canned tomatoes by wire are: For 2s standards, 90c, and fo 3s standard, $1.30, f. o. b. Maryland canneries. Some Virginia packed 2s are being offered, so I am told, through Virginia brok ers at 85c, f. o. b. canneries, but when orders are sent to them they wait a few days while trying to find them, and then writ that they are all sold or to be had only at a higher price.

American sardines are selling in a very small way, as th price of $4.00 to $4.50 a case puts them in the 10-cent-at-retai class, and repels the interest of retailers who have been in th habit of selling them at 5 cents the can.

There is much merit in the plan proposed by the Nationa Canners' Association of establishing zone repositories to whic swells and spoiled can foods may be shipped, classified, inspecte identified, allowed for and paid for by the packers of them.

The handling of such goods has in the past been an accurse nuisance to the wholesale grocers, and I should think that the would be delighted to be relieved of the job. Nearly every whole sale grocery house has for years been compelled to conduct wha was generally called the Morgue as a depository of swelled an spoiled canned foods, and to hold the swells for months unti they could be viewed by the representative of the canners an claims allowed and orders for the disposition of the goods giver The handling of the swells has been one of the most disagreeabl features of a wholesale grocer's business.

I do not agree with those who claim that the wholesal grocers are trying to get a flat percentage or discount becaus they expect to make an added profit out of the canned food business through the discount, but I believe that their desir has been to get a quick way of disposing of the spoiled good and to abolish their Morgues.

Under the plan proposed by the canners, I think that th canning industry will establish absolute protection against th possibility of the spoiled goods getting into the hands of con sumers and the evil arising therefrom to the industry.

I also believe that whatever expense the canners are put t in conducting the repositories will be more than amply repai by the security the canning industry gets from the goods fallin into the hands of ignorant consumers, and any discreditable pub licity arising therefrom.

I think the wholesale grocers will obtain better service i the redemption of spoiled goods by the zone repository plan tha in any other way that has been suggested, as they have allowe claims to retailers in the past for millions of cans in small quan tities for which they asked no remuneration from canners, merel because of the trouble and bother of presenting the claims.

"WRANGLER."

ST. LOUIS MARKET

Jobbers Taking More Interest—Stocks Will Not Be Sufficient—Warehouses Empty—Tomatoes Show Increasing Firmness—Buyers Forced to Go East—Chain Stores Featuring Standard Corn—Peas Cleaning Up Rapidly.

September 28, 1923.

JOBBERS Taking Interest—The canned foods business is muc more satisfactory than it has been and the jobbers are begi ning to take some interest although not as much as the might. Brokers as well as canners are of the opinion that th distributing trade has not been wise in not replenishing the stocks. It is their opinion that before long they will not be ab to get what they want. The liquidation of canned foods, not ver far off, has been going on during the past twelve months an there has not been the addition to stocks they usually mak either by buying for later delivery or for immediate require ments, for their storehouse. While there has been slightly mor activity in trading since the first of September, it has not bee as large as expected to make up for the neglect of the mark during the summer. Considerable impatience is being shown b some brokers, and jobbers are being informed that if they co tinue to neglect their wants they will have to pay more mone when the pack is over. The buyers, however, do not seem to b a bit worried by this threat. The firmness and lack of chang in prices now prevailing is owing principally to the supplies no in sight, the support given the situation by the canners by n selling freely at discounts and by the high cost of productio as well as by the limitation placed on the output by inadequat help on the farm and in the canneries.

VEGETABLES—Tomatoes—According to advices received e, the end of the tomato glut has been reached. The canners e been packing large quantities, but on account of the labor rtage they have not been able to take full advantage of the ge offerings of raw tomatoes. Canners are very firm in their ws on the market and an advancing tendency is noticeable. s is particularly true as regards the Southern canners, and n low bids placed with the smaller factories are turned down. e Southern market is influenced, to a certain extent by the ness prevailing in the Middle West and in California. It is orted here that the flush is over in the South and that from v on, there will be a falling off in production, depending great- upon the weather during the next few days. If the fall is e and there are no frosts, the late start and scarcity of help uld be overbalanced. According to advices, the pack in In- na has been less than early estimates, and with most of the kers from that State withdrawn and with available prices anced, buyers from the central markets have found it to ir advantage to send their business East.

Corn—There is an increasing demand for standard corn. The in stores are said to have been heavy buyers of new standard n and they are featuring the sale at retail. Offerings are very heavy from the Middle West, as most of the canners e sold up their fancy grades.

Peas—Strength is being shown for Wisconsin peas. There no doubt but that spot Wisconsin peas, particularly in the aper grades, are cleaning up very rapidly. Buyers are ad- ed to look ahead further than ever and buy their spring peas v. There will be nothing available in a few weeks, except the h priced ones.

Asparagus—New pack asparagus is being called for quite ely.

Fruits—Following the action of the California Packing Cor- ation recently in issuing a revised price list, setting further merous withdrawals and several price advances, a stronger e on all grades of California canned fruits is being shown. has been a well known fact that the leading independents in lifornia, are not carrying a very heavy overpack stock of 1923 ck. In fact, it is very limited. The result has been that a eat many of them have been compelled to withdraw many ms from the recent price list. It is said interior and Southern rkets are buying heavily on California fruits.

Pineapple—A fair inquiry for pineapple pervails, and the rket is firm.

Milk—Canned milk is reported in fair demand and prices are ding firm. Distributors continue to limit their purchase to all quantities for their immediate requirements.

The Missouri apple crop from September indications should ld 614,000 barrels, against 1,250,000 last year, according to joint report of the United States Department of Agriculture d the Missouri State Board of Agriculture. The season has en favorable to apples, except in the southwest counties, where ught caused much fruit to be small and to drop heavily. cent weather conditions have been favorable to coloring out, d in most localities size is good.

"MISSOURI."

CALIFORNIA MARKET

siness Fairly Active—Big Berkeley Fire Upset Business—Members of the Industry Affected—Fruit Canners Withdrawing and Advancing Prices—The Output Even Lighter Than Expected—Pineapples Are Being Delivered—Short Deliveries on Tuna—Tomato Yield Is Light—Notes.

San Francisco, September 28, 1923.

HE Market—While business in canned food lines has been fairly active during the week, the booking of orders has been subordinated to work of a humanitarian nature. arcely had the fund of $500,000 for Japanese relief been gath- ed in this city than the suburban city of Berkeley was visited a $10,000,000 fire, entailing many hardships and much con- sion. About six hundred and fifty buildings, including many the finest homes in the College City, were swept away, and ore than three thousand people rendered homeless. The sec- tion visited by the holocaust was that in which many college professors, students and San Francisco business men had their homes, and was one of the show spots of the East Bay district. Among those who lost their homes was W. V. Cruess, of the Fruit Products Laboratory of the University of California, whose work on California fruits, and especially on by-products, is so favorably known. Professor Cruess was instrumental in arranging a short course for canners at the University two years ago, and at the time of the fire was making preparations to visit Europe and make a study of the olive industry and of developments in the utilization of fruit juices. Several members of the brokerage trade in San Francisco were burned out, and others had narrow escapes from loss. The homeless ones were cared for in Berkeley and San Francisco, and all funds for relief are being collected locally.

Fruit—The conditions of the California canned fruit market may best be judged by the number of advances and withdrawals that have been made of late. The packing season is virtually at an end, and the output has proved even lighter than was anticipated a few weeks ago, when it was seen that last year's pack would not be approached. From present indications the pack this year will be about one-third less than that of 1922. The California Packing Corporation has put out a new list which shows withdrawals of No. 10 choice and water apricots, No. 2½ peeled apricots, No. 10 choice and No. 10 standard Royal Anne and black cherries, and No. 1 and No. 2 Del Monte Bartlett pears. Some lower grade peaches are also off the list. The advances are on apricots, peaches, cherries and pears, and range from five to ten cents a dozen. These advances are guaranteed against decline until January 1, 1924, as were general opening prices. Business is steady, without any really large orders, and is well distributed through the list. Cling peaches are commanding a little more attention, now that it is definitely known that the pack is less than that of last year.

Pineapples—Some pineapple packers are prorating deliveries, but in general the trade will get the goods it has placed orders for, and which have been accepted. A few will pack even less than last year, but more will show a gain, and the output will pass the estimates made at the opening of the season. The most marked shortage is on No. 2½ extra sliced, but this is more than made up by an increased pack of No. 2½ extras. Nothing in the pineapple line is really dragging, but No. 1 and No. 2 standards are selling less freely than most other grades.

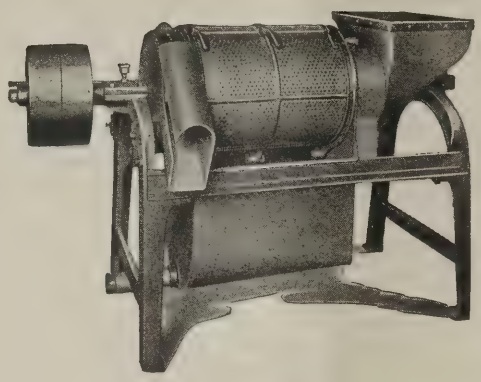
The Hawaiian Pineapple Co., Ltd., of Honolulu, T. H., alone shipped more than a half million cases of canned pineapple from the Islands during August, breaking all former records and illustrating the manner in which the pack is being placed in the hands of the trade. This concern is preparing to increase its output during the next few years, and has already commenced to lay a foundation for a greater demand. James D. Dole, president of the company, and H. E. MacConaughey, vice-president and manager of the San Francisco office, have left on a trip to Europe to make a study of business conditions and to learn at first hand of the requirements of the trade there. In addition to increasing its acreage on the Island of Oahu, this firm plans extensive plantings on the Island of Lanai, and upon being granted authority by the Government will build a small harbor at Kamalapau, with a wharf and breakwater. The fruit grown there will be handled at the cannery at Honolulu.

Tuna—The packing of tuna fish is at an end in the southern part of the State, and short deliveries of white meat are being made, many packers delivering less than 50 per cent of the orders they had accepted. Owing to the scarcity of this grade, there has been an increase noted in the demand for blue fin, striped and yellow fin fish, and slight advances are being made by some interests on these grades.

Tomatoes — Many canners have wound up the season on peaches, and are now devoting their entire attention to tomatoes. The yield of the latter is not proving as heavy as was expected, but the quality seems excellent. The size of the pack will depend upon the length of the season, which sometimes extends until after Thanksgiving. So far there have been no losses from rain, but a storm is declared to be on the way, there having been showers in various other points on the Pacific Coast.

Coast Notes — San Francisco's own relief ship, the U. S. transport Vega, sailed from this port recently with a full cargo of supplies for stricken Japan, making the fifth vessel to leave port on a similar mission. This cargo of 5,604 tons consisted almost exclusively of California products, including 4,382 tons of rice, 125 tons of evaporated milk and 20 tons of baked beans.

(*Markets Continued on Page 10*)



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26

SMILE AWHILE

Following Teacher's Advice.

"Children," said the teacher instructing the class in composition, "you should not attempt any flights of fancy; simply be yourselves and write what is in you. Do not imitate any other person's writings nor draw inspiration from outside sources."

As a result of this advice one bright lad turned in the following: "We should not attempt any flights of fancy, but write what is in us. In me there is my stummick, lungs, heart, liver, two apples, one piece of pie, one stick of candy and my dinner."

Extraordinary.

"Rastus, are you a married man?"

"Nossah, boss, ah earns mah own living."—London Answers.

Not Overcrowded.

It seemed that when Rastus and Sam died they took different routes, so when the latter got to heaven he called Rastus on the phone.

"Rastus," he said, "how yo' like it down thar?"

"Oh, boy! Dis here is some place," replied Rastus. ('All we have to do is to wear a red suit wid horns, an' ebery now an' den shovel some coal on de fire. We don't work no more dan two hours out of de twenty-four down here. But, tell me, Sam, how is it with you up yonder?"

"Mah goodness! We has to git up at fo o'clock in de mawnin' and gathah in de stahs; den we has to haul in de moon and hang out de sun. Den we has ter roll de clouds aroun' all day along."

"But, Sam, how comes it yo' has ter work so hard?"

"Well, to tell de truf, Rastus, we's kin' o' short of help up here."—Philadelphia Public Ledger.

He Should Be a Diplomat.

Tenderfoot Harris was entertained at the scoutmaster's. His meat slipped from his plate and he felt he ought to say something which would not embarrass his hostess.

"Tough meat often does that" was his explanation.

An Interested Spectator.

During the Civil War an old negro was deeply interested in the conflict, but showed no sign of wishing to take part in it. A white man questioned him one day:

"The men of the North and South are killing one another on your account. Why don't you pitch in and fight yourself?"

"Has you ever seen two dogs fighting over a bone?" the negro asked.

"Many times, of course," was the answer.

The negro chuckled as he said: "Did you ever see de bone fight?"

"Well, no!"

"Dat's so. I'se de bone."

Accurate Diagnosis.

Stockbroker—Yes, I'm feeling a bit below par.

Doctor—Say, 99.

Stockbroker—Worse than that—98 15-16.—London Opinion.

Unconvinced.

Owner of Property (sternly)—Don't you see that notice, "Trespassers will be prosecuted?"

Tramp (calmly)—No, I don't see it, for I can't read.

Owner of Property—Well, you know what it is now, so go.

Tramp—Hexcuse me, mister, but I don't know what it is. I've only got yer bare word for it, and you're a puffet stranger to me. For what I know to the contrary, the notice may be "New milk sold 'ere," or "Apples tuppence a pound," or "Welkim, weary wanderer."—Pearson's Weekly.

Experience.

Flapper (after the accident)—It was all your fault. I've been driving carefully. I've had two years' experience.

Old Boy (picking himself up)—But I've always walked carefully. I've had 68 years' experience.—New York Sun and Globe.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

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Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 45th year.

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EDITORIAL

WESTERN CONVENTION DATES CHANGED—The Fall Convention of the Western Canners' Association has been slightly changed to what might seem to be a four-day meeting, but which in reality is but a two-day session, the first two days being given over to the meetings of the National Canners' Association's special sessions of its Executive Committee and considerations with the Wholesale Grocers' Associations and others, and the latter two days to the meeting of the Western. The dates are November 5, 6, 7 and 8, and the place the Hotel Sherman, as before.

WORTH CONSIDERING—The conventions of the canners during the past year or so have shown a great improvement over previous ones, in that they very largely eliminated a great mass of useless chatter and ineffectual talk. The conventions had become overburdened with "Inspirational Talks," "Welcomes by City or State Officials," "Talks by Noted Dominies" after giving the invocations, etc., and a whole lot of time and energy were wasted, to no purpose. The four-day session outlined above holds possibilities of more of this same "talk, talk, talk," but as programmed, we do not expect to see this end of an outcome. A few days after this meeting will come three or four more days at Milwaukee, and as both conventions will be largely attended by the same canners, brokers and supplymen, the men will be frayed out by the end of the meetings, and the net result will be a harmful, rather than helpful, if there is too much talk.

These are business sessions, and business should be short and snappy and to the point—and not talked to death. Meetings of this kind should be called for specific purposes, and not too many of them; and these purposes should be worked to at all times and along the shortest possible route. Recently we were much impressed by the program set out by the Chain Store Association for its Convention in New York City. A few of the salient features of their business were proposed and considered—in a strict businesslike way—and the delegates left their sessions pleased with the considerations and because they were not unnecessarily delayed from their business at home. Let us have businesslike sessions of these business men, and let the presiding officers carefully eliminate the trivial and unimportant, and we are sure that the meetings will be better thought of, better attended, especially by the big, brainy men who count and who now regard all such conventions very lightly and usually fail to lend their help and experience.

IS THERE ANY CONNECTION?—President McLaurin, of the American Wholesale Grocers' Association, has recently been taking the members of his Association to task for their cut-throat methods in trying to effect business, saying that the wholesale grocer is becoming more of an auctioneer than a merchant. Probably the same condition exists in the National Wholesale Grocers' Association, for in their new policy of trying to buy on a retail basis and make more frequent turnovers, the natural result must be a scramble for business and a cutting of prices to get it. They no doubt have had a large injection of "efficiency," and they are overworking it badly, as is generally the case. This in itself is out of our jurisdiction, but when one of their leaders comes forward with a proposition to the canners that they, the wholesale grocers, must have a larger margin of profit on canned foods, then it becomes most interesting to us. Taking the two things together, it looks as if they were asking the canners to make up for their own follies. Even if the canners were willing, just how they could do this is a little hard to see; for if the canner cuts down his share of profit by making the prices lower, the jobber would immediately hand that saving over to the retailer—under the present cut-rate war complained of—and another start would have to be made, always to the loss of the canners. We can't sanction this idea for a moment, for the profits which the canners make on their goods are not such, on the average, as to permit further reductions. Remember that the bulk of this year's packs was sold by the canners as futures at low prices, and that the good prices now prevailing pertain only to the small amount of surplus, and this is small. If the wholesale grocers have not been able to turn a handsome profit on these future canned foods, it will be the first time in history and absolutely contrary to the "nature of the beast." Of course, many wholesalers sold their futures and will have to deliver at the old prices, but that practice is not very general, and the probabilities are that the wholesalers have followed the market up, and are requiring the retailers to pay on today's prices for the goods which were bought as futures at very much lower prices. But in any event the task is wholly and entirely a wholesaler's one. Let them advance the prices so that they will show the needed percentage of profit. The retailers are not bashful about putting the right price or profit on canned foods, judging by a visit to the average retail store.

THE INDUSTRY SITTING PRETTY—Taking a wide and comprehensive glance at the entire canned foods market situation, did you ever see it look so rosy? And particularly at this time of the year? There is not an article that is not in excellent condition, and with the brightest kind of prospects in the many months that must intervene before another pack can possibly be made. "The oldest inhabitant" in the canned foods world cannot recall when the market presented such a strong and promising outlook as it does today. There have been good packs, in the main, and it would seem they have passed out into consumption—apparently directly into consumption—because all floors—wholesalers' and retailers—were bare, and the new goods had to go out at once to keep the market supplied. In connection with this has come a wonderful increase in the consumption of canned foods. The people have not done the amount of "home preserving" which they usually did, as they have learned that the commercially canned products may be bought at a considerable saving in time, energy and cost, and be better than they can turn out. That demand which we promised the canners would materialize if they would but pack quality goods has come to light and is here, and has taken the goods as they

were never taken before. Apparently the wholesalers and the retailers did not take this into consideration, but figured upon the usual hum-drum demand. However, consuming America has turned to canned foods, found them pleasing, and is eating them in immense quantities, and will continue to do so as long as the canners give them this sort of satisfactory service. This lesson of quality has come home to the canners, and we hope and trust that it will never be forgoten.

Take just the item of canned peas. Last fall the writer was called to speak on the floor of the Milwaukee meeting as to conditions and prospects, and in doing so we promised the Convention of pea canners that if they would pack another year of high quality as they had just done, they could go as far as they pleased in the extent of the pack and the people would eat their goods, paying a fair profit to the canner for them. They have just surpassed their record of 1922, and the peas are gone. There is no question about that—the peas have passed into consumption—the greatest pea pack on record—and the buyers are busy trying to find more to keep the hungry demand supplied. If there are any peas hanging fire in a canners' hands, they are the product of a Smart Alec canner who thought he could ignore quality and make the market take his trash. It may have to do so, but it will mark that canner for all time to come. We congratulate the pea canners on this excellent accomplishment, and we promise them once more that if they will keep the quality high—a satisfactory article for the consumer—they can go ahead as hard as they please and they will have trouble in ever catching up with demand again. A good many corn canners have kept quality before them this year, and they are beginning to reap their reward, and will continue to do so at a steadily advancing market. The people will eat good corn, but it must be good corn not not near-good, much less poor. There are many in need of drastic schooling in this line, but the yeast is working, and there has been a considerable improvement shown this year. Never in the history of tomato growing have the canners of this Tri-State territory seen such quality tomatoes as they did this season. "They ground up tomatoes into paste and tomato sauce that it seemed a crime to use for such purposes," is the way one man put it, and this will give some idea of the fine tomatoes that have characterized the whole season. More fine tomatoes have been packed this season than ever before, and the market shows the effect today, and will go on demonstrating its approval by continually advancing prices. And all other articles are about in the same line. "Ain't it fine?

FREIGHT RATES & SHIPPING NEWS

Traffic Bureau

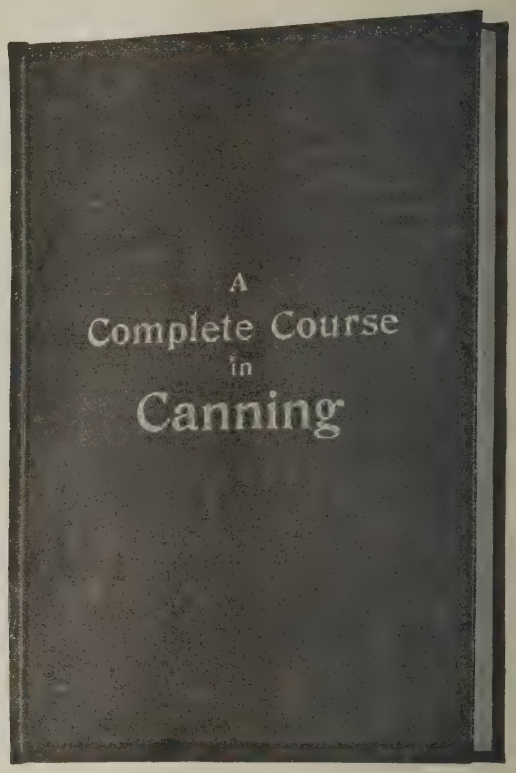
THE CANNED GOODS EXCHANGE OF BALTIMORE

Effective October 17th, slight reductions in the carload rate on canned goods will be made from stations and wharves on the Baltimore, Chesapeake and Atlantic, also Maryland, Delaware and Virginia Railways to certain stations on the following roads: Boston and Albany Railroad, Boston and Maine Railroad, Maine Central Railroad, Rutland Railroad, Gettysburg and Harrisburg Railroad, Lehigh and New England Railroad, Philadelphia and Reading Railway. Also to Boston and Providence via the Merchants' and Miners' Transportation Co.

Present indications are that revision of canned foods rates from Eastern Trunk Line territory to points in the Southeast and Mississippi Valley, restoring proper relationship with the rates from Central territory and Ohio River cities to same destination territory will become effective within the next 60 days.

The usual heavy movement of freight destined to Western points via the rail and lake routes has begun in anticipation of the closing of navigation on the lakes which officially takes place the first week in November. Canned foods form quite a large percentage of this movement.

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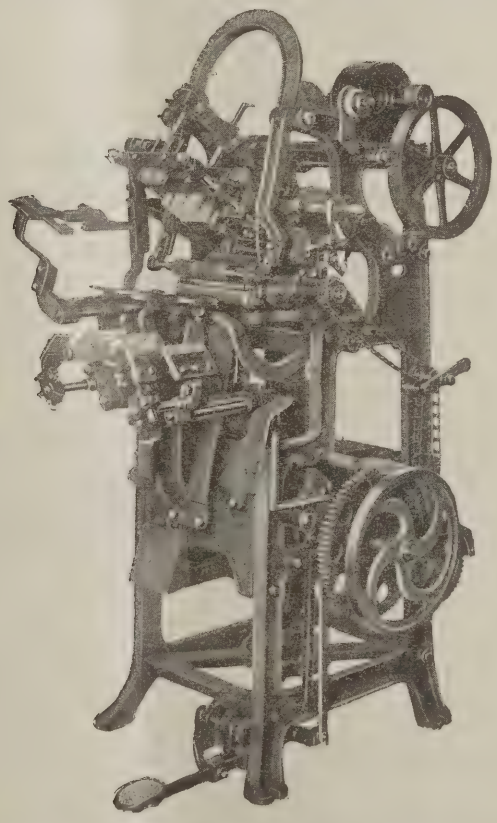
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Warehousing and Transportation Economies in Distribution

By The Domestic Distribution Department Chamber of Commerce of the United States Washington, D. C.

AN important function of Distributors in storage. That is, the collection of goods at a central point to supply a future demand and the care of these goods until the demand is experienced. It must be remembered that wool or cotton cannot be converted into clothing until several months after they have been sheared or picked; and that the garments cannot be placed in the hands of the wearers for an appreciable lapse of time after they have been manufactured. Storage—Warehousing and its inseparable team-mate, Transportation, therefore must be regarded in the United States today as of almost if not quite equal importance to production.

There are so many kinds of Warehouses that it seems advisable to define them; but for present purposes we are concerned only with that class known as Public Warehouses.

Public: For the storage of merchandise of every description; distinguished from Private Warehouses by being available to—and intended for the use of the public.

Private: Owned or occupied by merchants or manufacturers for the storage of their merchandise.

Household Goods and Furniture: For the storage both of individual property and of merchandise.

Cold Storage: For the storage, principally, of perishable foods.

Cotton, Grain, Tobacco, Wool: And others, for the storage of special commodities.

Bonded: For the storage of all kinds of commodities on which a tax must be paid before they are released for Distribution.

A sufficient reason for this discussion is discovered in the somewhat intricate nature of the difficulties faced in the operation of warehouses. It is hoped that a wider understanding will be contributed of the way in which many of the problems have been and are being solved; and that the results will become available more easily to those who might benefit by any economies or conveniences offered to various classes of distributors. During the past ten years, interest in Warehousing has been growing rapidly; but fast as this growth has been it is a beginning only and great numbers of Distributors maintain an attitude of extreme conservatism.

As a preliminary, this chart gives a rough idea of:

Public Warehousing Services

Storage	Transportation	Financial
Fire Protection	Clerical and Accounting	Local Deliveries and Repacking	Receiving and Forwarding Consolidating Shipments	Negotiable Receipts	Continuous Insurance

Very recently, the American Warehousmen's Association has published an Encyclopedia containing among other items of useful information, 280 pages devoted to a description of commodities which it is common to store, including recognized weights of packages and the dangers from which each of the commodities must be protected. No better proof is needed of the seriousness with which warehousemen regard their duties than the results of investigations conducted by the Association as embodied in this book. Proper storage is a science—no longer a mere piling of goods in an ill-lighted, possibly ramshackle old building used for that purpose because it may have been fit for nothing else.

A thoroughly modern public warehouse is of fireproof construction, equipped with a sprinkling system well illuminated and provided with efficient conveying and stacking machinery. Usually there is a fleet of automobile trucks as a part of its equipment and usually it is connected with one or more trunk line railroads by means of its own sidetracks. Included among the forces who conduct the affairs of this warehouse are skilled accountants, correspondence clerks, packers and freight tariff experts who are familiar with every physical detail of warehousing and with the effect upon the property entrusted to them of local laws, insurance and taxation.

Practically every commodity sold in retail stores is entrusted to public warehousemen during the process of Distribution. We make this assertion confidently because we cannot imagine any commodity which might be an exception to the otherwise universal rule. Not all of all commodities, of course, are entrusted to public warehousemen, but, from the farm to the fireside, food, wearing apparel, hardware, drugs stationery and tobacco undergo storage, and the impulse toward the use of public warehouses has only begun to gather force.

Comparatively few figures exist and so far as we are aware none of a reliable character have been published which will give a true coefficient with which to calculate the comparative cost of storage in the two types of warehouses. Yet even if we had this coefficient, only a part of the story would be told, since advantages which attend the use of public warehouses are not limited to the mere cost of storage.

Indeed, the cost of storage may be only a small proportion of the whole sum involved because of the economies which are known to follow the separation of long-distance carload shipments into L. C. L. shipments for local Distribution. During an address before the Domestic Distribution Group Session at the Annual Meeting of the National Chamber in May, 1923 it was stated that by consolidating into a car load several long distance, separate shipments of washing ma

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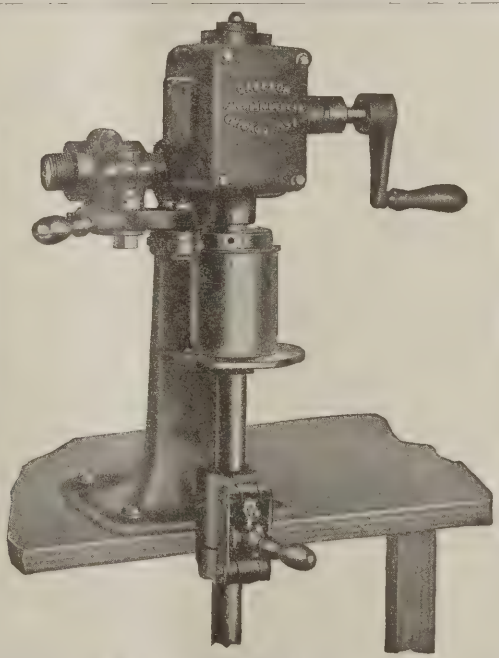
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CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.**

23

chines and consigning the car to a public warehouse the savings earned paid all costs of transportation, all costs of handling for re-shipping locally, all costs of distribution except selling and, in addition, a material percentage as unexpected profit!

This is a single instance, but it could be multiplied indefinitely, and suggests the advisability of a careful study on the part of distributors to determine how their present area of business may be covered more economically or even enlarged if that promises to be profitable. There is a growing tendency among retailers to increase their rate of turnover through buying in smaller quantities, which, logically, will crystallize into a need for convenient wholesale sources of supply to meet the demands for more prompt deliveries.

Many manufacturers and wholesalers whose area of distribution is or may be of a considerable extent, already are preparing to meet this demand. One of the most obvious methods is to ship in carload lots consigned to warehouses in distant centers of distribution where the cargoes are stored until orders are received for local distribution. Any reasonable degree of economy should be expected from this method, since the bare cost of storage may not exceed the cost in a large private warehouse and the maintenance of several hundred small private warehouses is likely to entail a prohibitory expense.

There is an unmeasured but certain economy in entrusting commodities to the care of agents who know the proper conditions of storage dictated by the need for exact degrees of temperature, humidity and isolation as well as the "ins and outs" of local property rights, legislation and taxation. Sometime, a good while in the future perhaps, it may be possible to attach a value to these factors, but today they can be recognized only as existing and usually of greater importance than is attributed to them.

In the same category is the use of negotiable warehouse certificates which, based upon rigid inspection and standardized grading, not only are of vast importance now, but are of increasing significance.

From the foregoing discussion it is clear that the economies disclosed through a closer correlation of warehousing and transportation invite the constant attention of those who have problems of distribution—merchants and manufacturers in an equal measure. There is no general formula by which these problems may be solved, since they are affected profoundly by such varying factors as location, area of distribution, volume, size and character of the merchandise units. This suggests the need for a more or less careful study in the interest of individual distributing organizations to determine the general financial results of storage in private warehouses compared with public warehouses. Some of the most obvious elements are:

(a) Amount of capital investment for the maintenance of private warehouses.

(b) Bare operating costs of storage under each of the methods.

(c) Publicity value of private warehouses.

(d) Intangible value of the specialized services offered by public warehouses. For example, in the control of humidity and temperature; expert accountants; familiarity with local laws and taxation and with freight tariffs.

(e) Possibilities of reducing the costs of Distribution within a given area or of increasing the area without increasing the costs.

(f) Relative costs of additional warehouses to supply a given area.

(g) Consideration of negotiable warehouse receipts as a means for enlarging the volume of a business.

GOOD ADVICE

She—The doctor says I should go South for my health. T question is where to go.

He—Go to another doctor!—London Mail.

DOWN BY THE OLD MILL STREAM

Tessie—Is it true that Fred broke his engagement wi Bess?

Jessie—Yes, he wanted to kiss her down by the old mill, b she told him that she wouldn't kiss him by a dam site.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CI CULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of **The Canning Trade**, published weekly, at **Baltimore, Md.**, f Oct. 5, 1923

State of Maryland, City of Baltimore, ss.

Before me, a Notary Public, in and for the State and Ci aforesaid, personally appeared **Arthur I. Judge**, who, havi been duly sworn according to law, deposes and says that he the **Editor and Publisher of The Canning Trade**, and that the fo lowing is, to the best of his knowledge and belief, a true stat ment of the ownership, management (and if a daily paper, t circulation), etc., of the aforesaid publication for the date shov in the above caption, required by the Act of August 24, 1912, e bodied in section 443, Postal Laws and Regulations, print on the reverse of this form ,to wit:

1. That the names and addresses of the publisher, edit and business managers are:

Name of— Postoffice address—

Publisher—Arthur I. Judge, 107 S. Frederick Street, Baltimo

Editor—Same.

Managing Editor—Same.

Business Manager—Same.

2. That the owners are: (Give names and addresses individual owners, or, if a corporation, give its name and t names and addresses of stockholders owning or holding 1 p cent. or more of the total amount of stock.)

Arthur I. Judge, State Bank of Md. Bldg., Baltimore.

3. That the known bondholders, mortgagees, and other s curity holders owning or holding 1 per cent or more of tot amount of bonds, mortgages, or other securities are: (if the are none, so state.)

There are none.

4. That the two paragraphs next above, giving the nam of the owners, stockholders, and security holders, if any, conta not only the list of stockholders and security holders as they a pear upon the books of the company, but also, in cases whe the stockholder or security holder appears upon the books the company as trustee or in any other fiduciary relation, t name of the person or corportion for whom such trustee is ac in, is given; also that the said two paragraphs contain statemen embracing affiant's full knowledge and belief as to the circu stances and conditions under which stockholders and securi holders who do not appear upon the books of the company trustee, hold stock and securities in a capacity other than th of a bona fide owner; and this affiant has no reason to belie that any other person, association or corporation has any i terest direct or indirect in the said stocks, bonds, or other s curities than as so stated by him.

5. That the average number of copies of each issue of th publication sold or distributed through the mails or otherwise, paid subscribers during the six months preceding the date shov above is.....

(This information is required from daily publications only.)

ARTHUR I. JUDGE.

Sworn to and subscribed before me this 5th day of Oct. 1923.

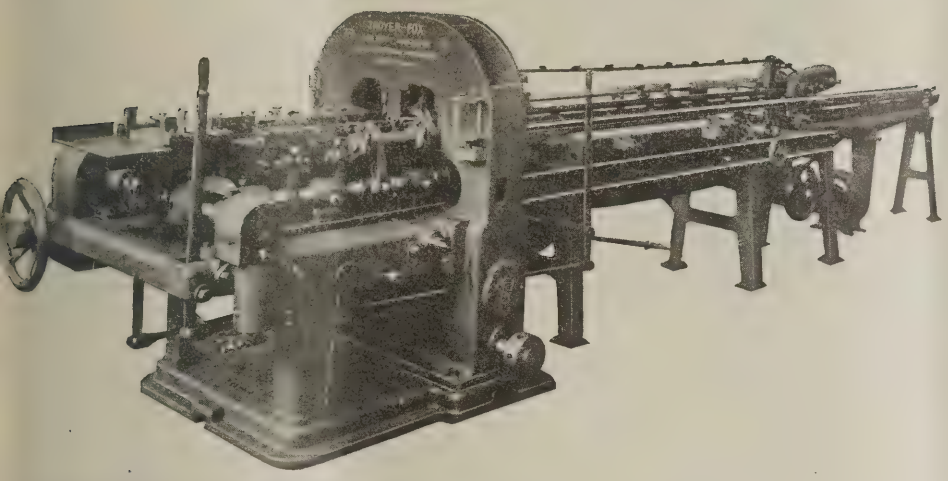
(Seal) W. H. B. EVANS,

Notary Public.

(My commission expires May 5th 1924.)

Troyer-Fox

High speed Body Forming Machine, with side seam soldering Attachment.



Speed 200 to 225 finished can bodies per minute.

Breaking records for continuous operation at high speed.

Seattle Can Company weekly reports for one line running on I lb. Tall Salmon cans:-

Week ending June 23, 1923	—	563,190
Average per 8 hr. day	—	102,398
Week ending July 31, 1923	—	587,339
Average per 8 hr. day.	—	106,760

This line had been continuously operated for more than 5 months, gaining in speed and efficiency each day from the very start.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
Old Colony Club,
Chicago, Ill.,

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

How Can A Leaky Can Be A "Swell"?

London, (England) Distributor Puts Question To Dr. Bigelow—The Doctor Answers.

WITH all the world studying canned foods and learning to use them, it becomes increasingly necessary to make plain all things relating to them.

Here is a letter received from one of the largest distributors of canned foods in London, England, and it propounds a very material question—one which would puzzle most canners to satisfactorily answer. Therefore, the canners will find this help in the further education of their business.

We quote both question and answer:

London, August 30, 1923.

W. D. Bigelow, Esq.,
Director, Research Laboratory of the National Canners' Association.

Dear Sir:

Attached you will find a cutting from the National Grocers' Bulletin, which has been of very great inteerst to me. It makes me hungry to receive the Bulletin to which it refers.

But what has moved me to write to you is that you say "swells are due either to understerilization, or to leaky cans." It has always been my impression, which is confirmed by other words in the same paragraph, that what causes the cans to swell is pressure from within. Now, if a can is leaky, surely the pressure would be relieved through the leak, and there would be no cause for the ends of the can to bulge.

I know you will forgive me for putting this point to you, but it is one which is not clearly understood in this country by a great many, and I may quite conceivably not clearly understand it myself. I feel sure my thus troubling you hardly needs an apology, as, of course, you are as keenly interested as I am in everything that relates to canned foods. If you will kindly reply, I shall be glad to reciprocate with any service in my power.

I am, dear sir,
Yours faithfully,

Washington, September 24, 1923.

Dear Sir:

We have your letter of the 30th ultimo, and take pleasure in sending you herewith a copy of our Circular No. 6-L. Your question regarding the possibility of swells being caused by leaky cans is a perfectly natural one. Everyone who hears the suggestion for the first time thinks it was made by inadvertence and cannot be true. As a matter of fact, however, a very large percentage, probably the great majority of swells, are due to the fact that the cans originally leaked, and in this way the contents, which were originally sterilized, became contaminated. We cannot explain in all cases how these leaks have become closed. Sometimes the reason is apparent, but, on the whole, we have to suggest several explanations as the most probable. Certainly the fact is there, and it has been proved in a great many cases that products are spoiled by bacteria of a kind that could not possibly resist the process by which the goods were sterilized. I will give below several causes that are generally accepted as responsible for closing the leaks which originally existed. In some cases these causes have been proven, in other cases they are offered as the most probable solution.

The Rusting of the Seams—It is a common experience that a new installation of water piping sometimes leaks at the joints, but that with continued use these leaks "take up" and the pipe becomes tight. It seems probable that small openings in tin cans also are occasionally closed in this manner.

Influence of Change in Temperature—Owing to difference in expansion, it is well known that small openings in cans may appear while the can is hot and be closed when it cools. As an illustration of this, it sometimes happens that leaks in cans permit the escape of practically all the air during the process, and that these leaks are filled before the can is cooled, so that the cans are exposed to a full vacuum and collapse. This is especially true with products that have considerable air, especially such as dry-pack shrimp. In the same way it is believed that some leaks which exist in cans during the process admit water from the cooling tank before can is entirely cool and become closed up when the can is cool.

Evaporation of Material Leaking from the Can—It is well known in the canning industry that some products require a much tighter can than others. For instance, with peas the can must be absolutely tight. Even the most minute leak causes the spoilage of the product. With tomatoes, on the other hand, the cans may be very loose, especially when the product is not cooled after processing. Under these conditions the cans are taken from the bath with the ends distended, caused by heat, and when the cans are not tightly sealed, this pressure causes the contents to leak from the openings. As the cans cool, the tomato juice leaking through these openings evaporates and forms plugs of solid material. These plugs are more or less permanent. They sometimes remain in place during the entire history of the can and prevent the spoilage of the product. When the can is examined in the laboratory, however, and carefully washed after the contents are emptied from it, these openings are often found. Sometimes these plugs become loosened from the openings, thus affording the bacteria an opportunity to enter and cause the spoilage of the product. Spoilage from this cause is not by any means confined to tomatoes. It occurs with many other products, and especially with vegetables and fruits.

The Influence of Fat—Small openings in cans are sometimes closed by fat in products rich in that substance. Sardines offer an excellent illustration of this. Many of the sardine cans used by American packers are not hermetically sealed. In fact, they are closed by crimping on the covers without the use of any gasket whatever. When we open the can and remove the contents, this far may be washed out, and it is seen that the can was very far from tight; yet the fat acts as a seal and prevents the spoilage of sardines which are sufficiently processed.

The Influence of Solid Particles of Food—It frequently happens that solid particles of food stops up a small opening and prevents the leaking of the can. This is illustrated by the experience frequently encountered by canners with whole and cap cans in the early days of the industry, when it was customary to give the cans a "kettle exhaust," then remove them from the retort, punch holes in the top to permit the escape of air, close the vents and return to the retort for processing. When the cans were vented in this manner it sometimes happened that solid particles of food were forced into the can and prevented the escape of air. To overcome this trouble it was customary for meat canners to place a disk of tin on the top of the contents and vent the can immediately over it. Still, even when this precaution was taken, it frequently happened that the vent was closed by the particles of food, and made it necessary to vent the can a second time, and sometimes several times. In the same way the openings in cans which permit the entrance of bacteria sometimes become closed

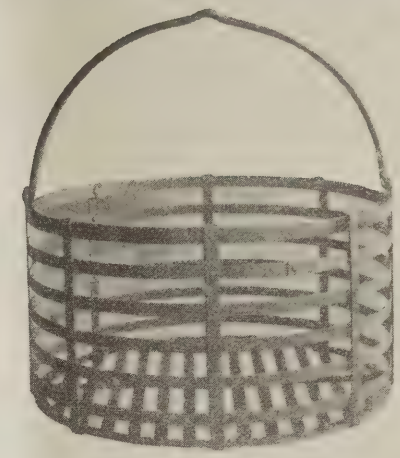
ZASTROW'S PROCESS ROOM EQUIPMENT



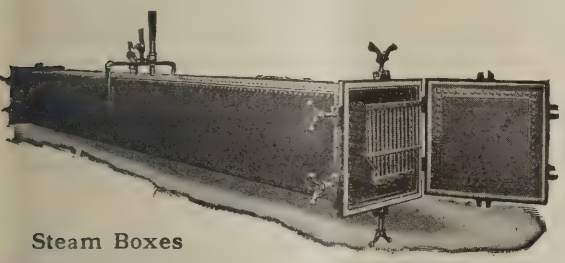
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

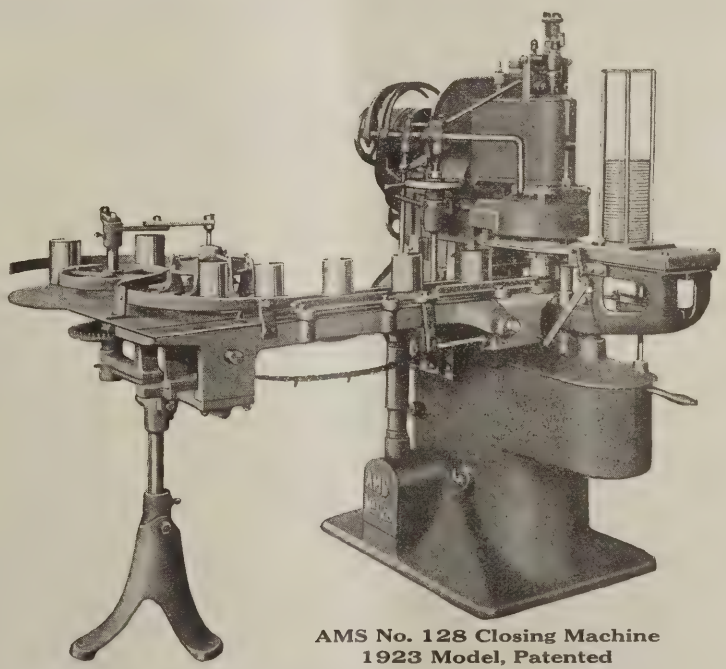
MADE BY

ZASTROW MACHINE CO., Inc.
Foot of Thames St.,
BALTIMORE, MD.

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL ANITARY CAN YSTEMS PRODUCTS NEW YORK CITY

THE MAX AMS MACHINE COMPANY
101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

with particles of food, thus making the can tight and contributing to the formation of a swell.

Referring to the last portion of your letter, I wish to assure you that your letter needs no apology. We are very glad to receive questions of this kind and to make our information available to users of canned foods. If you wish to make any further inquiries regarding this or regarding other matters conected with the spoilage of canned foods, we will be glad to give you such information as we have.

Very truly,

LOUISVILLE TO HOLD 4TH ANNUAL FOOD EXPOSITION

November 15th to 24th, 1923

LOUISVILLE's Fourth Annual Food Exposition will be held in the Jefferson County Armory, November 15th to 24th, under the auspices of the Retail Grocers' Association, manufacturers and distributors.

The novel manner in which the Louisville expositions are conducted is the cause of their success. A committee of three officers of the Retail Grocers' Association, together with three manufacturers and distributors, are in absolute charge, with the Secretary of the Retail Grocers' Association acting as a chairman of the joint committee and exposition director.

The Louisville Exposition is not run for profit, as the Executive Committee agrees to spend all moneys received in the sale of space in decorations, entertainment and publicity. Last year the entire amount could not be spent intelligently, and a rebate of 5 3-10 per cent of the space price was returned to the exhibitors.

Mr. V. H. Engelhard, Jr., chairman of the Manufacturers' and Distributors' Committee, announced that the sale of space is far in advance of that of last year at this time. This indicates that the 1923 exposition will be more successful than 1922.

During the nine-day run last year over 120,000 people visited the armory in which the exposition was held. This building, if not the largest, is one of the largest buildings under permanent cover in the United States.

The Executive Committee announced that the budget fo decorations, entertainment and publicity is 25 per cent mor than the amount used last year, which assures an increased at tendance.

Any information relative to the 1923 exposition can be ha by communicating with Shirley E. Haas, Secretary, Retail Gr cers' Association, 1229 Inter-Southern Bldg., Louisville, Ky.

VENEZUELANS IMPORTING GERMAN CANNED FOODS

GERMAN canned foods are beginning to be articles of reg ular diet in Venezuela. Within the past four months ther has been a notable increase in the volume of these good imported from Germany into Maracaibo, Trade Commissione Jackson informs the Department of Commerce. It is estimate that 60 per cent of the wholesale grocery trade in that city is i the hands of German firms doing heavy importing, mainly fro the United States as yet. However, large stocks of canne sausages and some canned fruits from Germany are now in ev dence and being offered at from 15 to 25 per cent under compe ing American and English articles, although the quality is sa by consumers to be inferior. Considerable volumes of Swis food products are also stocked.

MUSHROOM PASTE, A NEW TABLE DELICACY

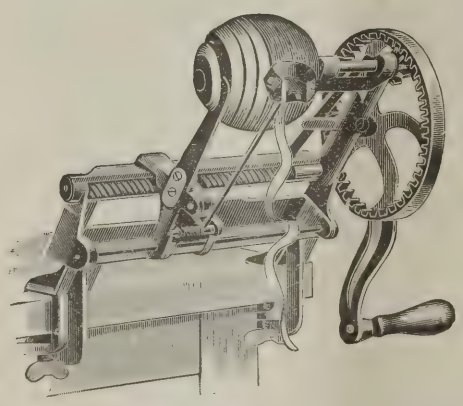
Mushrooms, Grown in Former Brewery, Utilized in Valuab By-product, Preserved in Glass Containers.

From the Glass Container.

A LOVE of mushrooms, experience in growing them, a emergency, and careful experimentation tempered with i genuity and scientific imagination—that is the recipe tha has produced Champee, a mushroom paste made by the Hupf Mushroom Plantation in New York.

Mushrooms were, in former days, articles of luxury, a were limited to definite seasons of the year, and were restricte in use to certain favored localities that were suited to their pr duction. But now this is changed. You may go to your delic tessen and purchase Champee—or champignon puree—in eith

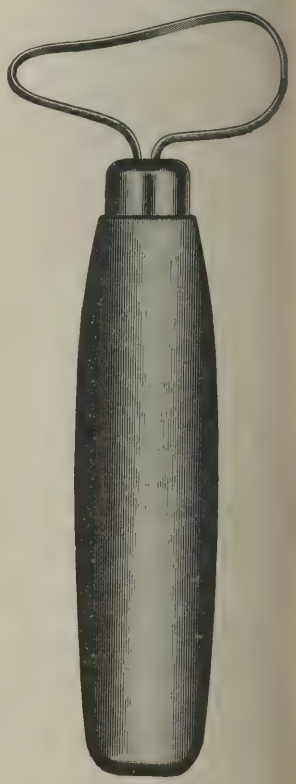
Fruit, Vegetable & Fish Canning Machinery
Labeling Machines - Boxes - Paste



Bay State Pear Parer



Tackstick Paste



Pear Corers

Headquarters for Canners Machinery Supplies

A. K. Robins & Co. Baltimore, Maryland

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

hip Your Canned Goods n These BETTER BOXES

H & D Standard Canned Goods Boxes are the perfect containers for all canned goods shipments, Millions of cans have been shipped in them. to all parts of the country and they have always arrived unscratched, undented and intact destination.

H & D Standard Canned Goods Boxes are strong, lightweight and inexpensive. They come folded flat for easy storage, yet are instantly assembled for packing. A trial order will convince you of their superitority.

H&D Corrugated Fibre Shipping Boxes



Write us Today for Samples and Prices Stating Quantity Required and Sizes and Number of Cans to the Box.

The Hinde & Dauch Paper Co.,
Member Canning Machinery & Supplies Assn.
800 Water St. Sandusky, Ohio
Canadian Address; Toronto
King St., Subway and Hanna Ave

Landreth's Seeds

WHEN you think of Seeds, think of Landreth either for spot or future. We are the oldest Seed House in America this being our 139th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED CO.
Established 1784
Bristol, Pa.

the small two-ounce jar or the large size that was designed primarily for the use of the hotel trade.

Brewery Cellar Good Growing Place—Before the days of Prohibition this was impossible and unheard of. The manufacturers of Champee were then operating the Hupfel Brewery, with probably no idea of ever growing mushrooms on a commercial basis. Mr. A. G. Hupful had long been fond of mushrooms, and had been interested in growing them, experimenting with them from time to time, and when the company saw Prohibition coming, the thought occurred that the rock caverns and tunnels of the brewery would serve as excellent growing places for mushrooms, as indeed they have since proved to be.

After a thorough survey, Mr. Hupful planted about 100,000 square feet with mushroom spawn, after the French practice, in narrow rounded beds of rich loam, placed in the cellar of the plant. In this compost the mushroom spawn was placed, and, after a time, a soft cover layer of loam was laid down, through which the mushrooms pushed themselves.

Experiments in Spawn Production—This method was found to be too extravagant since it occupied too much valuable space, so after considerable thought and experiment, it was decided to change the system. So three decks of mushroom beds were arranged, one above the other, and later, in some of the rooms of the former brewery, as many as six decks, one above the other, were devised. A remarkable series of experiments followed, to determine the best possible production methods. The first mushrooms grown there were obtained from mushroom spawn produced through the usual commercial channels, but this was found unsatisfactory because it could not be depended upon for uniformity, so the production of spawn was undertaken by experiment. An isolated "mother" cell is taken from underneath a good specimen of mushroom produced in one of the most prolific sections in the former bed. A number of these cells are planted simultaneously in bottles of gelatin, and the best of the growths from these are then transferred to "root" jars. From this humble beginning enough spawn is secured to serve in planting the entire bed area of the plantation. This is a very delicate process, and is a triumph of applied microbiological experimentation.

Artificial Fog and Rain—Since mushrooms are parasites lacking chlorophyl, or the green substance of other plants, they do not assimilate air and water necessary for growth, but rath depend on other plants to manufacture their organic food. F this reason the specially prepared beds are necessary and ter perature of from 50-54 degrees must be maintained. Water f the beds is supplied by artificial rain and fog produced by pas ing steam from the old boiler through a refrigerating apparatu This rainy fog is created approximately twice a week.

Jazz Drumming an Aid—Mushrooms were found to be ve sensitive to atmospheric conditions, and many marvelous thin have been done to promote their growth. Noting that mushroon in the natural state are inclined to rapid growth immediate following severe thunderstorms, Mr. Hupfel experimented wit reproducing this condition in his plantation, installing stat machines that produce sparks of electricity, serving to relea the oxygen in the air in much the same manner that lightnin flashes do. These static generators have been remarkably su cessful in stimulating "bumper" crops, just as the thunderstorm influence the rapid growth of wild mushrooms.

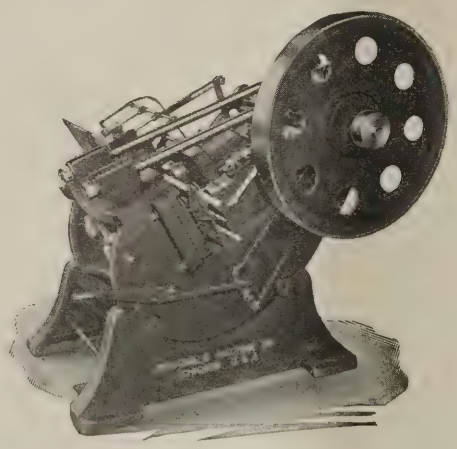
A mechanism producing a constant drumming noise in som thing comparable to the rhythm of jazz music has been invente by Mr. Hupfel and remains his secret. It is said to aid in i creasing the formation of plant cells, and is reputed to be a ve valuable aid in the growing of mushrooms.

Getting a market for the fresh mushrooms proved to be ve easy, indeed. Clubs, hotels and restaurants were very eager purchase the fresh product, as formerly their mushrooms ha been transported some distance, impairing their pristine fres ness. The Hupfel Plantation made it possible to serve mornin mushrooms at noon, so there was aboslutely no difficulty in ma keting the fresh mushrooms in New York.

However, the market for the mushrooms is limited, and ca absorb only a certain amount, so the firm found themselves wi a great surplus that could not be disposed of profitably. So M Hupfel's next thought was to can mushrooms, and so distribu his market over a very wide field. So he began to experime with possibilities, and, being a chemist, he soon learned the co plete nature of his product. It occurred to him that a mushroo paste could be made, and that it would be valuable.

Glass Proves Ideal Container—Mushroom paste possesses the delicious qualities of the natural mushroom, for it is made

No. 32 Automatic Strip Feed Press



Although similar to our other Automatic Strip Feed Presses, this particular size is especially adapted to the rapid production of deep drawn metal articles.

Of extra heavy design with chrome nickel crankshaft and solid steel flywheel, the Press is well suited for single or double die operations requiring excessive strain. Large diameter shaft bearings allow ample rigidity and extra long slides maintain a perfect alignment of dies.

The Press is provided with compound change gears for variable cuts and simple adjustments for different lengths of material.

The automatic feeding insures a high uniform output and eliminates the dangerous hand operation.

The Press is equipped with automatic release which immediately stops feeding mechanism when subject to undue strain.

Additional particulars on this press or any other automatic can producing equipment gladly furnished upon request

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

TOMATO PULP

We are in the market for several cars good pulp in either gallon or five gallon cans.

D. CANALE & CO.
MEMPHIS, TENN.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.

LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

mushrooms, plus salt and thickening. He found that the glass container with a vacuum cap to be the only practical container, and decided to use two sizes, a two-ounce jar and one larger for hotel and restaurant use. The name Champee is derived from champignon puree, and it certainly appears to be a triumph as a trade name. It is short, original and stimulates the imagination, and is easily remembered. It is a great factor in their advertising campaign which has been inaugurated on a national basis. In their advertising the glass package is featured; it undoubtedly has done a great deal in winning the confidence of the housewife in an absolutely new product. Champee has become popular almost instantaneously, finding a great favor with the housewife, restaurateurs, chefs of hotels and clubs. New recipes are being originated all the time, making its use more diversified.

The story of Champee is significant in showing what can be done in making a by-product of importance by research and careful thinking and a close study of the possible market.

THE PUMPKIN CROP SITUATION

By E. E. Wood,
Continental Brokerage Co., Indianapolis, Ind.

September 26, 1923.

THE writer has been in touch with a large majority of the pumpkin packers throughout the country. After summing up their reports, we are predicting a short pumpkin pack. A very large number of the pumpkin packers have no pumpkin in their territory this year.

There is no carry-over of pumpkin. Pumpkin was cleaned up many months ago. The jobbers' stocks are the lowest in years, and many jobbers have no canned pumpkin on hand, and have been unable to buy it of their competitors. A number of canners are entirely sold up, and most of the balance can only accept a limited additional business.

We bulletinized our trade the first of August, apprising them of the likely outcome of the tomato crop, and predicted a short pack and advised purchasing. We are just as sincere in strongly advising buyers to cover on their requirements of pumpkin.

Conditions warrant higher prices. We will still sell at our opening price what we believe to be two of the best packs in Indiana on the following basis: No. 3 choice pumpkin at 85c, No 10 choice pumpkin at $2.60, f. o. b. Indiana factory. No. 2 extra standards, 70c; fancy, 75c; fancy dry pack, E. L. tins, 80c. No. 3 extra standards, 90c; fancy, $1.00; fancy dry pack, E. L. tins $1.10. No. 10 extra standards, $2.75; fancy, $3.00; fancy dry pack, E. L. tins, $3.25; f. o. b. Indiana factories.

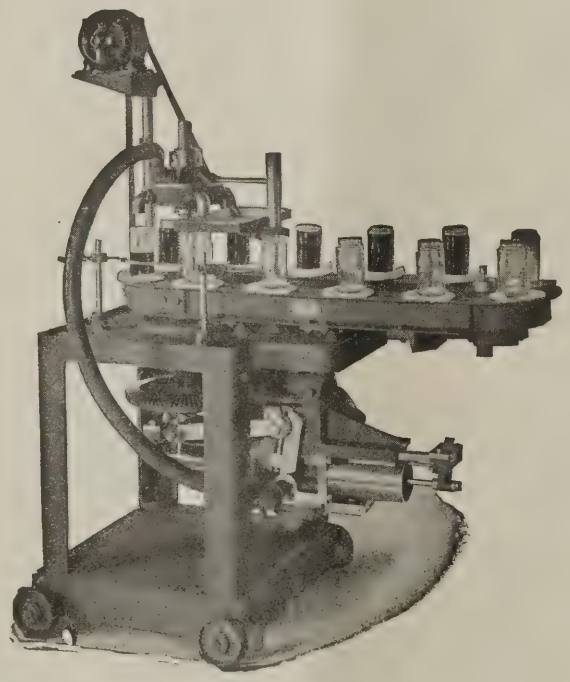
MARYLAND GROWERS HAVE SOILS TESTED

SOIL from nearly a thousand Maryland farms came under the expert scrutiny of soil specialists from the University of Maryland during the week of August 20 to 25 as a result of the Soil Improvement Special, operated by the Baltimore and Ohio Railroad in co-operation with the University of Maryland and the Eastern Division of the National Lime Association

Behind it, in twelve of the twenty-three counties of the State the train left a white trail of lime that was spread out on probably more than 750 acres of land. And the most important fact was that the lime was not spread haphazard, but in accordance with the requirements of the soil as shown by the tests made aboard the train.

The train had as its purpose the demonstration of the value of lime to agriculture. It was operated by the Baltimore and Ohio Railroad because that company is interested in developing the agriculture throughout the territory which it serves. The University of Maryland co-operated by making the tests, because it has recognized for years the value of lime in improving the condition of acid soils. The Eastern Division of the National Lime Association, an organization made up of manufacturers of liming materials, supplied the lime that was distributed free of charge because it had faith in the ability of its products to produce results more convincing than words.

Wherever the train stopped it received a cordial reception and the crowds that turned out so far exceeded original expectations that by the time it had completed its week's run the supplies on board had practically reached the vanishing point. In fact, the unexpectedly large number of tests that were made s



With This One Machine You Can Fill

Preserves - jelly - mustard - mayonnaise - syrups - apple-butter and all similar products.

Two pistons - one rotary valve - do the work and give you—

Greater accuracy and cleanliness of filling than has ever been possible before.

It's a machine that is made to stand up during the strenuous run of the season. No breakdowns, delays, loss of money and product.

You can fill on the same floor where your kettles are, or on the floor below.

Find out all about it.

The Karl Kiefer Machine Co.,
Cincinnati, Ohio.

Can You Clean Your Pea Filler?

What Will You Do If Inspectors Demand That You Take Your Filler Apart Every Night?

Sanitary laws require that the dairyman must take his cream separator apart every night in order that it may be thoroughly cleaned. Why? Because inspectors realize that in no other way can it be cleaned properly. Why should not the canner do the same with his fillers?

One of the causes of spoilage in canned foods is due to the inability of thoroughly cleaning and sterilizing the filler. This is neatly taken care of in the Hansen Filler, it being the only filler that can be quickly and completely taken apart for cleaning without the use of tools. The feed hopper, upper and lower measuring cups with auxiliary parts are all held together by gravity and can be easily taken apart by one operator while standing on the floor at the back of the filler.

Ease of cleaning cannot be over-emphasized as it is extremely important. With other fillers it is almost impossible to disassemble them, consequently operators go through the entire season without taking the machine apart, allowing peas to accumulate in the corners to sour and rot, especially in the measuring cups and brine tank. The Hansen Filler is always clean and wholesome and is the only filler that really conforms to the sanitary laws and is truly a SANITARY filler.

Probably the greatest forward step ever taken in pea filler sanitation was made when the BRINE TANK was ENTIRELY ELIMINATED on the 1924 Model Hansen Filler. Open exposed brine tanks serve as traps to collect dirt, flies, and filth and are never thoroughly clean.

Hansen Canning Machinery Corporation
Cedarburg, Wisconsin.

Watch for Illustration of this New 1924 Model Hansen Pea and Bean Filler which will appear in this space next week.

quickly depleted the original supplies of lime that additional cars had to be obtained on rush orders along the route.

More than a thousand samples of soil were tested during the week, and while some of the soils gave neutral tests and needed no lime, the majority called for at least a light application. The requirements ranged all the way from a minimum of five hundred pounds per acre to as much as three tons. In every case, except at Oakland, Potomac and Cumberland, enough lime for an acre was supplied to each farmer as determined by the Truog test.

At Oakland, Potomac and Cumberland the quantity of lime on board the train unfortunately ran so low that only sufficient lime for half an acre could be distributed. This unforeseen eventuality was entirely due to the gratifying throng of Garrett county farmers, that practically swamped the train and its personnel at Oakland.

Probably more than five hundred farmers, bringing in something like three hundred soil samples, greeted the train at this stop. The number of samples to be tested in the short time that the train was scheduled to stop at Oakland entirely overtaxed the capacity of the equipment which had been provided. Likewise the soil, running more than ordinarily acid, called for larger applications of lime than usual, with the result that supplies on board the train were soon depleted. As a result, the quantity distributed to each farmer had to be reduced to enough for half an acre, and the train had to pull out before all the samples could be tested. The remaining samples, however, are to be shipped to College Park, where they will be tested, while the necessary lime will be shipped back to Oakland.

In addition to the lime carried by the train and the necessary equipment for soil testing, there was a coach where short talks on soil improvement were given at each stop. In the lectures the farmers were told the essential facts about lime, the various forms in common use for agricultural purposes and the reasons for its use. The Truog method of testing was also explained while the tests were being made.

The train made stops at Cowenton, Aberdeen, Childs, Mt. Airy, Sykesville, Woodstock, Elkridge, Jessups, Laurel, Beltsville, Oakland, Potomac, Cumberland, Hagerstown, Keedysville, Adamstown, Frederick, Germantown and Gaithersburg. On the train were: Dr. A. G. McCall, head of the soils department of the University of Maryland Experiment Station; Henry M. Camp, of the Eastern Division of the National Lime Association; P. O. Hurley, agricultural agent of the Baltimore and Ohio Railroad; A. M. Smith, J. H. Snyder, F. W. Oldenburg, and M. D. Bowers, of the University of Maryland; J. B. Emack, of the Palmer Lime and Cement Co., and E. H. Brinkley, of the Standard Limestone Co.

Apparently the train has aroused much interest in the subject of soil testing, and numerous inquiries from all parts of the State are being received in regard to it.

WHERE THE SALMON IS KING

Kwakiuti Indians Depend On It for Prosperity

WHAT the "cricket on the hearth" is to the English housewife, so is the salmon to the Kwakiuti Indians of British Columbia, an omen of prosperity, happiness and content. Sir J. Frazer, the noted ethnologist, who has lived among this tribe for many years, say that "a failure of the salmon for a single season means famine and desolation, silence in the village and sad hearts about the fire. Salmon in plenty, however, means abundance in the camp and joy at the domestic hearth."

When the first salmon of the season has been caught, the Kwakiuti fisherman carries it to the chief of the tribe, who delivers it to his squaw. Taking it from him she says to the fish: "Who has brought you here to make us happy? We are thankful to your chief for sending you."

The salmon is then cooked before all of the silent tribesmen, who are squatted about the campfire, and eaten with solemn rites and ceremonies. The feast ended, the natives, all of whom have been served with a small portion each, retire to their tents, believing that the "first catch" is already enjoying a happy afterlife in the "salmon country."

BOXED APPLES WILL BE FEATURE OF EASTERN APPLE EXPOSITION

Plans for Big Show Nearing Completion

EASTERN apples packed in boxes will make up the largest single exhibit by one grower at the Eastern Apple Exposition and Fruit Show to be held November 3 to 10, according to the General Committee in charge of the Exposition. This exhibit will be a part of the display from the State of Maryland. It will consist of Jonathan, Grimes Golden, Stayman Winesap and Delicious, packed in the regular commercial Western box. The packer of these apples, the Maryland Orchards Corporation, expects to pack its entire output of 75,000 boxes this year in t Western type box.

State committees from various other States throughout t East have their plans well under way for the big show. T New York State Committee met this week at Albany and pr tically completed its plans for the exposition. New York St will have by far the largest State exhibit, covering an area about 8,000 square feet. Most of the available space in t section has already been reserved by big growers from eve section of the State. Two of the largest exhibits will be ma by the co-operative packing associations from Western N York and the Hudson River Valley.

It was announced by Thomas E. Cross, chairman, of N York, that the State Experiment Station is going to put on the show one of the greatest exhibits of apple varieties ev made. This single exhibit will occupy a block 80 feet long a several feet high. It will not only have the standard varieti but will feature several new kinds of apples recently develop by the Station.

For the purpose of popularizing apples for cooking, t Department of Cookery at Teachers' College, Columbia Univ sity, is co-operating with the Domestic Science Department Cornell University in running a continuous demonstration showing various ways of cooking apples and other fruits. group of experts operating behind a counter seventy feet lo will make all kinds of apple desserts in plain sight and ha them to the visitors for their own tasting.

In addition to the fourth floor of Grand Central Pala which will house the State exhibits, the entire third floor h been reserved for commercial exhibits. Manufacturers of spr equipment and farm machinery, dealers in apples, maple syr honey and other farm products have taken space on this flo where they may not only show their wares, but sell direc to the hundred thousand or more visitors expected to attend t exposition.

HUGE LOSSES FROM TOMATO DISEASES

RESULTS of investigations by the U. S. Depa ment of Agriculture, just now being made publ show that Septoria leaf spot may be controll by fall plowing. This fungus disease of tomatoes a nually causes large losses in most of the tomato-ca ning regions of the East and Middle-West.

The disease is often known also as "blight" "leaf blight."

Official estimates covering the years 1918 to 192 inclusive, give the reduction of the tomato crop fr Septoria as follows:

	Per Cent
Virginia	26
Tennessee	10
Maryland	37.5
Delaware	14
New Jersey	13
North Carolina	10.5
South Carolina	7.3
Ohio	8.3
Indiana	8.3
West Virginia	10
Kentucky	11.3

We are enclosing copy of press release on cont of this disease through fall plowing which, we belie will be of direct practical value to many canners a growers of tomatoes. (This appeared in The Canni Trade of October 1st, 1923.)

Fall plowing to prevent the over-wintering of t fungus and consequent infection of the plants duri the season, combined with thorough spraying or du ing of the tomatoes in the seed-bed, so they are healt when set in the field, may in most cases be expected reduce the losses from Septoria leaf spot to a minimu

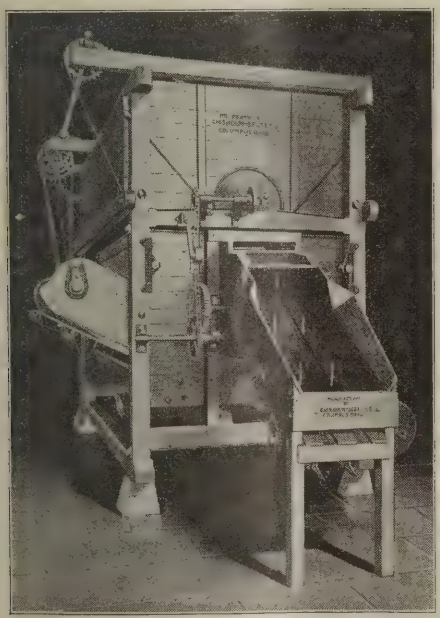
NATIONAL CANNERS ASSOCIATION
Bureau of Raw Products Researc

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the man who use them."

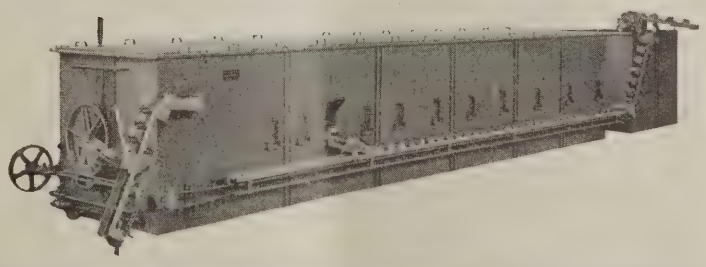
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387 E. Broad St., Columbus, Ohio.

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The dependable performance and durable construction combined with the improved results in sterilization from uniform cooks have made A-B Cookers and Coolers first in the esteem of discriminating Canners.

Write for yours today.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



RATE OF PRODUCTION MORE THAN ANYTHING ELSE DETERMINES PROFITS

EVERY day more emphasis is placed by authorities upon the importance of increasing the rate of farm production. Several interrelated factors are at work to accomplish that end. Increased taxes on farm property, decreased labor supply, higher labor costs, lower market prices—all tend or should tend to cut down the cutivated acreage and intensify the rate of production on the remainder.

Therefore, credible evidence coming straight from farmers themselves and demonstrating the dependence of profits upon rate of production is especially interesting just now. According to the Ohio Extension Service, "Twenty-eight Scioto county farmers who have been keeping books on their farms for the past five years find that yields to the acre and the quantity and kind of livestock kept had more to do with profit and loss than any other factors."

The five best paying farms had averaged for the five-year period five bushels of corn, three bushels of wheat and 600 pounds of hay per acre more than the other 23 farms.

"They also fed their stock more liberally, showing an average feed cost per animal $11 higher than the other farms. It paid to do so. They recovered $150 on every $100 fed to livestock, as compared to an average recovery of $110 for all 28 farms."

The same was true of poultry. Whatever was grown on the farm, it paid and paid well to feed properly and liberally.

"Not greater total production, but greater production to the acre, or the cow, or the hen, was what made profits. It costs about as much to feed a poor cow, or hen, or to work a poor acre, and the per unit cost of the product in this case often ran so high as to exclude profit at present prices."

BALKAN PRUNES MIGHT IMPROVE

AN improved quality of prunes is looked for this year by the Serbian producers. General conditions are much better in that country and it is believed that the crop for this year will be financed and transported more efficiently than in the past. As a rule, the Serbian prune is small, and it h been found difficult to secure large shipments of unifor quality. An endeavor is being made to increase the quali of the exported prunes, states Consul K. S. Patton, Belgrad in a report just received by the Department of Commerce. T total exports of prunes last year amounted to 40,443,383 kil grams, compared to 38,376,730 kilograms the year before. T declared export of Yugoslav prunes at the Trieste and Belgra consulates, destined to the United States, last year amounted 2,290,628 pounds, valued at $142,529.

A GOOD CANNER'S CREED.

Since a laborer is worthy of his hire, I must price m goods so that I can pay these expenses and make a reasonab profit on my business and on the investment of time, ski energy and money which it represents; so as to provide f my family and lay aside a fair surplus for that period wh adversity may overtake me or when old age makes me le active and less able to meet the rigorous requirements of t canning business.

We are "lifting" this Creed, adopted by the National R tail Grocers Association for grocers, by substituting "canne for grocer. We recommend it to canners, that they paste it their hats and keep—and live up to it. But to have faith this creed the canners—and the grocers—must know the costs.

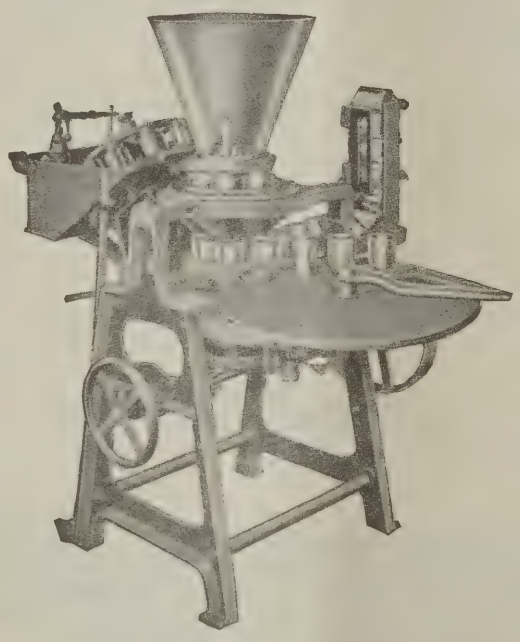
"HELLO, CENTRAL!"

Two girls were talking over the wire. Both were discussi what they should wear to the coming party. In the midst this important conversation a masculine voice interrupted, as ing humbly for a number. One of the girls became indigna and scornfully asked:

"Waht line do you think you are on, anyway?"

"Well," said the man, "I am not sure, but, judging fro what I have heard, I should say I was on the clothesline."—S Louis Star.

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY SALEM NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

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the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

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SPECIALISTS IN THE MANUFACTURE OF
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CANNING, PRESERVING AND PACKING INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

THIS sign means a product guaranteed to the extent of refunding the full purchase price unless the buyer is fully satisfied —after use.

We Are the Only Manufacturers of Complete Equipment for Canning and Preserving Plants

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GET OUR NEW 1923 CATALOGUE

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—Style F. Wonder Cooker.
1—40x60 Closed Retort.
6—40x72 Closed Retorts.
1—40x60 Open Kettle.
1—Small Laboratory Retort.
18—3 tier crates.
30—5 tier crates.
1—8 Disc Sprague Hawkins Exhauster.
1—35 H.P. Buckeye Horizontal Engine.
1—New No. 10 Ayars Single Rotary Measure Tomato Filler.
1—New No. 3 Ayars Single Rotary Measure Tomato Filler.
and other "used" machinery.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Cheap – one - 50" diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.
Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—A lot of 5 gallon cans, also No. 2, 2½, 3 and 10 in cases, all new from bankrupt stock.
Peoples Savings Bank & Trust Co., Halls, Tenn.

FOR SALE—
We have on hand at bargain prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc , for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.
A. K. Robins & Company, Baltimore, Md.

FOR SALE—

1 Sprague Automatic Weighing Machine, checking underweight and overweight cans (never used)
1 Sprague Economical Citrus Peeling Machine (never used)
1 Peerless 6 valve Brine or Syrup Machine (never used)
1 Sprague Hand pack fruit Filler (never used)
1 Sprague-Lowe-16 Ft. Rotary Washer with wooden slats

Prices on Application. Winter Haven Fruit Products Association, Eagle Lake, Florida.

Machinery—Wanted

WANTED—Second Hand Automatic Double Seamer for closing 4¼" dia. Round Cans. Also Second Hand Automatic Can Tester. State make, age, condition, location and lowest Cash Price.
Address Box A-1102 care of The Canning Trade.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. A sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co. 7 E. Hill St., Baltimore, Md.

Seed For Sale

FOR SALE—Pea Seed; 1923 crop, first class Seedsmen's stock; 2000 bu. Alaskas and 1000 bu. each Horsford and Perfections. Address Box A-1097 care of The Canning Trade.

FOR SALE—3090 bu. Horsford Market Garden Pea Seed; Seedsmen's stock, Western grown, 1923 crop.
Address Box A-1098 care of The Canning Trade.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.
H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Canning factory in Western New York equipped to handle Peas, String Beans, Corn, Beets, Tomatoes and Apples. Has private siding, ample water supply and good drainage.
Address Box A-1100 care of The Canning Trade

EMPLOYMENT EXCHANGE

HELP WANTED.

High class canned foods saleman will entertain offer om reliable broker or canner. Address Box A-1096 re of The Canning Trade.

WANTED—Can Production Man and Assistant Superintendant. splendid opening for a can man who can make cans at proper cosst nd get good production from modern equipment in a general and ecialty line shop. Must have executive ability and be able to ndle men. Apply by letter, giving fullest particulars. All appli-tions will be considered as strictly confidential and carefully con-lered. For a capable and ambitious man this poistion presents un-sual opportunities

Address Box B-1101 care of The Canning Trade.

WANTED—Practical canner for New Jersey factory, who under-ands the packing of cold process fruits, Tomato Soup, Cranberry uce and Maraschino Cherries. State age, salary expected, educa-on, experience, references and full particulars in first letter; Ex-llent opportunity for right man. Replies confidential.

Address Box B-1099 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years ex-erience in the Canning and Preserving business, several years ex-erience in the New York City market. Pure Jams, Jellies and utters. Would like to make connection.

S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.

WANTED—Position as processor by a successful manufacturer Catsup, Chili Sauce, Jams, Jellies, Preserves, Pork and Beans and ther high grade food products. Wish position where I will have pportunity to make permanent connections. Can furnish best of re-rences.

Address Box B-1103 care of The Canning Trade.

FOR SALE

The following properties advantageously located in fruit producing sections fully equipped in every particular for the manufacture of grape juice and the preserving and canning of fruits viz:

TWO GRAPE JUICE FACTORIES, CENTRALLY LOCATED.

PRESERVING AND CANNING FACTORY AT FRANFORT, MICHIGAN.

FRUIT PRESERVING FACTORY, RIDGELY, MD.

PRESERVING AND CANNING FACTORY, SEATTLE, WASHINGTON.

FRUIT (7-8ths share interest)

For full information address

ARMOUR & COMPANY

208 S. La Salle St., Chicago, Ill.

SLAYSMAN & COMPANY

Automatic Can Making Machinery

BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.

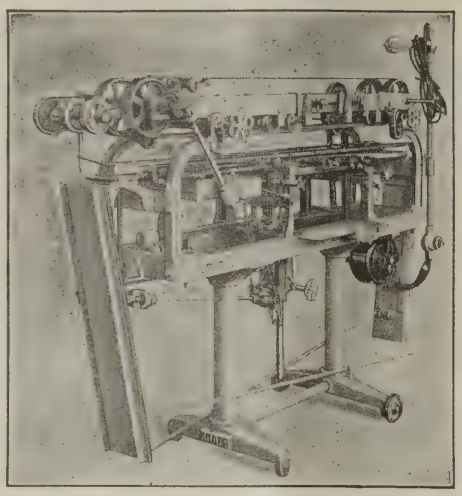
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Stevenson & Company, Inc.

Can making Machinery,

Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.

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UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg. Salt Lake City

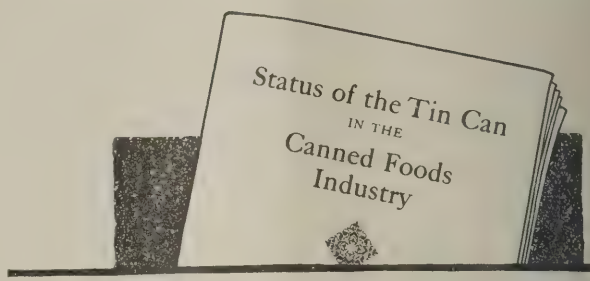
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Brown Boggs Company, Ltd.
Hamilton, Ont, Canada.

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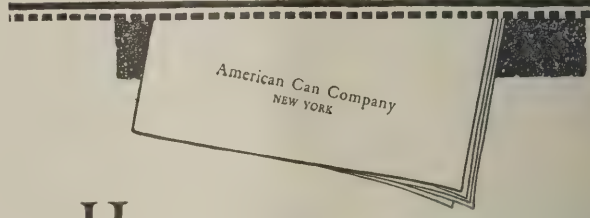
Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

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A reference book for every buyer, broker, salesman or distributor of Canned Foods



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American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. timore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get ner prices for their goods; some few may take less for a personal reason, but these prices represent the eral market at this date.

timore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
e Mammoth, No. 2½	Out	4.40
e Mammoth, Peeled, No. 2½	Out	....
n Mammoth, No. 2½	Out	3.90
e, Large, No. 2½	Out	....
e, Large, Peeled, No. 2½	Out	....
, Large, No. 2½	Out	3.85
e, Medium, No. 2½	....	....
, Medium, No. 2½	Out	3.70
e, Small, No. 2½	....	....
, Small, No 2½	Out	3.50
White, Square, No. 2½	Out	....
White, Round, No. 2½	....	....
Green, Square, No. 2½	Out	....
Green, Round, No. 2½	Out	....

BAKED BEANS†

, No. 1	.80	.80
auce, No. 1	.80	.80
, No. 2	1.10	....
auce, No. 2	1.20	.95
, No. 3	1.40	1.40
auce, No. 3	1.50	1.45

BEANS†

g, Standard Green, No. 2	....	....
g, Standard Green, No 10	.....	....
g, Standard Cut White, No. 2	....	....
gless, Standard, No. 2	....	....
gless, Standard, No. 10	....	....
e Wax, Standard, No 2	....	....
e Wax, Standard, No. 10	....	¶4.00
s, Extra, No. 2	....	¶1.00
s, Standards, No. 2	....	....
s, Soaked, No. 2	.80	.75
Kidney, Standard, No. 2	.90	¶.90

BEETS†

l, Whole, No. 3	1.25	¶1.30
dard, Whole, No. 2	1.10	1.15
e, Whole, No. 2	....	Out
No 3	1.10	¶1.10

CORN‡

Evergreen, No. 2, f.o.b. Balto.	1.15	1.10
Evergreen, No. 2, f.o.b. Co.	1.10	1.05
Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Shoepeg, No. 2, f.o.b. Balto.	Out	1.20
Std. Shoepeg, No. 2, f.o.b. Co.	1.30	1.25
cy Shoepeg, f. o. b. factory	1.40	1.40
Crushed, No. 2, Baltimore	.97½	.95
Crushed, No. 2, f.o.b. Co.	.90	.90
Std. Crushed, No. 2	1.00	1.00
Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
a, No. 2, f.o.b. County	....	Out
a Standard Western, No. 2	....	1.25
dard Western, No. 2	....	1.10

HOMINY‡

No. 3	Out	....
dard, Split, No. 3	.95	¶ .85
dard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

Kinds, No. 2	.95	¶ .90
Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

dard, No. 2	1.20	¶1.20
dard, No. 3	1.35	Out

PEAS†—

1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
2 Sieve. 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
5 Sieve, 2s, f. o. b. Balto	Out	Out
nds, 2s	Out	Out
. Standards, 1's, No. 4 Sieve	Out	Out
. Sifted, 1's, No. 3 Sieve	.90	Out
. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
cy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

dard, No. 3	1.25	1.20
dard, No. 10	4.50	¶4.00
ash, No. 3	....	....
ash, No. 10	....	....

SAUERKRAUT‡

dard, No. 2	.90	.90
dard, No. 2½	1.05	¶1.00
dard, No. 3	1.10	1.10
dard, No 10	3.50	3.75

SPINACH‡

dard, No. 2	.95	1.05
dard, No. 2½	1.25	1.35
dard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	Out	.95
Standard, No 3, f.o.b. Baltimore	1.00	1.00
Standard, No. 3, f.o.b. County	.95	¶.90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.75	4.50
Standard, No. 10, f.o.b. County	4.50	4.50
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.35
Standard, No. 3, f.o.b. County	1.30	1.30
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.90	.97½
Standard, No. 2, f.o.b. County	.90	.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.65

TOMATO PULP‡

Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.40
Hawaii Sliced, Standard, No. 2½	3.40	3.10
Hawaii Sliced, Extra, No. 2	3.00	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.65

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.00
¼ Oil, Key	....	4.50
¼ Tomato, Key	....	4.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	4.25
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	7.00
California, 1s, Striped	....	11.50

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, OCTOBER 8, 1923

WEEKLY REVIEW

Rapidly Changing Tomato Prices—Corn Also on the Advance—All Buyers Centering on Baltimore Market for Supplies—Better Quality Increasing Public Demand for All Goods—Better Demand for Canned Foods—Market on Strong Basis.

TOMATO PRICES ADVANCING—Last week we said in this column that the market was bubbling. We should have said it was seething, and then possibly some of our readers would have understood why the prices we quoted at the time of going to press were far below the prices ruling when the paper was received and opened. It did not require days to score a change in prices; they changed within the hour, and this always makes danger for the market reporter, for, despite his best efforts, the real market at the time the reader sees his paper is not possible to report when going to press. At this time, while our market pages will show prices considerably higher than last weeks' figures, there is no certainty that those prices will hold next week when you read this. As a fact, we think in respect to the tomato market, at least, that market prices are entirely nominal; that is, that it all depends upon the seller and the price he may ask. The difficulty today is to find anyone willing to sell at any price, unless it be well above the market as now quoted, and even in that case there is no evidence of eagerness to part with the goods. The truth has come home to the tomato canners: that even with a good crop of tomatoes in this section—and it was the only section about which such a statement could be made this season—there was no way in which they could pack enough tomatoes to meet urgent demands, much less supply the big holes that existed in every section of the country. The tomato crop came on too suddenly, and then ceased too suddenly to permit the canners to get up record packs. One large operator told the writer this week that he believed that not more than 60 per cent of the tomato crop got into cans. In any event, tomato canners from all sections of the country joined the ranks of wholesale grocers and others from all over the country in trying to buy a supply of canned tomatoes in this section, and that is what has set the tomato market going. Brokers will tell you that the big buyers are taking only such goods as they need; that they are buying very carefully, and that they have not abandoned their policy of keeping stocks at a low ebb. And that is true. But there have been so many buyers of all kinds in the market—big, little and medium—that the total of their wants, today, surpasses, apparently, the supply of tomatoes on hand. There has been a little speculation by the oldtimers who know and "feel" the tomato market, but not a great deal; the vast majority of both canners and buyers have merely awakened to the fact that you cannot clean out all spot stocks down to the bare floors, as was done this year with tomatoes, and then overpack the tomato market in one year, no matter how good the crop condition may be in every section. And, in particular, this cannot be done where the canners pack a quality article, as the vest majority of canners tried to do this season. For when the quality is there, then the consumer comes in with increased demands and will absorb any surplus which might otherwise accumulate. Look at what has happened with canned peas this season. They packed a larger pack of peas this year than they did in last year's record pack; it was a quality pack, and it has practically all been distributed earlier and more quickly than was done last year—and that was a record for quick distribution. Give them the quality, and it is doubtful if the canners of any article can produce enough goods. Market operators should wake up to this fact, for even the canners are now growing "wise" to it.

So, while we quote tomatoes at 65-70c, 90c-$1.00, $1.35-$1.45 and $4.50-$5.00 for Nos. 1s, 2s, 3s and 10s, it must be understood that these are merely nominal prices as of this day, and it is easily possible that next week may see these prices as too low.

CORN—Here is another item that has felt the seething of the market, and on which prices are steadily mounting. Corn cleaned out last season a whole lot better than many believed, and was in a large way entirely gone by the time the canners began on this season's pack. So there was a mighty big hole to fill up from this year's output. And, be it said to the credit of most of the corn canners, a big effort was made this season to improve the general quality of canned corn. And it looks very much as if they had succeeded very well in their efforts, judging by the way demand has increased since the delivery of futures was begun. If this is the real case, look out for a skyrocketing market on canned corn. There are whole lots of people who never saw good corn in cans. When they find it then watch the demand grow with leaps and bounds. All that will be needed when quality is there will be for the canners to put upon the labels some good recipes, telling people how to use canned corn, for most people do not know how to use it, but invariably abuse it. They might tell their brokers, also, that when offering canned corn to buyers, it would be worth the while to go to the trouble to heat the corn before sampling, for next to a cold potato there is nothing flatter to the taste than cold canned corn. There will be a lot of hot objections flung at that statement by corn canners who boast that they often eat a whole can of corn cold. Once the writer seized a ton or two of desiccated egg—dried egg—but they should have been termed desecrated egg, for certainly they were rotten and smelled to high heaven but the owner, protesting the seizure, took a small handful tossed it into his mouth, and declared that it was delicious! No many brokers and not many wholesale buyers eat canned corn for they taste it cold and do not like it. Tell them to heat it and it will sell better.

Canned corn is all quoted higher this week. Standard Evergreen at $1.15, standard shoepeg at $1.20, extra standard shoepeg at $1.30, standard crushed at 97½c—and that means that we have about reached the dollar market on canned corn.

AS—Everyone expected the pea market to run off for a period, at least, when the year's statistics showed such a good pack, but this has not happened, merely because the s of peas in first hands are down to the vanishing point, and buyers are even now busy trying to find the peas they Wisconsin reports that the interest in peas is stronger ever and the market holds firm, much on the order of toma- and corn, in a nominal way. The buyer who finds the peas nts has to pay the holder's price to get them.

INACH—Fall canning of spinach is on, and the cleaned-up condition of this article in all sections of the country, and the small packs where usually they have good ones, have d to bring demand to this market. The market holds firm ut change of price.

UERKRAUT—The market has shown improvement this week, because it is known that the cabbage crop is a disappointment, and that kraut may go to high prices. It is ncing here and in the West, and this at the very beginning e kraut-curing time is an indication of the strong position is item.

EET POTATOES—This item his followed suit with others and scored an advance this week. There seems to be some ncertainty about the pack, and it is to be noted that some quotations are lower than the prices issued by the country rs. The market on well-known brands of sweet potatoes uture packing is $1.05 to $1.10 for No. 3s.

ETS—The best crop, so far as the canners are concerned, nas been a severe disappointment this season, and as a consequence there will hardly be enough beets canned to take of the present demands, much less of the future. It is said will be no surplus of beets.

MPKIN—This item is beginning to attract attention as one of those on the scarce and high list. Indiana promises that there will be a very considerable shortage of canned kin, and Indiana is the big factor in canned pumpkin. Those have not covered their wants by futures may find them- s without good pumpkin.

ARS—It is said the canners are showing little or no interest in pears, although this is the season when they should be at work on them. The Keiffer pear crop is reported to ry good, and that is probably the reason why canners are particularly interested. No. 3 extra standards in syrup are d at $1.60. No. 2 in syrup are $1.15.

PPLES—There is not much said about apples, although the season is here when the canners should be busy on them. Apparently everyone is watching which way the market No. 10s are so low in price—$3.10 to $3.25—that there is margin of profit in them. There is a pretty good general crop, and this has its effect.

NEW YORK MARKET

ket Shows Improvement and Prices Advancing—Stocks Are Limited, but Buyers Not Rushing—In Spite of a Large Pea Pack, Buyers Are Looking for Peas—Jobbers Wanted Large Margin of Profit—Many Caught on Tomato Advance—All Corn Advancing—Maine Corn Pro-rated.

New York, October 5, 1923.

TUATION Favorable—The canned foods market continues to show satisfactory development locally, and a stronger market is reported throughout the trade. Prices continue on the rade on many lines, and increasing shortages of wanted s are reported in advices received from canning centers. le stocks are limited, but wholesale grocers and chain store rs are not rushing the market for supplies, as they are con- ing the possibility of invisible stocks, represented by specue holdings, appearing on the markets later on.

The Pea Statistics—The statistics on the 1923 pack of peas, as published in last week's issue of The Canning Trade, came as a distinct surprise to many members of the trade here, who have consistently maintained that the pack for 1923 would fall considerably below the figure for 1922. The first surprise over the size of the pack being over, the question now being asked is: "Where have the peas gone?" It is quite probable that the increased attention to quality paid by pea canners supplies the answer; in other words, the pack has gone steadily into consumption. Buyers are still looking for peas, and are paying higher prices now than at the original opening.

Pity the Jobber—At the convention of the American Specially Manufacturers' Association in Minneapolis last week a prominent wholesale grocer, speaking unofficially on behalf of the wholesale grocery trade in general, told the manufacturers that unless they increase the gross margins of profit for the jobber that many jobbers will be annihilated. Among the items on which he asked increased gross appeared canned vegetables. on which the jobber must make 10 to 20 per cent gross (according to the wholesale grocer's figures) and canned fruits, on which a gross of 20 to 30 is asked. Just how such a gross is to be given, when these two items are essentially competitive commodities, was not stated. However, to the canner who produces the goods, the ideas of his distributors as to the profits which they require merely to distribute the goods to the retail grocer are illuminating.

The Tomato Runaway—Buyers are rubbing their eyes in surprise at the unexpected antics of the Maryland tomato market. They have been warned right along that advances, and sharp advances, were in sight; but they discounted these warnings, as they have lately fallen into the habit of doing with many of their postings. Consequently, the recent rapid rises in prices have caught many of them unprepared, and they have been busy getting in while the getting was good. Western wholesale grocers are reported to have sent a heavy volume of business to the Eastern packers, following the disapointing yield at the Indiana canneries. Buyers who are sending down bids now at 2½ to 5 cents under the prevailing quotations are finding that they are merely wasting their time and the brokers' money for telegraphing, as canners are extremely firm in their views. Indeed, many of them are refusing to sell at the market, holding their goods for an anticipated better market later on in the season.

Pro-Rata Delivery on Maine Corn—Maine corn canners have advised their trade that they will be forced to make pro-rata deliveries on contracts for new pack fancy corn. The pack has been considerably curtailed by crop damage this year. It is believed that the percentage of deliveries will average 50 to 60 per cent, although no official announcement to this effect has yet been made. Canners, by their foresightness in refusing to book additional business during the summer months when the crop prospects were most dubious, have saved much trouble and hard feeling for both themselves and their distributors.

Standard Corn Advancing—Standard corn is sharing in the general upward movement which has characterized the markets for staple canned foods commodities. Canners are now holding at an inside price of 95 cents for full quality standards, with a little off quality stocks to be had at 2½ to 5 cents under these figures. The sharp advance in standard corn prices took the buyers unaware, as little heavy buying in anticipation of future requirements was done at the lower prices prevailing a few weeks ago. Buyers who turned down offerings then are now paying 10 to 15 cents per dozen more for their corn, and present prospects indicate a $1.00 market in the near future.

Sardine Supply Small—While the Maine sardine canners have been able to supply their trade with a little more fish, stocks are still limited. The market is quotable anywhere from $4.00 to $4.50 for quarter keyless oils. Some canners are said to be refusing to sell at all at present prices, and are storing their stocks in anticipation of a higher market this winter and during next spring. Reserve holdings of sardines have been cleaned up, and practically nothing has been set aside in reserve so far this season.

Shrimp Stronger—Shrimp canners are now quoting the market firm on the basis of $1.60 to $1.65 per doezn for 1s, and $3.00 for 1½s. Packing thus far is considerably behind normal schedule, and supplies are light, both in the hands of packers and in the hands of distributors.

Pineapple Higher — Hawaiian pineapple, which has been rather quiet on the spot position of late, has come to life rather suddenly, and this week advanced 10 cents per dozen on standard and extra 2½s, which are now quoted at $3.10 and $3.40, respec-

tively. Coast interests have withdrawn quotations, and one prominent canner has announced pro-rata deliveries on principal grades.

Canned Prunes Up—Owing to indicated scarcity of prunes this year, the California Prune and Apricot Growers' Association this week advanced its prices on both individual size cans and No. 10 goods, the advance on the latter size being 75 cents per dozen. The prune association account in this market is now being handled by Wood & Stevens, Inc.

Notes—Leaves Butler & Sergeant—A change of great interest to the local food brokerage fraternity took place this week, when C. K. Richardson, who has been president of Butler & Sergeant, Inc., severed all connections with that organization, and went with Wood & Stevens, Inc. Mr. Richardson also severs all connections with the Butler & Sergeant selling organizations in Philadelphia, Cleveland, Milwaukee and San Francisco. Ernest S. Sergeant, who last year retired from active participation in the affairs of Butler & Sargeant, Inc., is now once again at the helm, making his headquarters at the New York office.

W. B. Timms Recovering—Walter B. Timms put in a few hours in his office this week for the first time since his recent operation. Mr. Timms is looking very fine, and received the congratulations of his hosts of friends in the canning and brokerage industries on his speedy recovery from the effects of his operation.

Tuna Is Higher—California tuna is showing a stronger tone on all grades. Canners are pro-rating on white meat, and this has thrown the bulk of the demand on other grades, which are now higher in price. Canners are still booking business on yellowfin, for shipment when packed, as they expect to get fairly liberal supplies of the raw fish from Mexican waters during the next few months. The fish are caught in Mexican waters and shipped under refrigeration to the plants in Southern California for canning. "NEW YORK STATER."

ST. LOUIS MARKET

Buyers Beginning to Buy Better, but Still on Small Lots—Tomatoes at Any Price Are Hard to Buy—Corn Also Shows Strength—Pea Offerings Limited—All Lines More Firmly Held—A Fine Quality of Apples in This Section.

St. Louis, October 5, 1923.

THE Market—The past few weeks, up to a few days ago, have been a disappointment to both the canners as well as the brokers, owing to failure of distributors to buy. The last few days, however, there has been a betterment in the demand, and the distributors have been doing some purchasing. Small quantities have been the rule, however. Few carload lots have been taken. Distributors have not been stocking up in spite of the many reasons for doing so. Some few distributors, however, with an eye to the future demands, have been laying in some good-sized stocks, particularly tomatoes and beans, and they have not hestitated in paying top prices for them. The buying has either been because the purchasers have been short on contracts, or they know that they will need them later on. Contract stocks that have been bought are commencing to come in. Canners have sold up enough, so they are now independent.

Tomatoes—The buyers of tomatoes who want goods at inside prices are not able to get them, and even if they want them at full prices, they are not to be had. Indiana started planting late, and the packs in that State are much below early estimate. In the South and Middle West prices are firmer. California is decidedly firm. This is because of crop conditions, packing costs and prospective turnovers. Speculative tendencies, however, have not yet developed.

Corn—There is considerable strength being shown in fancy corn. There is but little to be had. Maine canners have oversold their output, and can only make about 50 per cent delivery, it is said. Competing packs are affected by the Maine situation and favor the canners.

Peas—Peas are so nearly sold out, it is reported, that offerings are limited in all grades, with very few standards available. There is a good demand for that pack, but few are obtainable. The only real offerings are of fancy grades.

Beans—All sorts of beans are getting more scarce.

Fruit—All California packers are standing firm on their li of all packs which have not been withdrawn. Stocks are w cleaned up, and there are few offers being made. The local s list is firm on the higher prices recently announced by the le ing packers. Quotations on futures are still more or less norm but the outlook is very firm. Indications are that the pack have done an excellent business on what was left over of t old pack stock before they announced prices on the new pack

Peaches—There is a slight improvement in the movement peaches, although there is not a satisfactory demand.

Pineapples—There continues an indifferent demand for pi apples for current consumption.

Apples—Apples are in a firm way for the new pack, beca the demand has depleted stocks of the old pack.

Fish—Sardines continue to be the feature of canned fi Firm prices prevail, although many buyers have been disco aged because of advances. Canners are said to be limiting th offers, because they are of the opinion that prices will go up.

Milk—The tone of condensed milk is irregular. Libe offers are being made.

Early apples, including Jonathans and Grimes varieties, ha practically all moved from points along the Frisco Railro in Northern Arkansas, but there is still considerable movi from the Missouri district. Seasonable conditions during t past several weeks have been favorable for maturing late var ties of Ben Davis, Ganos and other varieties are now under w particularly from points in Northwest Arkansas. Owing to sufficient quantity of rain during the past several weeks, t apples have developed in size very rapidly and are also colori nicely, and it is expected that the shipments will come up expectations and previous estimates. It is quite sure that t trade, as a whole, will be well satisfied with the quality of l apples from the Frisco district. "MISSOURI."

CALIFORNIA MARKET

The Rains Have Come—Tomato Canning Checked, but Ra May Help Crop—Advancing Prices on Fruits Cause More Interest—Heavier Crop of Cling Peaches—Pineapple Pack Larger Than Before—Spinach Getting Scarce—Some Coast Notes.

San Francisco, October 5, 1923.

THE Rains Came—Rains have fallen throughout Californ in a few places the precipitation having amounted to much as three inches. In most places, however, it is l than a half an inch, and the damage done is not extensive. fact, the small loss to crops is so greatly overbalanced by t extinguishing of fires that is almost lost sight of. Deliver of tomatoes have been held up some by the storm, but it is unlikely that the crop will be benefited by the moisture in t long run. Beans were slightly damaged in a few places, a growers of raisins and prunes were put to the trouble of sta ing trays.

Fruits—The upward tendency in California canned fr prices is causing the buying trade to pay a little more attent to their requirements, and business is a little brisker than it h been. Large orders are still lacking, but there are plenty small ones, and everything on the list seems to be moving. A ditional advances in prices are in prospect, and the situat promises to steadily grow firmer, since packing operations a largely at an end and the output is below estimates. In s eral varieties record crops were produced, but packs were c tailed because of small sizes, higher standards and a very hea shipping demand.

Peaches—The California Canning Peach Growers has issu estimates of the size of the crop of cling peaches in Sut county, the banner peach-growing county of the State, and pl this at 61,345 tons, as compared with 60,273 tons last year. T increase is accounted for by the large acreage of young orcha coming into bearing. In many other parts of the State the o put showed a falling off, and the Sutter county crop is figu to be about 46 per cent of the expected total of cling peac produced in California this year.

Pineapples—Advices from Honolulu indicate that the pack Hawaiian pineapple this year will run over early estimates a considerable margin, owing to an improved acreage yield the unusual proportion of large fruit. Early in the year the k was estimated at 5,250,000 cases, but there is now a likeli- d that it will closely approach 5,700,000 cases. The Hawaiian eapple Co., Ltd., will pack more fruit than any other concern year, and has already passed its estimate for the season of 0,000 cases by a margin of 130,000 cases, with three months ro before the final reckoning is made for the year. The Cali- ia Packing Corporation has packed more than 1,000,000 es of its estimated output of 1,400,000 cases, and Libby, Neil & Libby have exceeded their estimate of 1,000,000 cases, are still packing. Several other packers are already over ir preliminary estimate. An excellent demand has been ex- ienced ever since the naming of opening prices, and very little he pack is unsold. Some packers are arranging to make pro- a deliveries on some grades, while others will have small sur- ses to offer. The trade is interested in the announcement that popular No. 2½ size, which was in light supply last year, l be plentiful this season. Record-breaking shipments are iving at San Francisco, the steamer Matsonia having arrived hin the week with 117,053 cases aboard.

The California Packing Corporation has revised the codes merly published by the J. K. Armby Co. and the California it Canners' Association, and is offering this under the name the Calpack Code. The new cipher code has been brought ictly up to date and is designed to reduce the expense of tele- aphic communication to a minimum. In addition to covering ned fruits, vegetables and fish, it embraces dried fruits, nuts, sins, and the like. Its use will date from October 1.

Spinach—The California spinach pack is moving off in good ape, and some packers now have little to offer. The No. 2 e is getting rather difficult to locate in quantities. No. 1 is be had at $1.15, No. 2½ at $1.65, and No. 10 at $5.25.

Coast Notes—The troubles existing between the Fisher- n's Protective Association of Monterey and the sardine pack- of that city are being sifted by the Department of Justice, cording to current reports. Charges have been made that the nermen's organization is maintaining a monopoly in violation the Sherman Anti-trust Law.

The first convention of Western purchasing agents ever held the Pacific Coast was held at San Francisco, Cal., the last ek in September, with delegates present representing annual rchases in the Western States of more than two billion dollars. arles E. Virden, of the Virden Packing Company and chair- n of the Industrial Committee of the California Development ssociation, took an active part in the convention, as did also alter H. Levy, of the California Packing Corporation, who ted as chairman of the Entertainment Committee.

A notice of the co-partnership of Arthur A. Burrows and C. Warmington as the Warmington-Duff Co. has been filed San Francisco. Cal. These men have purchased the interests J. F. Butts in this concern, as well as his interests in the F. Butts Co. The name of the latter concern, of which Arthur Burrows is now president, is to be changed to that of the leton Canning Co. A canning plant is maintained in the Sacra- ento River delta.

The California Packing Corporation has purchased additional roperty adjoining its large plant at Sacramento, Cal., and plans e enlargement of its cannery.

Amended articles of incorporation of the Ehmann Olive Co. ave been filed at Oroville, Cal., and the main office of the com- any will be transferred from Oakland to Oroville, where its acking plants are located.

The plant of the Pacific Pea Packing Co., at Oakdale, Cal., as been reopened for a short run on hominy. Green lima beans ill also receive attention shortly. This crop has been slow in aturing and canning operations are late in commencing.

The plant of the Syracus Canning Co., at Syracuse, Utah, as destroyed by fire on September 21, with a loss of about 150,000. A large quantity of canned peas and tomatoes was ined.

"BERKELEY."

MAINE MARKET

Can Pack Very Tardy and Many Factories Still Operating—Deliveries Not Yet Announced—Apple Canning Season Next—"Canned Lunch" to the Ladies.

Portland, Me., October 5, 1923.

A MEETING of the Maine Canners' Association was held in Portland on the 28th ultimo. Owing to the fact that the corn pack is very tardy and that many factories are still operating, the attendance was not as large as usual. Only internal matters were considered during the session, principally the increased price to be paid to the growers in 1924.

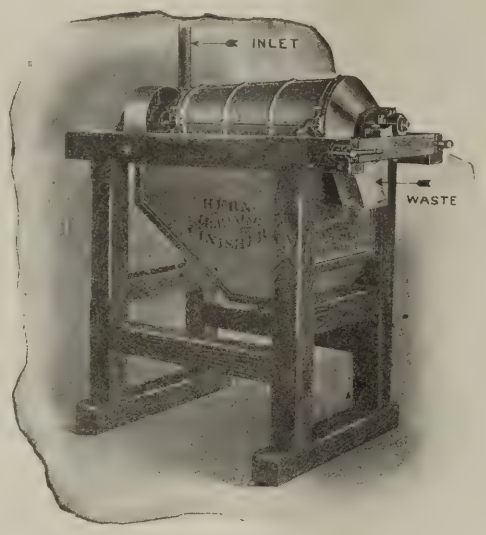
Even at this late day some of the corn-canning factories are still taking in corn, though the majority of them are closed up or are already at work on apples. The corn pack, while still very small, has proved to be somewhat larger than was earlier anticipated, and this is attributed to the warmer weather which we have had for the past three weeks. Such corn as was on high land or for some other reason was not damaged by the frost has had an opportunity to mature, and has been of very good quality, indeed. While every factory has packed corn that was too young and some that was too old, this seems to be of very small amount compared to the total up-put, and the 1923 production is generally of a very satisfactory quality. Canners have not yet announced their deliveries, but the indications are that the average will run about 50 per cent, with slightly less in one or two instances, and slightly more in the case of Golden Bantam or either variety in No. 10 size. The delivery on ear corn is rather higher than on cut corn; in fact, one large producer of this style announces practically 100 per cent on his contracts.

The apple-canning season is next on our local calendar, and several factories are already opening up for their fall run. Prices opened at $3.75, and several canners say they will take no more business at anything under this figure. Others have accepted contracts at $3.50, but are rather sick of their bargain when they come to figure actual costs of their goods. Orchardists are having great difficulty in getting help during picking, paying as high as $5.00 and $6.00 a day in some localities. One large grower sold his entire crop to a canner, then announced recently that he could not get pickers, and that the canner would have to take the apples on the trees or go without them altogether. This same scarcity of help is noticed in the factories, boosting production costs. With the quality of canned apples which Maine has lately established in the market, it is useless to hope to produce goods to sell at $3.50 and show the canner enough profit to show on his income returns.

A "canned" lunch was served by the Burnham & Morrill Co. to the visiting ladies of the N. E. Convention of Advertising Clubs, held here last week. The menu included clam broth, fish flakes a la Newburg, lobster salad, and rice pudding, with an "iron ration" of canned beans with pork and canned brown bread as a souvenir at each plate. After lunch a tour of inspection around the modern factory was enjoyed by about a hundred ladies, all being impressed with the sanitary and efficient methods used. The Burnham & Morrill Co. also had a sample of their Fish Flakes in the souvenir suitcases presented to the ladies of the convention; others packages of foods from local firms were: Golden Bantam corn, from H. C. Baxter & Bro.; Hatchet Brand beans and pork, from Twitchell Champlin Co.; sardines in olive oil, from Portland Products Co., and mustard from E. W. Brown Co., and shredded fish from Lord Bros. Co.

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36

SMILE AWHILE

WHO CAN DENY THIS?

From the Manufacturers' Record

Hooded men who think they are Divinely commissioned to whip men and women are greater criminals than the people they whip, it matters not what their professions of goodness and morality may be.

THE RETORT APPROPRIATE

From the Washington Star

Senator Simeon D. Fess, of Ohio, who in the last ele was promoted from the House to the Senate, recalls that he was a college president he once wound up a talk to his by saying: "Remember, hell is paved with booze, joy wag jazz dancing and wild women," and sotto voce from a back as an echo came: "Oh, death, where is thy sting?"

THAT OPERA HABIT

It is a custom in small towns to refer to all classes of atrical performances as "oprys," perhaps because the playh is usualy called the opera house. Not long ago a theatrical was obliged to inspect the opera house of a Massachusetts t and found the janitor busy holding down a rocking chair, pu quietly at an old clay pipe.

"Ah, Mr. Stage Manager, just the one I want to see," ch fully spoke the visitor. "Can you tell me the name of the show you had here?"

The janitor paused thoughtfully for a minute.

"I jest can't. It's clean gone from my memory." Then, ing to someone in the rear, he asked:

"Hey, Ezry, what was the last opry we had here?"

"The last opry we had here," came the decisive answer, " Albert Anderson's trained monkeys."

TRAINED

Quite recently a woman advertised in the Times for a c taker for her town home, and after interviewing a large nun of applicants, found one that suited her.

"Thanks for giving me a job," said the man, "and mig ask you a question? You stated in the ad. that you want married man. Does that mean you have some work in view my wife?"

"Oh, no," replied the woman. "I wanted a married so as to be sure I get someone used to taking orders fro woman."

WHERE TIME IS MONEY

Housewife—What! Twenty thousand marks? I only 10,000 last time!

Shopman—Ah, that was in the good old times—half an h ago!—Ulk (Berlin).

NECESSITY HELPS INVENTION

Mr. Wye—I don't know where women acquired their extr agance in dress—Eve wasn't like that, you know.

Mrs. Wye—Of course not—there was only one man in world and she had him.—Life.

MERELY MISPLACED

"Johnny, you've been fighting again and lost all your tee "Naw, I got 'em all in my pocket."—Santa Fe New Mexi

HE KNEW THE DOCTOR

A certain celebrated doctor hated to pay his bills, and out of doing so whenever he could. One day the doctor emplo a workman to mend some pavement just outside his house. Aft wards he exclaimed:

"Why, you rascal! Do you expect to be paid for such a pi of work? Why, you have spoiled my pavement and then c ered it over with earth to hide the bad work!"

The workman winked knowingly.

"Doctor," he retorted, slyly, "mine is not the only bad w the earth hides."—Kansas City Star.

A BIBLICAL SCHOLAR

"And do you know your Bible, my child?"

"Oh, yes; I know everything that's in it. Sister's you man's photo is in it, an' ma's recipe for face cream, an' a l of my hair cut off when I was a baby, an' the ticket for p watch."—Melbourne Punch.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIAL

CONVENTIONS APPROACHING—With the active canning season very largely tucked away, and to quite good purpose for this year, the thoughts of canners now lightly turn to the State and local conventions and the gathering of the clans ereat. One by one the dates of these meetings are being announced, and the program builders are at work upon them.

The first of these meetings is that of the Western Canners' ssociation, at Chicago, the week of November 5th. Before the ening of this event, however, there will be the annual meeting the Board of Directors of the National Canners' Association the Hotel LaSalle, on Tuesday morning, November 6th, beining at 10 A. M. Among many other things of importance e Conference Committee with the Wholesale Grocers' will make report on the disposition of swells, and this very important nsideration will be given much attention by the Board. This atter is still very much up in the air, but it is hoped that after e many months of study and consideration that something finite will be decided upon—and it is our guess that the secnal warehouse plan will be the one decided upon as best apted to the canners' interest, and entirely fair to the wholele grocers. With the food authorities willing to concede this ethod of assembling and handling and inspection of the goods, can see no good reason for the wholesalers balking at it. In essence it merely means that competent, trained men will pass on the questions of spoilage, because these examinations will made by members of the National Canners' Laboratory, and is must make for more equitable and for entirely fair disposal what everyone recognizes as a distasteful matter. The wholelers make much of their morgues for swelled canned foods and e troubles and annoyances of handling them; all of which is cognized and taken into account by the canners; but the loss to nners through the mere allowance of a flat amount to cover is item is too heavy, and cannot be tolerated. The morgues ill now be located at these warehouses and the goods quickly d finally disposed of to the satisfaction of the food authorities, d to the satisfaction, it is hoped, of both buyers and sellers. any other matters of great importance will be acted upon at is meeting of the Board of Directors.

The meeting of the Western Association promises to be a al, he-man, snappy business meeting, and Secretary Lee is orking out the program along that line. These fall meetings this fine, old and influential Association are always well atnded and well worth attending. They will be held this year the Hotel Sherman, Chicago.

The 19th annual meeting of the Wisconsin Pea Packers ssociation will be held at Milwaukee, November 13th to 16th, clusive, and there will be no hotel headquarters. Following e plan of the last two Conventions Headquarters booths for rokers, machinery and supply men and others will be in Juneau nd Kilbourn Halls of the Milwaukee Auditorium. And all Meetings of the Convention will be held at the Auditorium. Plans are under way for a bigger Convention than ever before and those desiring both spaces should make application at once to Secretary W. E. Nicholoy, 720-721 First Central Building, Madison Wis.

The various Sections of this very much alive Association, including the Women's Auxiliary will meet at the same time and place, and we presume before the regular sessions of the Convention. We do not have to tell interested parties that the Milwaukee Convention is always a big one and one at which much good work is accomplished. President Hegemann will steer the meetings along business lines as they should be. And there will be amusement features to relieve the monotony.

The Association of New York State Canners, Inc., notify us that they will hold their annual meeting at the Powers Hotel, Rochester N. Y. on December 12th and 13th. This is another splendid business session of leading canners, attracting other canners, from many sections, and the meeting will undoubtedly be largely attended. Secretary Street lays out the work so that business is on tap every minute, but they know how to mix in the right amount of amusement features so that there is enough pleasure to carry the work.

There are other canners' associations yet to be heard from, but they will come along shortly, for the new year is looked forward to and preparations being made to make it one of the largest and best the industry has ever had.

About These Convention Programs—Last week we made mention of the business-like program used by the Chain Store Association at its meeting in New York City on September 20th and 21st, and since then we have been asked what the program was like. The best answer to this would be to quote some of the subjects listed for discussion; in other words here is a gist of that program.

Does the present canned foods contract meet all requirements?

Do you experience any difficulty in obtaining the one-half of 1 per cent swell allowance provided for in the contract, keeping in mind the Federal as well as the State ruling prohibiting the return of spoiled canned foods?

Has any accurate estimate of swells been made of different articles?

Eliminate soap manufacturers' coupons or insist on adequate return for handling.

The adoption of a uniform accounting system tending to reduce cost of doing business and curtailing overhead expense.

Is the chain, cash and carry grocer functioning as originally intended, no charge accounts or delivery service? If not, what are the reasons?

How are donations to church fairs, picnics and the like taken care of by cash contributions or groceries? Some uniform plan might be considered.

Advisability of issuing sales slip to customers as a matter of check for both customer and manager.

What method do you employ to have your store managers know their customers? Is not the man behind the counter the

essential element for increased sales combined with quality of merchandise?

How do your rentals compare with a year ago and which are considered the most favorable locations? Are suburbs proving good locations?

What is it costing members in different sections to do business?

What items of cost comprise the grand total?

What percentage of your cost is charged to warehouse?

In your deliveries to stores, are goods charged at retail or cost?

What is the average monthly salary for warehousemen and truck drivers?

Has the gross margin increased this year over last, or is it less?

What does it cost per ton to move merchandise, and what is the average load and longest distance hauled?

How does the character and remuneration of store managers compare with a year ago?

What is the minimum and maximum turnover in the unit stores and in the warehouse?

What is the average sale in the unit store per annum?

What percentage of your business is sugar, tea, coffee, milk, butter, eggs, flour, canned foods, cereals and miscellaneous?

Do nationally advertised articles produce sufficient returns commensurate with your advertising ability and quick turnover, to say nothing of the special salesman's expense being eliminated in purchases by you at headquarters?

What does it cost per thousand dollars of business to advertise, and which has proven the most effective and inexpensive form of advertising?

Do you observe the business courtesy of not employing store managers of your competitors or leasing stores at higher rentals?

What has been the experience of introducing meats, vegetables and fruits in the stores?

Note that this Association is young enough not to be afraid to get down to the intimate things of their business. A canners' program built along these general lines would make a most interesting and profitable meeting.

HELPING WITH YOUR LABEL

MORE canners are studying the proper wording and display of their labels right now, we believe, than at any previous time of this industry. That is a good indication, and it means that intelligence will soon show in these labels, as the consuming public demands.

This is not an especially easy task, this proper drafting of label, and we notice in the advertisement of the United States Printing Co., on page 26, showing two leading labels, that they offer to lend their help and experience without obligation. This offer should be taken up. Ask them about it, and see how they can help you. And you should not wait until you are about ready for the labels. It takes time to draft and print your labels. Give the label man a fair show. Here is just a point many canners may overlook: they offer the service—take it.

THOMAS A. EDISON VISITS ARABOL BOOTH

OF ALL the exhibits on the main floor of the Chemical Exposition there were probably few which attracted as much attention or as many visitors as that of the Arabol Manufacturing Co. This exhibit was one of the most unique in the entire exposition. It consisted chiefly of a display of products on which Arabol adhesives are used for labeling, wrapping or sealing purposes, and these samples truly represented the world's leading products, such as Budweiser, Zonite, Canada Dry, Mineralava, Valspar, Aunt Jemima and other internationally known products. Adhesives for boxmaking and shoemaking were also represented in the collection by samples from prominent manufacturers. More than 100 different manufacturers were represented in the products exhibited, and over the display was the following sign, which explained the purpose of the exhibit:

A FEW OF THE WORLD'S FAMOUS PRODUCTS THAT ARE LABELED, WRAPPED OR SEALED WITH ARABOL ADHESIVES

"There is a guaranteed Arabol Adhesive for every purpose."

The chief object of the Arabol Exhibit was to reach new fields requiring adhesives for any purpose, and to demonstrate the facilities of the Arabol laboratories. More than a thousand visitors inspected the collection of samples and presented a great variety of problems requiring the use of labeling, wrapping or sealing adhesives. Most of the visitors were chemists or executives representing internationally known firms, and not the least of these was Mr. Thomas A. Edison, himself, who had an adhes problem which his own laboratories had not been able to so successfully. Needless to say, the Arabol chemists are alre working on Mr. Edison's problem and various other propositi presented during the Chemical Exposition, and samples of hesives for labeling, wrapping or sealing have already been s to many manufacturers who presented various adhesive di culties.

The entire Arabol display shown at the Chemical Exposit has been shipped to Providence, R. I., where the Arabol Comp will repeat the same exhibit at the exposition of the Ameri Bottlers of Carbonated Beverages, to be held there from Octo 15th to 19th. In addition to the prominent products displaye the Chemical Exposition, the Arabol Company will include, the Providence display, samples of many well-known bevera bottled throughout New England.

START SHIPPING POINT INSPECTION OF APPLES

AT THE request of apple growers and shippers in section Adams, Cumberland and Franklin counties, the Bureau Markets of the Pennsylvania Department of Agricult has established shipping point inspection services in five lo ities, to continue until the close of the packing and shipp season.

The five State inspectors employed for the season are licen by the Feleral Department of Agriculture and are under the j supervision of the State and Federal officials. They are statio at Chambersburg, Gettysburg, Biglerville, Flora Dale and Y Springs.

The inspection service at these shipping points employs United States classification of apple grades which are be adopted as the standards for Pennsylvania. Inspection cer cates are issued only to those who are financially interested the handling of the fruit, such as the grower, the shipper and transportation company. These certificates are admissible prima facie evidence in both State and Federal courts.

The value of the service is in the protection given to grower, shipper and all other handling parties by reason of disinterested statement made in regard to the grade and co tion of the fruit at the time of shipment.

Pennsylvania is one of 24 States now carrying on this w Other nearby States engaging in apple and peach inspec include New Jersey, Delaware, Maryland, West Virginia Virginia.

TREATMENT FOR THE BEAN WEEVIL

A Method of Controlling and Cautions to Be Observed in C bating This Serious Bean Pest.

R. H. Pettit, Entomological Section of the Mich. Ag. Col.

THE treatment for beans, containing weevils or other ins is comparatively easy, providing the beans are in tight or barrels, capable of being tightly and quickly closed. carpets, blankets, etc., often will be found useful in helping m the bins tight.

Measure the inside of the bin, counting in the air space ab the beans if the bin is not entirely full, and place some old p or plates on top of the beans. Then put in the pans two dr of liquid carbon disulphide for every cubic foot of space in bin, and quickly close the bin. Thus a pound of the liquid suffice for about fifty cubic feet, or a little more, of space, or about fifty bushels of grain. This treatment is far more effec during warm weather than in cold. During severe cold weat the insects are dormant and resist the action of the fumes q successfully.

The bin should remain tightly closed for from twenty-f to forty-eight hours, a longer exposure being likely to injure germinative power of the beans.

The liquid carbon disulphide, on being liberated, will quickly transformed into a gas, which, being heavier than the settles to the bottom and fills all the air spaces between the se The liquid costs about sixty cents for a single pound, if p chased at retail. The work must be done in the daytime, a from lamps, stoves or fire of any sort. No fire must be allo to come near until everything has been thoroughly aired, for gas fumes are very explosive when mixed with air. The be should be shoveled over several times. Great care must be served to breathe as little as possible of the fumes, as they very poisonous and will produce death as easily among men among insects.

Carbon disulphate may be obtained of the makers at ab six cents a pound in fifty-pound drums. It is also useful killing woodchucks, gophers and other vermin. The work sh be done away from other farm buildings, since the insuranc likely to lapse during the operation.

Bliss High Speed Automatic Body Makers



Standard of the Can Trade.

Why? Ask Us

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

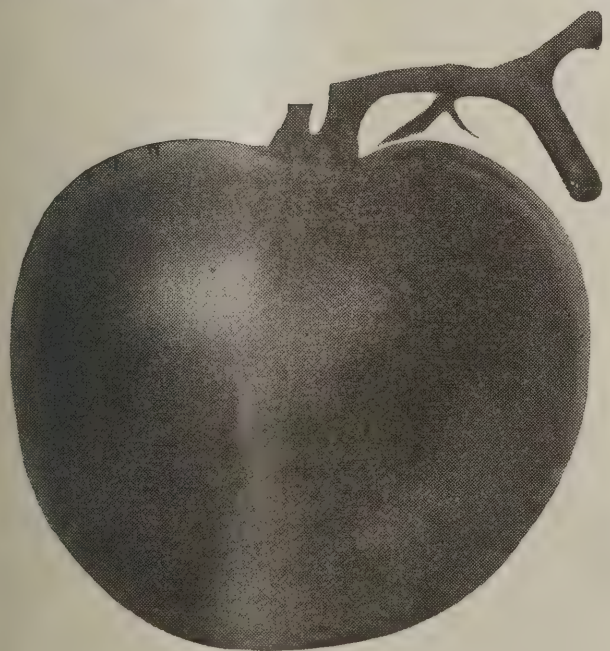
SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

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Represented on the Pacific Coast by
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LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

Before buying any of your Spot Seeds, take the matter up with us, stating kinds and quantities you want and let us quote you.

We have carefully grown stocks of——

PEAS CORN BEET OKRA TOMATO
SQUASH CABBAGE SPINACH
PUMPKIN CUCUMBER SNAP BEANS
CAULIFLOWER DWARF LIMA BEANS
Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Businenss.

THE SCIENCE OF SEALING

A Treatise on the Sealing of Canned Goods

THE Max Ams Machine Co., well-known makers of double-seaming machines and of the "compound" used thereon, has just issued a little booklet under the above title, and every user of a sealing machine will find it well worth having and keeping.

In the introductory they say:

Sealing Fluid and the Packer—What is a Sealing Compound? What is its importance to the packer and what can he do towards making sure of the quality of the compound used on HIS cans?

The average packer has customarily left the choice of a sealing compound to the canmaker, a matter between him and his conscience. Perhaps the reason for this has been that the packer did not fully realize the important part that sealing compound plays in successful canning—the spoilage and waste, eating into the season's profits, that can be avoided through the use of the proper sealing medium; perhaps it has been because, although realizing this, he has not felt that he was sufficiently acquainted with the subject to question the judgment of the canmaker.

Because this matter is of great importance to every packer and because it is so little understood, we tell here the story of sealing methods and mediums in the interests of the canning industry as a whole and of economy and greater returns to the individual packer from his investments and efforts.

THE OLD SOLDERED SEAM

Sealing Fluid Is to a Can What the Washer is to a Valve or the Gasket to a Cylinder Head

It is a well-known fact that to put two pieces of metal together so that the seam shall be air-tight or even water-tight is practically impossible—it could never be done in the quantities and at the speed necessary in commercial canning and packing.

What, then, is the best way to secure an air-tight seam? This is what we discovered:

Years ago, before the invention of the sanitary can, all seams were soldered. You can probably remember the old-fashioned soldered cans with their unsightly seams; the small, round caphole in one end through which the contents was forced (it was impossible to pack the luscious halves of peaches and pears or the big, round slices of pineapple as we do today), and, to avoid lecaration, it was frequently necessary to reduce the size of the pieces, or even to chop them up; the filling hole closed with a small disc and objectionable flux and soldered fast; the air exhausted through a still smaller hole which was then sealed with a drop of solder that, like as not, dripped through into the contents in small globules, like buckshot, bad for the stomach if swallowed and bad for the teeth when bitten upon unwittingly.

Little wonder canned goods were not popular. And what a tedious and involved process to go through to put a can of corn or peas or fruit on the grocer's shelf!

The New Method—Then came the sanitary can, perfected in 1896 by Charles M. Ams. This was designed to overcome the solder objection as well as to make possible the filling of the can through a completely open top.

The principle employed for attaching the ends, namely, by crimping or double-seaming them to the body, was used from the start, and has stood the test of all these years, although, of course, the machines for performing this operation were crude and slow compared with our high-speed, automatic double seamers of today.

During the early experimental period of the sanitary can a rubber gasket was used between the body flange and the end, similar to those used on an ordinary Mason jar. While these comparatively thick rubber rings made air-tight seams, there were so many objectionable features, such as the cost of material and handling and the unsightly appearance of the filled can, due to the thickness of the resulting seam, that their use was impractical.

Almost every conceivable material was tried and tested out in order to determine the best possible sealing medium considered from every angle and for every purpose. Experiments proved conclusively that by far the most satisfactory basic material for this purpose is rubber, and, further, that the cheapest, most economical and by all odds the most satisfactory way of applying it is in liquid form.

Two Solutions—Thus the problem had narrowed itself down to a question of the most suitable means for holding the rubber in solution. In working this out there were a number of factors to be considered. Most important of these was the chemical composition of the various products to be packed. Most of these contain water, but there are many of an oily nature. It was evident that the same solvent would not serve for both classes of goods to the best advantage, although our AMSCAN Sealing Fluid, designed particularly for foodstuffs, has been used with some degree of success for selling cans containing oils. However, we have now taken care of this condition with two different compounds which are described in detail in the following pages.

Our sealing fluids are the result of long study and experimentation in specially equipped research laboratories, the sole object of which was to develop the most efficient medium for sealing cans. By working this out in connection with our development of canmaking equipment in all its branches, we feel that we have handled the matter in the most logical way, and that the results we have achieved approach more nearly to 100 per cent perfection in sealing methods and mediums than any so far developed.

The Importance of a Perfect Seam—A great deal has been said and written about the importance of the double seam in modern canning practice, and it is important. Without a perfect, tight seam every other packing operation is useless. The food itself and all the preliminary work of preparing it is wasted.

But the seam itself is not all there is to sealing. The gasket between the two pieces of metal—the body and the top—is of equal importance, and it is our belief that, in many cases, the failure to obtain an air-tight seam, for which the closing machine usually receives the blame, is really due to inferior sealing fluid.

The seam and the sealing fluid are inseparable. The seam is successful only insofar as both of these elements work perfectly together.

We build double seamers, but to us a double seamer is not just a piece of mechanism nor is sealing fluid just a chemical compound—they are the means to an end—the means by which the food resources of the world are conserved and made convenient for distribution without waste from places of abundance to those where the production of foodstuffs does not equal the demand.

The Packer Feeds the World—We believe that the work of the packer is among the most important that it is given to man to do, and that it is becoming more so as the years go on. As the population of the earth increases, it is becoming more and more necessary to conserve and make the most of our food resources—any avoidable waste is little short of criminal.

In bringing the processes of canning nearer to perfection, reducing waste and loss and spoilage to a comparatively infinitesimal amount, we feel that we are working in the interest of all humanity as well as to the profit of the individual packer.

HOWARD E. JONES & CO. MOVES UP

THE well-known canned foods brokerage firm of Howard E. Jones & Co., Baltimore, has been growing so rapidly that they have had to get out of their old quarters and into new ones. These new ones are larger and better, affording better accommodations in every way. And they have gone down to the famous old canned foods brokerage corner—Water and Post-office avenue. Before the great Baltimore fire this was the heart-center of brokeragedom not only of Baltimore, but in those days of the whole country. This aggressive firm has, therefore, succeeded to all the rich traditions of the past—and in step with these holds out a hearty welcome to all to visit their new offices at 408 Water street, Baltimore.

We Manufacture for Canner:

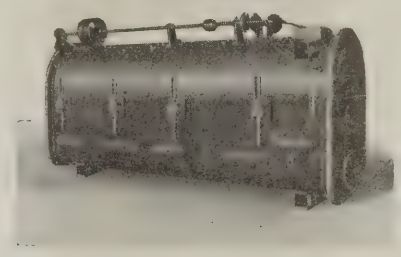
ERTICAL PROCESS KETTLES
ORIZONTAL PROCESS KETTLES
GITATING PROCESS KETTLES
UTOMATIC PROCESS KETTLES
RATES
OOLING TANKS
ROLLEYS
TEAM HOISTS
ICKING TABLES
EELING TABLES
EA WASHERS
AN RUNWAYS
ROLLEY TRACKS
XHAUST BOXES

For Milk Packer:

WEETENED MILK FILLERS
VAPORATED MILK FILLERS
TERILIZERS
UTOMATIC STERILIZERS
HAKERS
UTOMATIC SHAKERS
ONTINUOUS SHAKERS
RANSFER TABLES
RAYS
EST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbedby incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

BERLIN, WIS.. U. S. A.



AYARS ROTARY SYRUPER

With new improved valve
Cannot mash fruit
No metal touches metal.
New rubber makes new valve
No Parts to wear and leak



AYARS ROTARY EXHAUSTER

Takes No. 1 to No. 10 cans inclusive without any changing. Cans come out on delivery disk in a single row.—
Well and substantially built.

AYARS MACHINE COMPANY SALEM NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

THE DISCOUNTS ASKED BY WHOLESALE GROCERS

Here are the suggested trade discounts requested by wholesale grocers of manufacturers to meet overhead and provide a net profit, the jobbers maintaining that present demoralization and high operating costs leave them without a profit:

	Per cent		Per cent
Fruit Jars	12½	Spices, bulk	25
Jar Caps	20	Bulk Rolled Oats	15
Jar Rings	15—20	Steel Cut Oats	15
Bulk Salt	15	Poultry Shells	20
Package & Pocket Salt	15—20	Poultry Feed	15
Nuts in the Shell	15	Onion Sets	20
Shelled Nuts (5-lb. box)	20	Bulk Macaroni, Spaghetti and Noodles	15
Shelled Nuts (full cases)	15	Bulk Rice	15
Coffee Essence	20	Pkgs. and Pocket Rice	20
Bulk Cocoanut	20	Sawdust	20
Package Cocoanut	15—20	Excelsior	20
Premium Chocolate	15	Egg Cases	10—15
Package Cocoa	15	Egg Cases, flats	20
Bulk Cocoa, repacked	20	Egg Cases, fillers	20
Bulk Cocoa, barrels	15	Candy, pails and pkgs.	20
Pop Corn, packages	15	Canned Fruit	20—30
Pop Corn, bulk	15	Canned Vegetables	10—25
Farinaceous Goods, Pkgs.	15—20	Glass Goods and Fancy Groceries	25
Bulk	15	Dried Fruit	15—20
Dried Peas	15	Bulk Pickles	20
Dried Beans	15	Canned Fish	12½—20
Bird Seed	15	Canned Meats	15—20
Butter Dishes	20	Bulk Salt Fish	15—20
Paper Bags	20—25	Beverages	20
Pie Plates	20	Brooms	15—20
Twine	20	Spices, pkgs.	30
Scrub Brushes	20	Seeds, bulk	33
Lamp Chimneys	20—25	Extracts, bottled	35
Matches	15	Notions, general line	20
Tea, bulk, original pkgs.	25	Oil Cloth	20
Tea in pkgs.	25—30	Thread	12½
Tea, bulk, repacked	35	Ribbons	25
Coffee, bulk, roasted	18—25	Pencil and Ink Tablets	33⅓
Coffee, in pkgs.	18—25		

It is worth noting that "Nuts in the Shell" carry but 15 per cent, although subject to worm and insect attack, while canned foods, every can of which is held to a strict accountability, must bear 10 to 25 per cent. In fact, you will find in this table some very interesting calculations when compared with canned foods.

THE GARNERED HARVEST

Campbell's The Optimist

WE ARE frankly unable to visualize the "mournful October" of the poet, nor can we get any sense out of that old song anent the coming of the melancholy days, the saddest of the year. October, as we see it, is the Moon of Fulfillment—the Month of the Garnered Harvest.

Throughout all the rest of the year everything that is done in the great industry of rearing the kindly fruits of the earth is done in anticipation of the Harvest. And the Harvest is reaped in September, and garnered in October.

All of the manifold powers of nature are exerted to this end. The snows of yester-winter—the rains and freshets of spring, the brooding earth, the summer sun—all are but preparatory and incident to the Harvest.

And this Harvest—this wonderful thing—is it something that has to do only with farmers and grain elevators and carloadings? Is it something that affects the producer and not the distributer? Is it a matter of supply and not of sales?

We should think that any salesman would hate to see everyone happy in Harvest time and not have any Harvest for Himself. Perhaps that's where that "mournful October" stuff comes in. Maybe that's what that dirge about melancholy days refers to.

The crop of any salesman is orders. The fact that they can be reaped with a lead pencil and garnered in an order book never prevents them from constituting a satisfactory Harvest. This is the Month of Realization. This is the Moon of Contentment. How is it with you?

BERLIN CANNING MACHINERY WORKS EXPAND

THE Berlin Canning Machinery Works, at Berlin, Wis., is building an addition to its factory, the new space adding 25,000 square feet to the present plant, giving them an area of over 60,000 square feet. The new addition will be a modern boiler and sheet-iron working shop, and is a testimony of the growth of this canners' supply firm. The machinery they produce is giving the satisfaction which produces this growth.

WHERE ARE THE FARMERS?

Where now is Farmer Silas Spuds
  Who rose at half-past two
To turn the cows at large to browse
And shake the fodder from the mows
And hitch the horses to the plows,
  As farmers used to do?
No more he hoes or plows or sows,
  Or feeds the hungry stock;
Ol' Si is down in Congress with
  The Agriculture Bloc.

Where, too, is Granger Hirah Hall,
  Who through long winter nights
In Judson's store was wont to roar
Anent the burdens of the war
And how they're mulcting, more and more,
  The grangers of their rights?
No more about the hissing stove
  His troubles are outpoured;
He's now the leading member
  Of the Agriculture Board.

Time was when farmers tilled the soil
  From rise to set of sun;
They reaped and sowed and pruned and hoed
And worked their tax out on the road
And never rested, slacked or slowed
  Until their work was done.
But now, the news would indicate,
  They've every one been sent
To Washington, to sit around
  And run the government.

—The Optimist.

CALIFORNIA MARKET

(*Continued from page 31*)

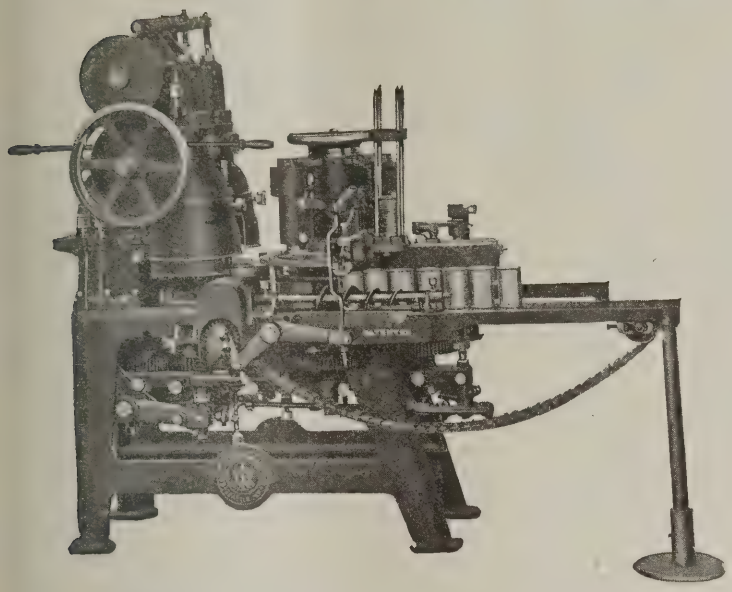
Mr. Chapman suggests that many manufacturers are no giving traffic rates sufficient attention, and declare that if the were, more Pacific Coast goods would be marked in territor now claimed by manufacturers in the Middle West. "Let u consider the Pittsburgh field," he said. "The all-rail rate fro San Francisco to Pittsburgh is $1.28 per hundred pounds, base on a 40,000-pound minimum, and $1.05, based on a 60,000-poun minimum. But the manufacturer should keep the low water ra in mind. He should remember that for 40 cents a hundred h can land his product at Baltimore, which is the natural port entry for Pittsburgh. The local rail rate on canned foods fro Baltimore to Pittsburgh is 31½ cents, which gives him a throug rate to Pittsburgh of 71½ cents per hundred. Now, let us su pose that his strongest competitor in the Pittsburgh field is manufacturer in St. Louis. How much advantage has St. Lou over San Francisco at Pittsburgh? The rail rate from St. Lou to Pittsburgh, a distance of only a little over 600 miles, is cents per hundred pounds. The San Francisco manufacturer goods are freighted to Pittsburgh for 71½ cents per hundr and those from St. Louis for 43 cents. How much difference do this make in the retail selling price of the goods in Pittsburgh Just this difference: Take six dozen cans to represent 100 pound At 71½ cents per hundred, therefore, transportation cost Pittsburgh for the San Francisco manufacturer is a fraction le than one cent per can. The same six dozen cans cost the S Louis manufacturer 43 cents, or six-tenths of a cent per c landed in Pittsburgh. The difference is four mills per can. a dozen cans this amounts to the trifling sum of 4.8 cent Would both cans retail for the same price in Pittsburgh? Mo assuredly they would."

Coast Notes—A new use has been found for condemn canned fruits, according to press reports from Oakland, C Prohibition officers recently raided a bootleg plant in that ci and confiscated 10 000 cans of fruit. The police claim that tho operating the plant had been buying spoiled fruits from canne and were transforming it into whisky.

Walter M. Field, of Walter M. Field & Co., San Francisc and H. H. Henrici, president of the Johnson-Locke Mercanti Co., also of this city, have arranged to visit the Hetch Hetc project with a party arranged by the San Francisco Chamb of Commerce. This great water and power project will be e amined in its entirety.

"BERKELEY."

Who Pays the Bill —



When a spoonfull of syrup is lost from each can, as it passes through the seaming operation?

Not much loss, you say?

Yes, it amounts to nearly $10.00 per day per line.

Install Troyer-Fox Non Spill Closing Machines and save this Ten Dollars.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

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112 Market Street
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THE H. S. GRAY CO.,
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Honolulu, T. H.

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

Marmalade Juice and Jelly Juice from Citrus Fruits

By W. V. Cruess and Lal Singh.

From a Circular of the College of Agriculture of the University of California.

THE profitable use of cull oranges and lemons has become a problem of growing importance to the citrus industry because of the rapid increase in production in recent years. If the market for the fresh fruit is to be extended, it is necessary that the marketing of cull fruit in competition with graded fruit be prevented and that the present high standard of quality of the latter be maintained.

California normally produces more than 60,000 carloads of fresh citrus fruits annually for the market. Estimates of the amount of cull fruit vary greatly, but it represents probably at least 5 per cent of the total production, or not less than 45,000 tons. Some of this cull fruit is at present utilized in the preparation of citric acid, marmalade, orange vinegar, dried peel, citrus juice, etc., but a very large proportion is discarded or sold in local markets in competition with the graded fruit. In years when frost injury is serious, the proportion of cull fruit is greatly increased.

The writers believe that the manufacture of two products, which we have called "canned marmalade juice" and "jelly juice," would afford a profitable outlet for a large quantity of orange culls. These products are suitable for household use and for the commercial preparation of marmalade and jelly. They would save the housewife and the marmalade manufacturer the expense and trouble of preparing the fresh fruit and would insure more uniformly successful results. Our investigations show that they can be prepared at a cost sufficiently low to be marketed at a price within the reach of the average consumer. Marmalade or citrus jelly made from the canned juice is much cheaper than similar products purchased in the finished state or prepared in the household from fresh fruit purchased from fruit stores.

Citrus jelly juice, as described here, is prepared by boiling sliced oranges, lemons or grapefruit, or a mixture of any two or all of these fruits, with water, and then expressing, clarifying, canning or bottling, and sterilizing the liquid so obtained. It is rich in pectin and acid, the constituents of fruits necessary for jelly making. It is light amber in color, slightly cloudy and possesses the characteristic flavor of the cooked fruit. When concentrated by boiling with the proper proportion of sugar to the jelling point it yields a clear, firm jelly of light amber color and pleasing flavor.

Citrus marmalade juice is citrus jelly juice to which has been added from 10 to 20 per cent of boiled, sliced peel.

These products may be prepared and canned in fruit canneries or in marmalade factories.

Experiments upon the manufacture of marmalade juice were first made at the University in 1915. The results were successful, although no attempt was made at that time to investigate the details of the process. More recently one of the writers has given much of his time to a careful study of the factors involved in making citrus jellies, marmalades, and the canned juices, and has developed a method of preparing the canned juices, which, it is believed, can be applied upon a commercial scale.

The method recommended here is based upon the results of these investigations. They will be reported fully in a later publication. A brief statement of the results of the experiments having a direct bearing on the subject of this article is given herewith.

1. Unripe oranges yielded a bitter juice, as did much of the fruit gathered at the beginning of the season, even when complying with the 8 to 1 standard.

2. It was found better to cut the fruit into pieces about one-eighth of an inch thick, rather than one-quarter or one-half of an inch thick, for boiling and extracting the juice.

3. Boiling in two lots of water in successive periods of 45 minutes each gave the best results with respect to yield and clarification.

4. Pressing the boiled fruit gave a much higher yiel than straining through cloth without pressure.

5. The most effective means of clearing the juice wa found to be by settling and racking (drawing off the clea juice). Filtration through felt bags or wood pulp gave fairl satisfactory results.

6. Long boiling of the fruit or juice in copper resulte in darkening the color; boiling in aluminum and glass-line equipment did not darken the color.

7. The most satisfactory method of preparing sliced pee for marmalade juice was found to be the following: Cut of small portions at the blossom and stem ends of the fruit. Re move the remainder of the peel in quarters. Cut this length wise in very thin slices (about one-sixteenth to one-thirty-sec ond of an inch thick).

8. Lemons yielded a better jelly juice than a mixture o oranges and lemons. A mixture of equal weights of lemon and oranges, however, was almost as good and gave a produc much superior in flavor, color and general appearance to tha made from the usual mixture of 10 per cent and 90 per cent by weight, of lemons and oranges, respectively. Oranges i this large proportion darkened the color of the juice and im parted a "stale" or "medicinal" flavor. Ten per cent, b weight, of grapefruit added to a mixture of equal weight o lemons and oranges, gave a juice of pleasing bitterness.

9. It was found that the juice should contain at least per cent of pectin and a similar amount of acid.

10. Marmalade juice canned in December, 1919, whe examined in February, 1922, still retained its jelling power an the other desirable qualities.

11. Juice was found to retain its color and flavor bette in lacquered cans than in plain tin cans.

Preparation of Marmalade Juice.

1. Proportion of Oranges and Lemons.—Use equa weights of oranges and lemons. If a bitter juice is desired add 10 per cent, by weight, if grapefruit.

2. Extracting the Juice.—Slice the mixed oranges an lemons about one-eighth of an inch thick or crush in an appl grater. Add twice their volume of water. Boil 45 minutes Separate the juice by pressing or draining through cheesecloth Add enough water to cover the pulp and boil again for 45 min utes. Press again and combine the juice from the two lot and strain through cloth.

3. Clearing the Juice.—Set the juice aside over nigh in 5-gallon bottles or in a tank that will not be affected by th juice. Pour or siphon off the juice from the sediment an strain through a felt jelly bag. The juice may also be clari fied by means of a high-speed centrifuge or by filtratio through wood pulp or a filter press.

4. Concentration of the Juice.—Boil the juice down rap idly until it is rich enough in pectin to form a good jelly. I the juice is to be canned commercially, it is suggested that i be concentrated from 10 to 12 degrees Balling, cold test, equiv alent to about one and one-quarter to three and one-quarte degrees Balling test, made on boiling hot juice. Juice of thi concentration will make good marmalade or jelly when one cu of juice is mixed with 1¾ to 2 cups of sugar and boiled on or two minutes. If concentrated to 5 or 6 degrees Balling, onl one cup of sugar need be used with each cup of juice. In thi case the mixture must be concentrated by boiling to 220 or 22 degrees Fahrenheit. Strain the hot juice through filter bag or clarify by centrifuging.

5. Preparation of Peels.—Remove the peel in quarter from large oranges after first cutting off small portions fro the blossom and stem ends. Slice the peel lengthwise ver thin, if possible to one-thirty-second of an inch. Peels ma also be prepared by removing a broad band about three-quar ters of an inch to one inch wide around the greatest circum ference of the fruit and cutting these ribbons of peel in ver



FRANKLIN said:—
"KEEP thy shop and thy shop will keep thee."

In other words:— Keep your product right and your product will keep you.

THERE is no sugar that will help toward this end as will

FRANKLIN CANNERS A

It is made for this especial purpose.

The Franklin Sugar Refining Company
PHILADELPHIA, PA.
"A Franklin Cane Sugar for every use"

IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

MADE BY

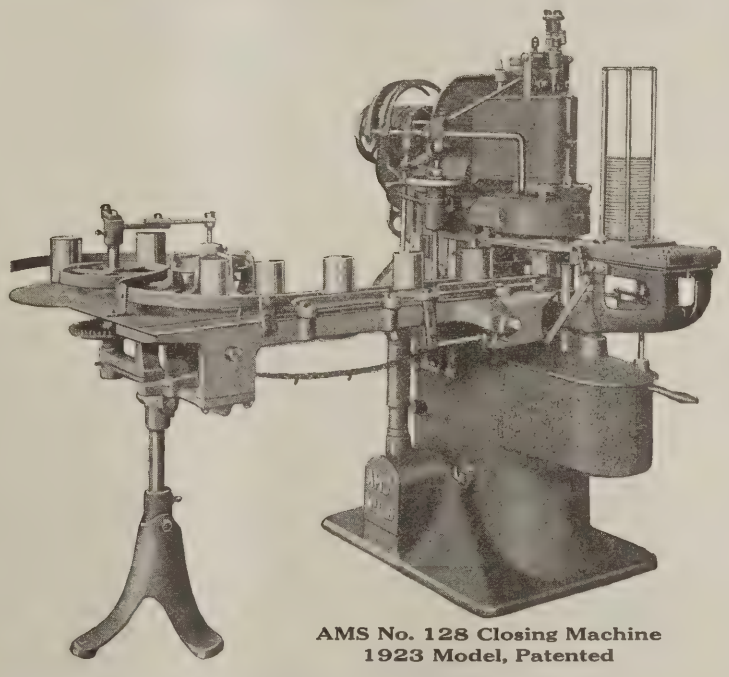


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BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL SANITARY CAN SYSTEMS PRODUCTS NEW YORK CITY

THE MAX AMS MACHINE COMPANY
101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

thin shreds about three-quarters of an inch to one inch long. Boil the peels until tender, then discard the water. Allow to drain on a screen.

6. Addition of Peel to Juice.—To cold juice (60 to 64 degrees Fahrenheit) testing 10 to 12 degrees Balling, add about twenty parts, by weight, of shredded peel to 100 parts by weight of juice, or 1½ pounds of peel per one gallon of juice. To juice testing 6 degrees Baling cold, add ¾ of a pound of peel per gallon of juice.

7. Testing.—Prepare one or more glasses of marmalade from each lot to make certain that the product will jell. If the juice is of 10 to 12 degrees or more Balling (cold test), the product should make jelly when 1¾ or 2 cups of sugar are added to one cup of juice and the mixture is boiled about two minutes. If the juice is of about 6 degrees Balling (cold test), add one cup of sugar to one cup of juice and boil to 221 degrees Fahrenheit, or until the boiling marmalade will hang in sheets from a cooking spoon. If the test shows the juice to be deficient in pectin, concentrate it to such a Balling degree that good jelly can be prepared from it without difficulty.

8. Canning and Sterilizing.—Heat the mixture of peels and juice to boiling without adding sugar and place in jars or lacquered cans while boiling hot. Fill cans completely. Seal immediately and invert to cool.

9. Recipe for Use.—The label should carry a suitable and simple recipe for the use of the contents of the can. For juice of 10 to 12 degrees Balling prepared as above this may be: "To each cup of this juice and peel add from 1¾ to 2 level cups of sugar. Skim and pour into glasses."

If the liquid is of only 6 degrees Balling, the recipe may read: "To each cup of juice and peel, add one level cup of sugar. Boil until a thermometer inserted in the boiling juice reads 221 degrees F., or until the liquid will hang in sheets (jell) when allowed to fall from a spoon."

The writer prefers the juice of higher concentration (10 degrees Balling), because its use requires no previous experience on the part of the user. . .

In the preparation of jelly juice use equal amounts of for the preparation of marmalade juice, but omit steps 5 and thinly sliced oranges and lemons and proceed as directed above 6. This product is canned without the addition of the peel.

Summary.

1. The uncertainty and most of the labor of making citrus fruit jelly and marmalade in the home can be eliminated by the use of concentrated canned citrus jelly juice and marmalade juice. These juices can be prepared in canneries in the citrus-growing districts, by methods described above, and distributed through the usual trade channels. The cost to the housewife of juice and sugar to make a 6-ounce glass of marmalade or jelly will not exceed five cents. The canned juices are also suitable for use in the preparation of marmalade and jelly upon a commercial scale.

2. The jelly juice is prepared by boiling sliced oranges and lemons (equal weight of each) with water and pressing, followed by straining, settling, drawing off the juice from the sediment, filtering, and concentrating by boiling. The juice is filled boiling hot into lacquered cans and sealed at once. Marmalade juice is prepared in the same manner, except that thinly cut boiled peel is added at the time of canning.

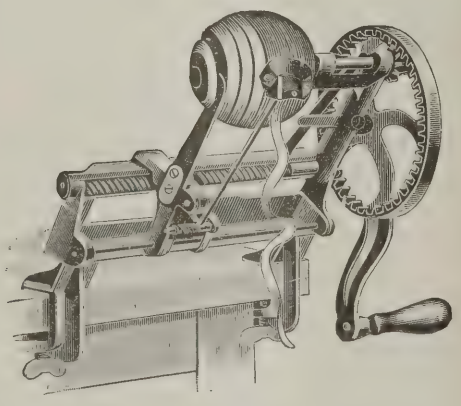
3. A higher yield of pectin is obtained by the use of fruit cut to one-eighth of an inch in thickness or less than from that cut one-quarter of an inch or thicker.

4. Boiling for an hour and a half is necessary to obtain a maximum yield of pectin. The juice is more easily cleared and the yield of pectin is increased if the fruit is boiled and leached with two lots of water for 45 minutes in each case (a total of one and one-half hours).

5. The juice should contain at least 1 per cent of acid and pectin, respectively.

6. The writers believe that canned marmalade juice and to a less degree canned citrus jelly juice possess sufficient merit to make their commercial production worthy of serious consideration by canners and manufacturers of citrus by-products. Their production should afford a profitable means of utilizing fruit canning equipment during the winter and spring months.

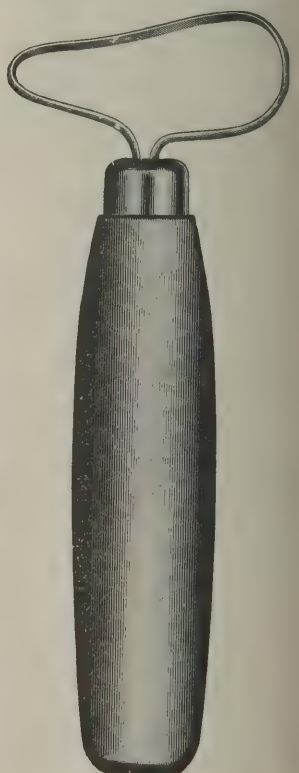
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The Human Factor

Is Factory Management Becoming Too Domestic?

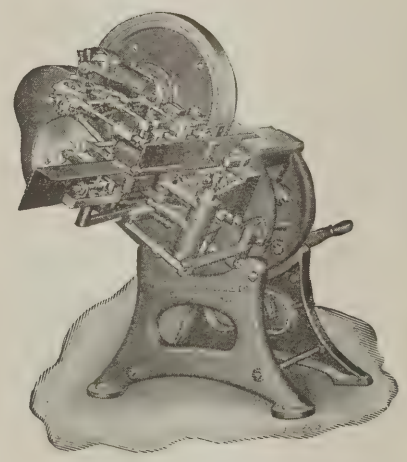
By A. Leslie Wilks, in the Hosiery Trade Journal

THERE is this difficulty that always besets the employer who desires to act justly towards his workpeople: He seldom gets to know exactly what they think about any given reform or suggested innovation. Self-interest and jealousy are powerful factors in every phase of human life, and it is only too often the case that where the operatives are themselves consulted, their real desires are obscured by what is sometimes designated "the rule of the majority"—in reality, in only too many cases the rule of a few fadists anxious to try experiments or a few sychophants determined to bring themselves into the notice of the powers that be.

It is probably true of the vast majority of the operatives that they desire nothing more than to earn their wages in the least possible space of time and in the easiest way, all other interests in common with the business which provides them with a livelihood being summed up in the expectation that it will be successful and so continue to provide them with a weekly packet as long as they live. But of intelligent interest in the organization of the business and of the thought and care expended to keep it going there is none. Not only is there none, but it is never considered for a moment that there is a call for any. It must be admitted that in too many instances the ordinary operative has little chance of making a useful suggestion in any direction, even when access to the principal is readily available. His or her own particular sphere is so restricted that a comprehensive view of even a section of the organization is more than can usually be obtained. There is another reason, too. There is a mistaken sort of esprit de corps in most factories which restrains the operative from making advances to the management in any such direction. It is born of the spirit that wages, hours and conditions conform to the rules laid down by and for the majority. Making useful suggestions to the management is a means to secure preferential treatment and is, therefore, not to be considered by the good trade unionist. The operative, in short, is employed by the management, but has no further concern with the firm beyond doing the work allotted and drawing the wages assigned for it.

Consider, in contrast with this, the position of the employer. By innumerable Acts of Parliament, by-laws, and trade union regulations, his course from day to day is mapped out for him—the wages to be paid, the conditions under which work shall be carried on, the hours to be worked, the plan of the factory, and so on. There is no need to make a catalogue of the restrictive conditions which nowadays hedge round factory production. Every employer is only too familiar with them. There are so many of them that he cannot remember them all, so a thoughtful State provides an army of officials, who constantly visit him to ensure that he does not shut the window or does not open it, as the case may be. There is no need to complain about the officials. Social legislation calls for officials, and plenty of them.

No. 32 Automatic Strip Feed Press



This Automatic Strip Feeding Press is adaptable to the rapid and economical production of can ends or other articles made from tinplate or light sheet metals up to 4'' round or square. The feeding mechanism is entirely automatic giving an output of from 60,000 to 100,000 a day and is arranged so that change gears may be utilized for handling from 3 to 20 cuts to the strip and stock up to 29'' in length. The positive action of feed not only allows a high capacity, but insures an accurate register for decorated work. As on all our automatic presses an improved friction brake is provided which does not engage crankshaft until clutch is released. To prevent damage to dies, press is equipped with a recent improvement which automatically stops the entire mechanism when conditions are not entirely regular. Standard equipment includes attachments for one size only with exception of dies. Attachments for additional sizes can be promptly furnished at extra cost.

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Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

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IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
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NEW YORK

Human nature constantly craves to follow its own inclination; and when the State begins to interfere in any direction, nothing but the ceaseless vigilance of officials can curb this inborn spirit of mutiny.

This article is not a dissertation either for or against the tendency of modern factory legislation or of the "new spirit" in factory management. It is only an attempt to call attention to certain effects. In addition to the legislative restrictions and trade union rules to which he is subjected, the employer (as was shown in the previous contribution) is being imbued with the idea that he must also act as a father to his people.

It is here that employers are probably making a mistake which will cost them dear in the not distant future. Successful legislation never precedes, but always follows, the collective sense of the nation; and a paternal philanthrophy which is at present indulged in from a sense of good-fellowship, or from a desire to pose as an enlightened industrial administrator, may in due time become a compulsory brake on the industrial machine. The operatives already regard the factory as a place whose conditions of work should be regulated by themselves.

If employers are not to be entirely engulfed in the quicksands of collectivism, they must cease to encourage the spirit that makes for it. Factories are places to work, and nothing should be allowed to interfere with the strictly businesslike application of that principle.

There is no reason why the employer as such should consider himself responsible for the spiritual welfare of his workpeople, or why he should go out of his way to establish conditions of work that make his operatives' moral texture soft and flabby. There is no need for the employer to be harsh, domineering, or unsympathetic; but there is need for him to guard against the tendency of the age toward "equality and fraternity" in the factory—a tendency which is doing more than anything else to breed among the work-people of this country unrest, discontent, and an utter dependence on the State for everything they require through life.

CHEAP INSURANCE

Canner No. 1—"George, I have just got a bill from the N. C. A. for quarterly membership dues. I haven't paid it yet, and don't know that I will. I don't think that I get much return for my money."

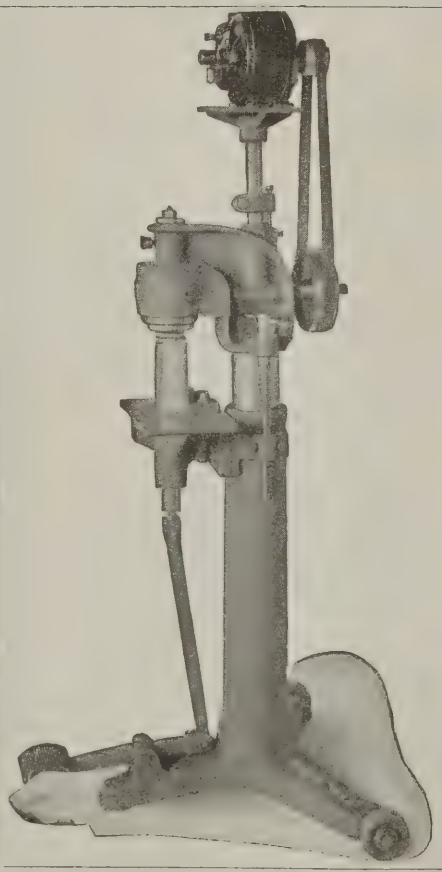
Canner No. 2—"Say, Bill, let's look into that last statement of yours a little. I once felt the way you do, but I've learned my lesson. I consider membership in the N. C. A. a most valuable kind of business insurance."

Canner No. 1—"How do you figure that out, George?"

Canner No. 2—"Well, you pay — per cent for insuring your automobile against fire, theft and claims for damages, don't you? You pay — per cent for fire insurance on your cannery; and do you ever doubt the value of that kind of insurance?"

Canner No. 1—"I should say not!"

Canner No. 2—"Well, Bill, don't you appreciate that membership in the N. C. A. is only another form



This machine will tighten 30-40 caps a minute

With this Screw Cap Tightening Machine you can save 2 or 3 people—$25 to $40 a week.

It don't take many weeks of such saving to pay for this machine.

Besides—you are assured that every cap is tightened right—just as tight as you want it.

Write for details.

The Karl Kiefer Machine Co.
CINCINNATI, OHIO

Can You Clean Your Pea Filler?

What Will You Do If Inspectors Demand That You Take Your Filler Apart Every Night?

Sanitary laws require that the dairyman must take his cream separator apart every night in order that it may be thoroughly cleaned. Why? Because inspectors realize that in no other way can it be cleaned properly. Why should not the canner do the same with his fillers?

One of the causes of spoilage in canned foods is due to the inability of thoroughly cleaning and sterilizing the filler. This is neatly taken care of in the Hansen Filler, it being the only filler that can be quickly and completely taken apart for cleaning without the use of tools. The feed hopper, upper and lower measuring cups with auxiliary parts are all held together by gravity and can be easily taken apart by one operator while standing on the floor at the back of the filler.

Ease of cleaning cannot be over-emphasized as it is extremely important. With other fillers it is almost impossible to disassemble them, consequently operators go through the entire season without taking the machine apart, allowing peas to accumulate in the corners to sour and rot, especially in the measuring cups and brine tank. The Hansen Filler is always clean and wholesome and is the only filler that really conforms to the sanitary laws and is truly a SANITARY filler.

Probably the greatest forward step ever taken in pea filler sanitation was made when the BRINE TANK was ENTIRELY ELIMINATED on the 1924 Model Hansen Filler. Open exposed brine tanks serve as traps to collect dirt, flies, and filth and are never thoroughly clean.

Hansen Canning Machinery Corporation
Cedarburg, Wisconsin.

Watch for Illustration of this New 1924 Model Hansen Pea and Bean Filler which will appear in this space next week.

of insurance? Think of what the research on botulism and the solving of that menace to the industry has meant."

Canner No. 1—"Oh, well, botulism never affected my product."

Canner No. 2—"That's all right, Bill; but do you realize how the fear of botulism was bound to affect the sale of all canned foods, if the danger had not been promptly checked? Why, back in 1919 and 1920 some of the local food and health authorities were threatening to place embargoes on all canned foods."

Canner No. 1—"That's true, George; but that trouble is over, now."

Canner No. 2—"Wait a minute, Bill. Haven't you ever had a letter from some woman, claiming to have been made ill from eating some of your canned foods, and threatening suit or exposure if you didn't pay her damages?"

Canner No. 1—"Yes, I had one last year, and I finally paid her a hundred dollars, just to keep her quiet."

Canner No. 2—"I don't believe you realize, Bill, that the Association has gone further in its efforts to remove prejudice against canned foods than simply to run down these so-called ptomaine-poisoning cases. The ptomaine theory is out of date, and the fact that canned foods are as wholesome and nutritious as foods cooked in the home has been fully demonstrated. A large share of the credit for this work is due to the N. C. A., which not only has carried on research work for that purpose, but has published the results broadcast. It has endeavored, as far as possible with its present organization, to look out for misstatements regarding canned foods, principally in papers, magazines, advertising, and in textbooks used in schools and colleges, and to furnish by correspondence or personal interviews with the authors, editors, etc., correct information.

"In the case of food and health officials, the Association is endeavoring to keep them posted on the subject of canning and canned foods by furnishing them with a special list of publications in which they have manifested unusual interest, and from which they are asked to select such publications as they desire for reference."

Canner No. 1—"That's all true, but does that work reach the ordinary consumer, or help to increase the consumption of canned foods?"

Canner No. 2—"Bill, there is no question about it, but, for direct consumer appeal, think what has been accomplished by such popular publications as 'Canning and How to Use Canned Foods,' the Marion Harland, and F. J. Haskin canned food recipe books, and such articles as 'How to Open a Can,' 'Storing Food in the Open Van,' and 'Nutritive Value of Canned Foods,' by advertising campaigns such as the annual Canned Foods Week, and the canned foods exhibits at the annual conventions.

"Remember that there is no problem connected with the canning industry on which the N. C. A. does not stand ready to help you. Its headquarters in Washington bring it in close touch with the various Government departments, and such questions as income taxes, proper labeling, transportation, foreign trade and army and navy purchases are promptly and effectively handled for its members."

Canner No. 1—"Well, you are certainly a good salesman, for you have sold me on this proposition, both as a question of insuring my business and as a part of my duty to the industry. A national organization of canners, I believe, is absolutely necessary. It is up to each one of us to get into this organization and make it what we expect it to be—thoroughly representative, efficient and progressive.

"Just wait till I sign this check for my dues and I will take you out to lunch."

PLANTS REQUIRE FEEDING

IT IS gratifying to know that the editor of so important a livestock paper as the Breeders' Gazette has such a clear conception of the fundamentals of soil fertility. In a recent issue he had the following to say:

"All soils that have long been under cultivation are depleted in varying degrees. Some of them are incapable, if fertilizers are not applied to them, of producing crops that in quantity or quality are worth growing. If inferior seed, which is commonly used, be planted or sown in impoverished soils, profitable yields cannot be expected under average economic conditions, even if the season be exceptionally favorable, the best of cultivation practiced, harvesting flawlessly accomplished, and marketing done to the best possible advantage.

"Plants, like improved farm animals, require generous, intelligent feeding in order to produce merchantable grades and uniformly large yield of grain, foliage, fiber or root crops. On most farms the inferior seed used is committed to poor soils, and whether the season be good, medium or bad, the resultant plants commonly are slatternly cultivated and similarly harvested. Being inferior in quality, the matured crops fall automatically into low or 'cull' market grades, and, hence, realize minimum prices. No system of marketing, whether it be farmer-controlled commodity co-operative, or the existing system under the control of non-agricultural interests, can ensure 'the cost of production and a fair profit' to the growers of inferior crops. It is clear, therefore, that the 'marketing problem,' which farmers are paying thousands of hard-earned dollars to orators, lawyers and politicians to solve for them is, after all, a production problem. It is a soil fertility problem.

"Practically all soils that have long been cropped are deficient in certain plantfood elements. Plants in these soils grow weakly and slowly on unbalanced, deficient or inadequate rations, have a low resistance to insect and disease attacks and climatic hardships, and yield low-grade products. Where they are fed liberally with fertilizers, plants from improved seed grow rapidly and robustly, are high in their resistance to insects and diseases, endure most ordinary climatic hardships, and return large yields of excellent quality. The most profitable types of farming everywhere are based upon soils which will give to plants an abundant, balanced ration. Those who would feed their plants must apply green, animal and chemical manures to their land."

METHOD, NOT MAGIC, WINS IN FARMING SANDY SOILS

FARMING on the lighter types of soils offers problems that sorely tax ability and resourcefulness, and that often seem insurmountable. A commendable effect to assist farmers on sandy soils has been made by the Pennsylvania Railroad in their work on a demonstration farm near Howard City, Mich. After seven years of experimenting, this company has evolved some definite recommendations that point the way to profitable farming on these soils, and which, in the words of their agriculturist, Mr. D. L. Hagerman, constitute "a tested method of building and retaining soil fertility with profit." The first step in the method or system is the establishment of a rotation of crops adapted to the climate and soil conditions found. This rotation is called the "Keystone Rotation," because it is, in fact, the keystone upon which the whole method depends. This rotation is as follows:

First Year—Peas and oats seeded to sweet clover.
Second Year—Sweet clover seeded to rye and vetch.
Third Year—Rye and vetch reseeded to rye and vetch.
Fourth Year—Cultivated crops seeded to rye and vetch or peas, and oats with sweet clover, clover or alfalfa.

The advantages of this rotation are enumerated as follows:

First—A legume crop is grown on the land at least three years out of four.

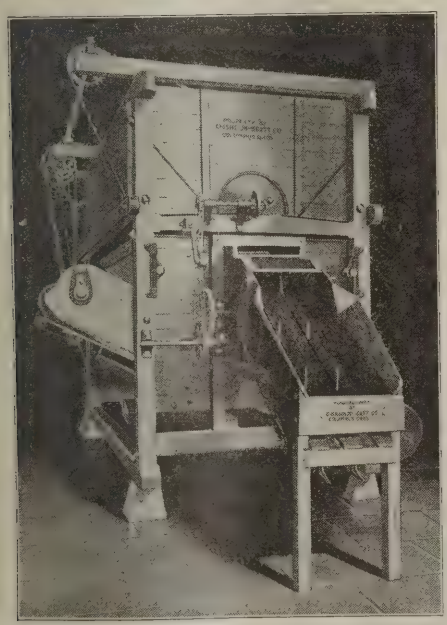
Second—The ground is nearly always covered by a growing crop, thus preventing severe losses of fertility and humus due to leaching, blowing and erosion during spring rains, summer drouths and winter windstorms.

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VARNISHED,
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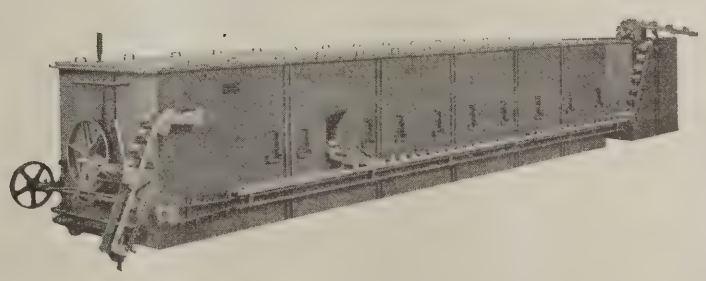
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Third—The entire growing season is utilized by planting the spring seeded crops early in the spring and those for fall growth late in the summer.

Fourth—The crops selected are sand-loving, drouth-resistant ones, palatable to livestock and adapted to the climate.

Fifth—Very little plowing is necessary, never more than every other year, and seldom more frequently than every three years.

Concerning the use of fertilizers and manure, Mr. Hagerman says: "The majority of sand land has been cropped until it contains little or no humus. Its mineral elements have leached out till there remains little else of the soil than finely pulverized rock.

"Commercial fertilizers provide an economical and successful means of returning these missing elements and thereby establishing successful stands of legume or grass crops. The investment per acre in the application of commercial fertilizer is small, and the immediate returns invariably pay back the initial cost and net above 100 per cent profit over a four-year rotation.

"Fertilizers are the most practical means of paying back to mother earth the minerals of which she has been robbed by years of careless farming. A high-grade complete fertilizer should first be used, followed by the use of good acid phosphate as the legumes, green manures and stubble are plowed under and the amount of livestock kept on the farm increases.

"Careful conservation and use of stable manure is most essential and should be applied each spring on the cultivated crops or new seedings. However, most farms in the lighter soil areas are undersupplied with livestock, and the belief that the fertilty of the farm can be built up and maintained without the use of commercial fertilizer at present prices is usually unfounded."

THE SQUASH BUG

A Method of Combating This Garden Pest

R. H. Pettit, Entomological Section of the Mich. Ag. Col.

EVERYWHERE one hears more or less of the large squash bug, sometimes called the "stink-bug," which attacks melons, cucumbers, squash, pumpkins and other vines of this type. The squash-bug pierces the leaves, stems and vines, sucks the juices, and is likely to carry the infection of disease such as wilt from plant to plant.

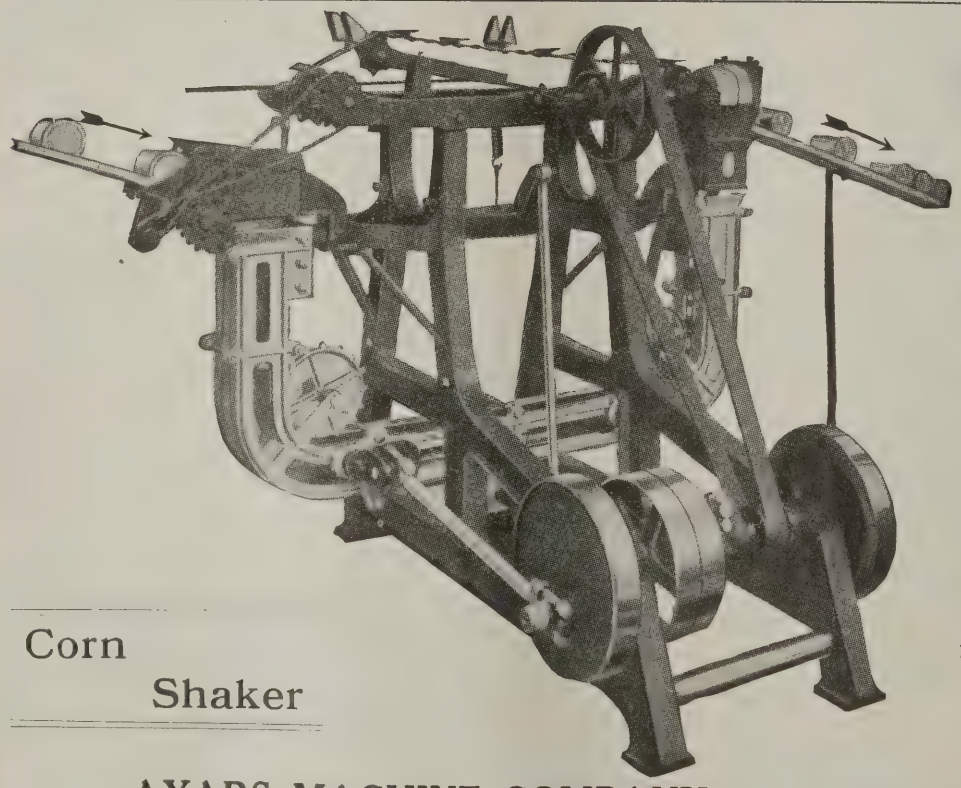
Unfortunately, we have no spray that acts effectively as a repellant nor one which can be used to kill the bugs on the vine.

These squash-bugs are over half an inch long and nearly black in color. They hide under the leaves and are very quick in their movements. In the absence of an effective spray or repellant, one is forced to trap them, and this is not an especially difficult matter.

Squash-bugs seek shelter at night and will crawl under bits of board placed in the field during chilly nights. Place a few pieces of boards or shingles around the vines, simply throwing them on the ground here and there. In the morning visit these traps very early, before the air has time to become warmed by the sun, and turn the boards over. Sometimes one will find forty or fifty squash-bugs clustered on the underside of a piece of board no larger than a shingle. They can be readily jarred off in a bucket of water on which is floating a little kerosene.

Nicotine has an effect, to be sure, and no doubt dust would do some good, but its effect is not at all lasting and it will be necessary to dust the vines very often in order to keep them free from the bugs.

One finds clusters of their large red eggs on the leaves, and it will usually pay to crush these eggs wherever they are found. All vines should be buried or destroyed by fire just as soon as the first frost comes, in order to destroy the breeding place where the young bugs develop late in the season. These bugs collect around the crop remnants, and when cold weather sets in they crawl under fallen leaves and rubbish and feed until spring. The destruction by fire of all fallen leaves, such as those that collect in fence corners and in brush, will greatly reduce the number of squash-bugs by destroying their winter quarters.



Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner :-

If you are troubled with Black Discoloration in your corn here is a remedy--use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

AYARS MACHINE COMPANY --- SALEM, NEW JERSEY.

Brown Boggs Co. Ltd., Hamilton, Ont. Sole Agents for Canada.

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Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
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No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

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BALTIMORE - - - MARYLAND



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which insures a safe, superior, distinctive and economical sanitary cleanliness. **Order from your supply house.**

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co , Sole Mnfrs , Wyandotte, Mich.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—8 Disc Sprague Hawkins Exhauster
1—40x60 Closed Retort
2—40x72 Closed Retorts
1—35 H. P. Buckeye Horizontal Engine
1—Sprague Lowe Hand Filling Table
1—Sieward Deep Well Pump
Process Kettle – Crates – Shafting – Hangers – Pulleys and other Canning Equipment.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Cheap – one - 50'' diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.
Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—A lot of 5 gallon cans, also No. 2, 2½, 3 and 10 in cases, all new from bankrupt stock.
Peoples Savings Bank & Trust Co., Halls, Tenn.

FOR SALE—
We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A–1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.
A. K. Robins & Company, Baltimore, Md.

FOR SALE—

1 Sprague Automatic Weighing Machine, checkin derweight and overweight cans (never used)
1 Sprague Economical Citrus Peeling Machine (used)
1 Peerless 6 valve Brine or Syrup Machine (never
1 Sprague Hand pack fruit Filler (never used)
1 Sprague-Lowe-16 Ft. Rotary Washer with wooden

Prices on Application. Winter Haven Fruit Products Associa Eagle Lake, Florida.

Machinery—Wanted

WANTED—Complete line of canning machinery Peas, Corn and Tomatoes - must be in first class shape.
Address Box A-1104 care of The Canning Tr

WANTED—One Adriance Double Seamer mac No. 125. Give age, condition and price.
Federal Can Co., Nashville, Tenn.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by st power and operate your lights and electric motors. sacrifice—must be moved immediately: Steam Eng Electric Generating Sets of 40, 35, 15, 10, 7½ an kilowatt capacity; anyone who has steam can m electricity by these sets. Also have several Elec Motors available. Standard Electric Machinery 7 E. Hill St., Baltimore, Md.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, corn factory. Capacity 225 cases an hour. Ample acre obtainable. Factory equipped with latest improved mach ery, including huskers and husking shed that is worki satisfactory. Owner wishes to retire from active cann management. Plant open for inspection and must be s to be fully appreciated.
H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Canning factory in Western New Yo equipped to handle Peas, String Beans, Corn, Beets, To atoes and Apples. Has private siding, ample water sup and good drainage.
Address Box A-1100 care of The Canning Tra

EMPLOYMENT EXCHANGE

HELP WANTED.

High class canned foods saleman will entertain offer reliable broker or canner. Address Box A–1096 of The Canning Trade.

WANTED—Can Production Man and Assistant Superintendant. lendid opening for a can man who can make cans at proper cosst get good production from modern equipment in a general and alty line shop. Must have executive ability and be able to lle men. Apply by letter, giving fullest particulars. All appli- ns will be considered as strictly confidential and carefully con- ed. For a capable and ambitious man this poistion presents un- l opportunities

Address Box B-1101 care of The Canning Trade.

WANTED—Practical canner for New Jersey factory, who under- ds the packing of cold process fruits, Tomato Soup, Cranberry e and Maraschino Cherries. State age, salary expected, educa- experience, references and full particulars in first letter, Ex- nt opportunity for right man. Replies confidential.

Address Box B-1099 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years ex- ence in the Canning and Preserving business, several years ex- ence in the New York City market. Pure Jams, Jellies and ters. Would like to make connection.

S. R. Shelmer, 478 4th. St., Brooklyn, N. Y.

WANTED—Position as processor by a successful manufacturer atsup, Chili Sauce, Jams, Jellies, Preserves, Pork and Beans and r high grade food products. Wish position where I will have ortunity to make permanent connections. Can furnish best of re- nces.

Address Box B-1103 care of The Canning Trade.



50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

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Canners' Accounts Solicited for Tip-Top Buyers.

H. D. DREYER & CO., Inc.

MANUFACTURERS

BOXES and BOX SHOOKS

FOR THE CANNERS

ALICEANNA and SPRING STS., BALTIMORE, MD.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.

LeROY V. STRASBURGER

303 Phoenix Building

Baltimore, Maryland

THE PERFECT DRY PASTE

JELLITAC

Made from wheat

Send for sample

Arthur S. Hoyt Co.,

90 West Broadway New York City

PASTE IT WITH JELLITAC "IT STICKS"

SLAYSMAN & COMPANY

Automatic Can Making Machinery

BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.

PERSONAL CHECKS ACCEPTED



Are people familiar with your brand?

Goods well displayed are half sold, and actual tests prove that good looking counter displays (silent salesmen) will positively increase sales.

How many brands of Canned Goods are actually called for by name? And isn't it true that crowded shelves confuse the purchaser so that the grocer's suggestions are usually accepted.

Why not let people become familiar with your label and ask for your brand by name? An attractive counter display will bring your can off the shelf down on the counter where it can be seen by everyone entering the store.

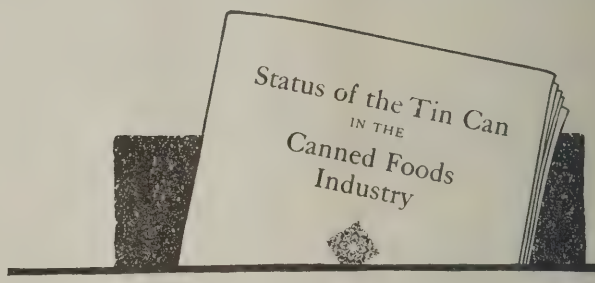
We have made a study of this subject and originated some particulary successful displays. May we plan one for you?

The U. S. Printing & Lithograph Co.

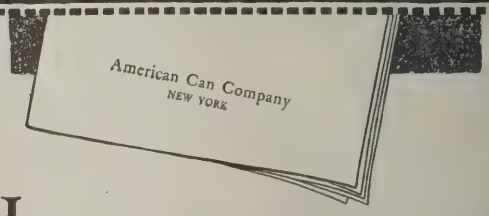
CINCINNATI, 80 Beech St.
BROOKLYN, 95 N. Third St. BALTIMORE, 24 W. Covington St.



—CAN PRICES—



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. altimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get igher prices for their goods; some few may take less for a personal reason, but these prices represent the eneral market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
hite Mammoth, No. 2½	Out	4.40
hite Mammoth, Peeled, No. 2½	Out	....
reen Mammoth, No. 2½	Out	3.90
hite, Large, No. 2½	Out	....
hite, Large, Peeled, No. 2½	Out	....
reen, Large, No. 2½	Out	3.85
hite, Medium, No. 2½	....	....
reen, Medium, No. 2½	Out	3.70
hite, Small, No. 2½	....	....
reen, Small, No 2½	Out	3.50
ips, White, Square, No. 2½	Out	....
ips, White, Round, No. 2½	....	....
ipe, Green, Square, No. 2½	Out	....
ips, Green, Round, No. 2½	Out	....

BAKED BEANS†

lain, No. 1	.80	.80
n Sauce, No. 1	.80	.80
lain, No. 2	1.10	....
n Sauce, No. 2	1.20	.95
lain, No. 3	1.40	1.40
n Sauce, No. 3	1.50	1.45

BEANS†

tring, Standard Green, No. 2	....	....
tring, Standard Green, No 10	....	....
tring, Standard Cut White, No. 2	....	....
tringless, Standard, No. 2	....	....
tringless, Standard, No. 10	....	....
hite Wax, Standard, No 2	....	....
hite Wax, Standard, No. 10	....	¶4.00
imas, Extra, No. 2	....	¶1.00
imas, Standards, No. 2	....	....
imas, Soaked, No. 2	.80	.75
ed Kidney, Standard, No. 2	.90	¶.90

BEETS†

mall, Whole, No. 3	1.25	¶1.30
tandard, Whole, No. 2	1.10	1.15
arge, Whole, No. 2	....	Out
ut, No 3	1.10	¶1.10

CORN‡

td. Evergreen, No. 2, f.o.b. Balto.	1.15	1.10
td. Evergreen, No. 2, f.o.b. Co.	1.10	1.05
td. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
td Shoepeg, No. 2, f.o.b. Balto.	Out	1.20
x. Std. Shoepeg, No. 2, f.o.b. Co.	1.30	1.25
ancy Shoepeg, f. o. b. factory.	1.40	1.40
td. Crushed, No. 2, Baltimore	.97½	.95
td. Crushed, No. 2, f.o.b. Co.	.90	.90
x. Std. Crushed, No. 2	1.00	1.00
x. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
xtra, No. 2, f.o.b. County	....	Out
xtra Standard Western, No. 2	....	1.25
tandard Western, No. 2	....	1.10

HOMINY‡

ye, No. 3	Out	....
tandard, Split, No. 3	.95	¶ .85
tandard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

2 Kinds, No. 2	.95	¶ .90
2 Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

tandard, No. 2	1.20	¶1.20
tandard, No. 3	1.35	Out

PEAS‡—

o. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
o. 2 Sieve. 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
o. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
o 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
o. 5 Sieve, 2s, f. o. b. Balto	Out	Out
econds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
ancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

tandard, No. 3	1.25	1.20
tandard, No. 10	4.50	¶4.00
quash, No. 3	....	....
quash, No. 10	....	....

SAUERKRAUT‡

tandard, No. 2	.90	.90
tandard, No. 2½	1.05	¶1.00
tandard, No. 3	1.10	1.10
tandard, No 10	3.50	3.75

SPINACH‡

tandard, No. 2	.95	1.05
tandard, No. 2½	1.25	1.35
tandard, No. 3	1.30	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.15	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	Out	.95
Standard, No 3, f.o.b. Baltimore	1.05	1.00
Standard, No. 3, f.o.b. County	1.00	¶ .90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.75	4.50
Standard, No. 10, f.o.b. County	4.50	4.50
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.35
Standard, No. 3, f.o.b. County	1.30	1.30
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	.97½
Standard, No. 2, f.o.b. County	.90	.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.65

TOMATO PULP‡

Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.70	3.40
Hawaii Sliced, Standard, No. 2½	3.40	3.10
Hawaii Sliced, Extra, No. 2	3.00	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	4.50	....
Eastern Pie, Water, No. 10	....	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.65

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.00
¼ Oil, Key	....	4.50
¼ Tomato, Key	....	4.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	4.25
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	7.00
California, 1s, Striped	....	11.50

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, OCTOBER 15, 1923

WEEKLY REVIEW

The Tomato Canning Season Is About Closed for This Year—Thanks to Our Crop Correspondents—How Other Sections Fared With Tomatoes—Tomato Prices Tending Upward—Scarcity of Corn Better Realized—String Beans Good Property—Fruits Advancing.

THE SEASON WANES—The whole country has not ceased to look toward this season with inquiring eyes as to what is being done in the canning of tomatoes. Maryland and this Tri-State region received so much advertising this season as having a fine tomato crop that most of the inhabitants of the hinterland seem to think that they are still canning tomatoes here in immense quantities, and that the land is still red with this popular vegetable. You can find no one in this Tri-State territory that thinks along that line, for most, if not all, canners have been done their year's work for sometime. There are some tomatoes still coming to market and some canners have been receiving a few in the counties, but the tomatoes that have been driven through our streets lately and have come to our wholesale market are poor things to look at—the small, half-grown fag ends of a bountiful crop, about unfit for anything. Possibly they appear poorer than usual in contrast with the really wonderful quality that signalized the tomato crop this whole season.

We have had a peculiar condition this fall. The weather has been unusually cold for this time of the year, back over the past two weeks, and yet there does not seem to have been any frosts worthy of the name; at least, tender flowers and other plants appear unhurt, as a rule. It has been cold enough for furnace fires and overcoats; the dews have been very heavy, and there have been light frosts in most sections; but the season has not been ended by frost as it usually is. Therefore, we say the season is waning. But you can understand that tomatoes have not been able to develop under such cold weather conditions. In fact, loads of green tomatoes have been brought to town and sold to the home-makers of chilli and other pickles. So far as the canning of tomatoes this year is concerned, the word "Finis" may well be written.

We would like to take this occasion to thank the many contributors to our Crop Column this season. It has been generously contributed to, and, we know, has been read with interest and profit by all our readers. There are many who have taken much help and information from this and given nothing in return. Let them remember that they are indebted to this column next year, and let them join heartily in the service when next season rolls around.

As showing the conditions in their respective localities, we append two letters, recently received, the first from Ironton, Va., under date of October 1st, and which reads:

> "Canning season at Ironton over. One-third of a pack is all we get this year. Wet weather and late planting are responsible for the failure. Last year was a poor year. This season is the limit. We got only 1,300 cases, as against the usual 8,000 cases. The Canning Trade comes with correct information to Roanoke, R. D. No. 1, every Monday morning."

The second comes from Clever, Mo., under date of September 28th, and says:

> "Relative to tomato condition in Clever, Mo., territory, will say that the pack will run around 50 per cent of normal. The pack has gradually fallen off since September 5th, at which time we usually have our heaviest run, up to about the 15th. We have made one little run this week amounting to a few hundred cans.
>
> "So the pack has been practically over since September 10th to 12th. We are barely filling our future orders. I think this is a fair sample of the entire country."

Almost every market reports the tendency of canned tomato prices as upwards and offerings very limited. On the other hand, it can be said that the jobbers are showing no anxiety to buy, but are paying the price when they want them. From California to the East all holders of tomato stocks are holding them at steadily increasing values, but we have no market changes to record this week.

CORN—It is beginning to be noised about that corn may soon find itself in the same condition as tomatoes—not enough to supply demands. It is known that Maine cannot deliver more than half its expected amount, and the buyers, scurrying to other sections for lots of fine corn, have cleaned them up, as the surplus over futures was nowhere heavy. It is difficult to hold any advance in the corn market, because as soon as a little advance is seen, there are always many ready and eager to take it, and the advance is knocked down before it can establish itself. There is need of more confidence among corn canners. There are no changes in prices this week.

PEAS—The stocks of peas are getting so small that there is little left even to talk about, and this market, so far as the market reporter is concerned, is deadly dull. Here is what the Grocer Supply Co., of Wausau, Wis., said in its most recent circular:

> "Every item on the Wisconsin canned foods list is in a very strong position; no weak sisters. Last week we listed five lots aggregating about 6,000 cases (the largest lot we know of in Wisconsin) of Alaska peas. The five lots were all sold Monday (the next business day after the letter went into the mail), and could have been sold many times over. Wisconsin canners will inventory very few peas this year. Sauerkraut still occupies a very strong position, both bulk and canned. We are list-

ing a few beans this week. Don't overlook them. There are mighty few beans left in canners' hands. Corn is firm and in good demand. No. 10 corn is nix. There will be no surplus beets."

BEANS—The fall string bean crop is not likely to be a very good one in this section, as it has been dry and cold all during the past month and more, and this condition is not conducive to a good yield. The baked bean canners and e canners of red kidney beans are much worried over the injury the bean crops this season and the uncertain market ahead of em. They will soon know the result of this injury, but just w they are badly worried.

Anyone who has any stringless beans knows he has good operty, and is asking full prices. Lima beans promised to be big pack this season, as the crop generally has been first rate, d more canners are now handling them than ever. They con- nue to rule low in price, and the public will now have a chance learn how good lima beans are in cans. In this way the can- rs will benefit by the good packs of this season. When the blic learns that it can buy limas at a figure better than peas, will eat a lot of limas, and like them. No. 2 fresh limas are oted here at $1.20; pole lima beans at $1.40. There are no anges to note in bean prices which can be found on their reg- ar page.

SPINACH—This was to have been the big week in fall spinach canning in this city, and there have been some fine loads of this vegetable come to town. It has been too dry and too ld, however, for the best interests of the crop. It tried to rain is week, but there was not enough to lay the dust. No. 3 spin- h is quoted at $1.30.

SWEET POTATOES—It is said sweet potatoes are attracting attention, as the market consumption of this article in cans is rapidly growing. The cafeterias find this vegetable sells ry readily, and they like it for their service. Good sweet pota- es in cans are very good, and a poorly canned product had bet- r be left uncanned.

FRUITS—Fruits are showing signs of greater firmness, and California, after following its promised plan of canning little or nothing over future orders, has been withdrawing one ticle after another, and advancing prices with each withdrawal. ruits of all kinds will be very much better property as time es on. Even apples may get into this class. At present they re too near the absolute cost figure to tempt canners, and this ing so, the canners are wise not to touch them.

NEW YORK MARKET

obbers Slow Up on Buying to Examine the Market and to Make Deliveries—Tomatoes Tending Upward—Tomato Puree Higher—Maine Delivering Corn Short—An Active Demand for Peas—Fruits Show Strength—Notes.

New York, October 11, 1923.

THE General Market—While there has been a noticeable pause in buying of canned foods during the past several days, the market has not lost any of its strength, and the rice tendency continues upward on many lines. Jobbers have ought enough of most varieties to take care of their immediate equirements, and are slowing down in their operations tempo- arily to get a line on the situation and get out shipments to eir retail trade before proceeding further.

Tomatoes Still Headed Upward—Buyers are rather uncer- ain about the tomato situation. They do not know whether the arket has steadied, or whether it has just paused for breath efore continuing on its upward journey. Prices for immediate hipment from Maryland factory are quoted at 60 to 65 cents or 1s, 90 to 95 cents for 2s, $1.30 to $1.35 for 3s, and $4.75 for 0s, with most interests talking a $5.00 market on this size in he near future. Many California canners have withdrawn from he market, which is now nominally held at $1.15 for 2½s in uree, and $4.00 for 10s in puree, with solid pack 2½s at $1.65, . o. b. cannery. The market for tomatoes in Indiana is very strong, with most of the packers giving notice of pro-rata deliveries ranging from 40 per cent and upward. One factor early this week was quoting Indiana 3s in a small way at $1.70 per dozen, factory.

Puree Higher—Maryland tomato puree is showing more strength, reflecting the general strength of the tomato market. No. 1s are quoted at 60 cents, with 10s at $4.25 to $4.50, f. o. b. Indiana puree packers quote fancy 10s at $3.75 to $3.85, f. o. b. cannery. Buying is reported to be fair at these prices.

Short Corn Deliveries—Maine canners are delivering short on all grades this season. One prominent packer has just notified his trade of 40 per cent delivery on fancy Crosby and 50 per cent delivery on fancy Golden Bantam. Deliveries of as high as 65 per cent on fancy Crosby are reported from other canners, however. As a result of this scarcity of fancy Maine corn, there is a growing demand in this market for fancy corn of other packs.

Standard Corn Active—Southern canners continue to quote standard corn for prompt shipment at 95 cents per dozen, f. o. b. cannery. There is a good demand for the corn on this basis. Mid-western packers are quoting the market anywhere from 87½ to 95 cents, as to pack and brand.

White-Meat Tuna Fish Advance—There has been an active demand for white-meat tuna in the local market during the week, and prices are higher. Halves are now held at $12.25 in the local market, with ones ranging $23.00 to $24.00 per case, according to brand and seller. Reports from the Coast note a general scarcity of white meat. The canneries are still operating, packing yellowfin and skipjack, caught in the waters of Southern California and shipped to the canneries at San Pedro under refrigeration. There is a good demand for the low-grade tuna as a result of the scarcity of white meat.

Crab Meat Is Higher—Japanese crab meat has shown further advances, reflecting the stronger statistical position of the market as a result of the loss of stocks held at Yokohama during the recent earthquake. The market is now held at $38.00 for 1s and $40.000 per case for halves.

Pea Demand Active—While the trade is still wondering where this year's heavy pack of peas has gone to, they are also still in the market for additional stocks. Very little is offering in first hands, and Wisconsin canners continue to quote the market at an inside price of $1.30 per dozen. Canners with surplus stocks on hand have very limited assortments to offer, however.

Pineapple Is Stronger—New pack sliced Hawaiian pineapple is showing a stronger tone, both on spot and for Coast shipment. Standard sliced 2½s are quoted at $3.10 per dozen, with extras at $3.40 to $3.50. Demand is reported to be steady on all sizes. While the pack this year is running approximately a half million cases ahead of the anticipated yield, some pro rating has been necessary, and leading factors are withdrawing from the market.

Low-Grade Fruits Advance—There has been a material strengthening in the market for low-grade canned fruits on the Coast. The market for good quality seconds peaches is now held at $1.50 to $1.55, f. o. b., with seconds apricots still available at $1.35, f. o. b. California. California holdings of low-grade fruits are light.

Assortment Broken—As a result of the good demand for canned fruits this season, as well as the curtailed packing operations in several quarters, many of the larger California packers are not longer able to offer full assortments to their trade. Lines are broken and jobbers have to shop the market to pick up fruits for their full line under private label.

Cheap Salmon Sells Well—There has been a good volume of business in pink salmon booked on the Coast during the past week, this buying clearing out all of the pinks available under $1.20. This price is now prevailing in some quarters, although most of the holders continue to quote firm at $1.25. The smaller packers are booking business on reds at $2.25, but the Association and the other large factors are quoting firm at $2.35, f. o. b. Seattle.

More Discussion on Swells—Two days of conference between committees representing the canners and committees representing the wholesale grocers are scheduled for next month in Chicago, at the semi-annual meeting of the Western Canners' Association. Members of the trade are looking for some definite solution to the swells problem to come out of these meetings. The National Wholesale Grocers' Association is now conducting a referendum among its members on the various plans which have been advanced as a solution of the problem. Retail grocers in New York are firmly committed to the percentage allowance plan.

Pumpkin Pack Short—Reports from Indiana state that the pack of pumpkin this year is small, and canners are advising their regular trade to cover on their season's requirements as soon as possible. Extra standard is quoted at 97½ cents for 3s

in s. e. l. tins and 90 cents in plain tins, with 10s at $2.75 in s. e. l. and $2.50 in plain. Fancy dry pack is held at $1.15 for 3s in s. e. l. and $1.07½ in plain, with 10s at $3.50 in s. e. l. and $3.25 in plain, all prices f. o. b. cannery.

Now Ashenfelter-Balfe Co., Inc.—H. H. Ashenfelter, Inc., local brokers, have changed their firm name to Ashenfelter-Balfe Co., Inc. The company has opened an office in Philadelphia under the firm name Ashenfelter, Balfe & Moore, Inc. The Philadelphia office will be handled by Mr. Moore, formerly associated with the Philadelphia office of Butler & Sergeant, Inc.

Sardines Continue Scarce—Maine sardines are showing continued strength an all grades, a good demand being reported. Offerings are scarce, and packers have practically no reserve supplies on hand to take care of business later on in the season.

Notes—Harry Montague, of the Valetia Evaporated Milk Co., canners, of Madison, Wis., was in the market this week, stopping with Edwards & McCann, Inc.

The Seacoast Canning Co.'s New York office is now located at 41 East 42nd street having been recently moved from the old U. H. Dudley & Co. building at Varick and Watt streets. Melville F. Taylor, in charge of sales for the company, is now on a trip to principal distributing markets.

F. H. Verseman, of Warmington, Duff Co., Chicago office, was visiting with Warmington, Timms & Co. this week.

Ivans Pettit, Burlington, N. J., canner, was here this week, visiting P. E. Meyer Co.

"NEW YORK STATER."

ST. LOUIS MARKET

Prices Tending Upwards—Buyers Continue Small Purchases—Tomatoes Moving Higher—Corn Seems to Be Short—Offerings of Peas Taken Quickly—Missouri Will Can a Good Many Apples.

St. Louis, October 11, 1923.

THE Market—The canned foods situation continues along the same lines as heretofore. Jobbers are reluctant to buy as they should, although there is an advanced tendency on all the offerings. Buyers are not very much worried, it seems, and continue to purchase in the usual small quantities to take care of their immediate wants.

VEGETABLES—Tomatoes—New pack tomatoes continue to advance in prices. For prompt shipment from the country canners, the market is holding firm. Canners, according to advices received here, have about given up any idea of cheap offerings this season, of a heavy surplus over contracts, and a desire to get rid of any excess stocks, if they have any, before it is time to place them in storage. Prices have been going up for some time, and they are constantly increasing. It looks as if tomatoes will be distributed over a greater territory than ever, because stocks have been bought at Western jobbing centers, which, as a rule, take their goods from canners nearer to home. It is more difficult, some brokers report, to confirm, even at full asking prices. Not only does the South turn out a moderate pack, but there is a lack of surplus in other tomato States. The strength of the market, which began to be felt about the middle of September, continues.

Canners regard the chief distributing influence as pertaining to the extent of the supples, which are more limited, it is said, than the average jobber realized. Packers believe that first hands will run out of merchandise earlier in the season than usual, and that distributors will have to depend on resale lots. According to this view of the situation. it is said there are empty warehouses or light stocks everywhere in retail as well as wholesale lines. Without the protection of contract merchandise these factors will be forced to make replacements later on at whatever the market happens to be at the time the goods are wanted. Vegetables, as a class, are more favorably regarded than fish or fruits, although the trend of late has been for a better tone in fruits and to some extent in fish.

Corn—Reports from canners in certain territories state there is going to be a shortage in corn. This applies not only to Maine, but to New York State as well. Varieties of corn that matured early, so the frost did not hurt it, will be in good quantity. However, all grades of corn are holding good.

Peas—Peas in the cheaper grades are not offered freely. When there is a chance to buy them, they are taken up quickly. Fancy peas are more available than other grades, but their prices are being maintained.

Fruit—Distributors are limiting their purchases on California fruits. No new developments are reported from the Coast.

Pineapple—Some pineapple is moving, but only in limited quantities.

Apples—More interest is being shown in apples, as the firmness of canners, as to prices of new packs, creates confidence.

FISH—Salmon—Not much interest is being shown in salmon, as distributors are not inclined to buy ahead very freely.

Sardines—It is more difficult to buy sardines at inside prices, according to information received here, as canners have but little surplus and see no prospect of a pack heavy enough during the rest of the season to stock up. Deferred shipments are of common occurrence, as all styles are in light supply.

In spite of the Missouri apple crop being only about one-half this year, compared with last season, there will be lots of apples canned in this State is the consensus of opinion of the best informed. The Missouri commercial apple crop outlined is 614,000 barrels this year, again 1,250,000 barrels last year and 30,000 in 1921, according to the report of the Missouri State Board of Agriculture. Jonathans, more often raised than other varieties, are 58 per cent condition and 77 per cent quality. Grimes Golden, 64 per cent normal and quality 79 per cent. York Imperials, 48 per cent of a full crop, quality 70 per cent. Ganos, 61 per cent normal crop, 74 quality. Ben Davis, next most popular Missouri variety to Jonathans, are 50 per cent of a full crop, 71 per cent quality. Ingrams, mostly grown in southwest, are 44 per cent of a crop, quality 76 per cent.

The commercial crop in the United States is 33,300,000 barrels in prospect, compared to 31,090,000 in 1922 and 21,557,000 barrels in 1921. New York has slightly less crop than last year, Pennsylvania and Maryland have increased, and Virginia and West Virginia very much more than last year.

"MISSOURI."

CHICAGO MARKET

Market Satisfactory in All Lines—Very Little Surplus for Spring Carryover—Iowa Corn Entirely Sold Up—Buyers Scent High Prices and a Scarcity of Goods—A Snappy, Businesslike Convention Is Promised.

Chicago, October 11, 1923.

THE market for canned foods is in a very satisfactory condition from the canners' standpoint, as prices are firm, with an advancing tendency on most all articles, and the yield or output is such that there will be very little surplus for canners to carry over into the spring.

Tomatoes—Indiana tomatoes, for No. 10 size, have advanced to $5.50 per dozen, and there are only a very few lots in the State still unsold. No. 3 standard tomatoes, f. o. b. Indiana, are held at $1.50 to $1.55, and No. 2s are held at $1.00, and the canners are not anxious sellers at even those prices, but appear to be indifferent as to sales and will not accept offers below the quoted prices.

Corn—In canned corn, Iowa is holding standard corn at 92½ cents to 95 cents for No. 2 and $1.00 for extra standard. There are some sellers in Iowa of canned corn, but altogether the State is said to be sold up entirely. Some of the canners will have to deliver short; others have a small surplus. Sales, reported from the Secretary's office of the Iowa-Nebraska Canners' Association, are aggregated at about 80,000 cases per week, which will, in a few weeks, clean up everything in the State in the way of canned corn. A little standard canned corn can be bought in Indiana and Illinois for 90 cents per dozen, and I heard of a sale of Ohio standard corn made this week—a small lot—at 85 cents, f. o. b. cannery. It was represented to be standard, but I did not see samples.

Peas—In canned peas, the market is very spotted, and though Wisconsin packed an output nearly as large as last year, her output is well sold up, and orders from the wholesalers are difficult to place. Especially is this the case as to standard peas, which are held firmly at $1.25 to $1.30 per dozen, f. o. b. Wisconsin canneries.

Apples—Michigan is packing some apples, and is now work- on the late winter fruit, for which her canners are asking 50 per dozen for standard and $4.00 per dozen for extra heavy ght apples in the can. There is a very fair demand for canned les, as the market had gone bare of stock.

Watching the Market—Deliveries of tomatoes, peas, corn, , bought on future contract by the wholesalers, are now arriv- in large quantities, and the wholesalers are busy discounting ir bills and taking up their drafts and distributing the goods he retail trade to which they have been sold. Despite the fact t they are very busy, however, buyers are giving careful at- tion to the offerings of brokers, showing that they are pos- sed with an anxiety in relation to the future of the market, I feel that prices are going to be higher and that goods are ng to be scarcer.

Salmon and Sardines—The active season for the sale of ned salmon nd American sardines is about over, and the de- nd for these articles will settle down from now forward to nimum requirements. Red Alaska salmon is regarded as com- atively high, and the cheaper class of consumers is taking k salmon in lieu of red Alaska, because it is retailed at about f the price.

American sardines, which are being retailed two cans for 15 ts, or 10 cents straight, are a little beyond the views of con- ners at the price, but, nevertheless, being about the cheapest icle in canned fish obtainable are meeting with some sale.

Beans—There is an urgent demand for graded whole Refuge ns, green and white, and the brokers are unable to find suf- ent quantities in the hands of canners to supply the demand. ch as are to be found are held at high prices. No. 2 cans, No. ieve, $2.50; No. 2 sieve, $2.25; No. 3 sieve, $1.90, f. o. b. Wis- sin canneries, and the offering at even these prices are quickly pped up.

Dried Beans—The price on Michigan dried beans fluctuates ost daily, the latest quotation being $5.90 per hundred pounds, . b. Michigan elevators, and it is predicted that they will be er when harvesting is a little further advanced, as a large p has been grown in Michigan.

This will encourage the winter canning of pork and beans, l should furnish a large volume of canned foods to consumers very low prices.

Kraut—Canned kraut is being firmly held at $1.10 cannery No. 3 cans, spot or future.

Beets—Canned beets are scarce, and but few are being cked. Our buyers will have to go to Baltimore for their ned beets.

Pumpkin—The offerings of canned pumpkin are few and ited. A much larger quantity of canned pumpkin was sold future delivery than supposed. The Grimes Canning Co., at imes, Iowa, has sold about one hunderd car loads and are now pping it.

I do not hear much from sweet potato canners of the South, d am wondering if they, too, have sold up to their capacity. ey do not seem to be making any effort to get orders. Neither there any pressure to sell canned shrimp or oysters from the uth or elsewhere.

The Convention—Preparations are being made to hold a appy and businesslike convention by the Western Canners' As- ciation at Chicago in November.

The addresses are going to be practical and informing, there ll be no unappreciated entertainment features to take up valu- le time, no civic formalities or ceremonial welcomes and no nister has been invited to say an invocation or make an ad- ess of inspiration.

The canners will have to get along without such invocation inspiration unless one of the editors of the canning papers esent might be induced to officiate.

I fear, however, that the result would be like when a magis- ate performing his first marriage ceremony. He said: "I now onounce you man and wife, and may God have mercy on your uls."

The Convention proper will be held November 7th, 8th and h, 1923, Hotel Sherman, Chicago. The rates of one and one- lf fare cover the two preceding days, November 5th and 6th, 23, which two days will be used for conferences between the g National Associations of canners and distributors. The rates one and a half fare cover practically the entire United States d part of Canada.

"WRANGLER."

CALIFORNIA MARKET

Market Definitely Firmer—Small Orders Eating Steadily Into Supplies—No Foreign Business—Tomatoes Are Firmer—Small Canners May Not Deliver in Full—Some Apples Will Be Canned—Withdrawals on Apricots — Freight Rates More Pleasing—Coast Notes

San Francisco, October 11, 1923.

THE Market—The market for California canned fruits and vegetables is definitely firmer, and withdrawals are being made steadily, which indicates that buying has not been as light as some might believe. There has been little foreign business booked, and individual domestic orders have not been large, but there have been a lot of the latter, and they have counted up. There is now scarcely a weak line in the entire list of California canned products, and the prospects are very bright for an extremely close cleanup. Some of the smaller packers who named opening prices well below those of the larger interests are holding their unsold surplus at the prices quoted by the latter, and believe that they will have no trouble in disposing of their holdings at these figures.

Tomatoes—A market firmness exists in the canned tomato market, and there is a likelihood that some packers will be unable to make deliveries in full. Light rains have fallen in the tomato-growing districts, and while the actual damage has been light, the cool weather that has followed has slowed up the ripening process, and the pack is not mounting up very rapidly. The California Packing Corporation recently made advances on its full line, and No. 2½ standards are quoted at $1.15. Later No. 10 standards were advanced from $3.75 to $4.00, and shortly afterward were withdrawn. Eastern buyers are in the market for California tomatoes, and quantities will be shipped by way of the Panama Canal.

Apples—The few firms in this territory which pack apples are giving this fruit their attention, but the output will not be large. The crop is of good size, and growers complain that returns are inadequate. But about $18 a ton is being paid for Newton Pippins and Bellefeurs, with red varieties bringing a little more. The low price, however, is not proving an incentive for the making of a heavy canned pack.

Apricots—The steady demand for apricots in the No. 10 size has whittled down available stocks until most packers have but limited stocks to offer. Several of the large concerns have made withdrawals in choice, standards and seconds in unpeeled and in sliced. In the No. 2½ size there is a scarcity of choice in peeled fruit and of standard in sliced.

Cherries—Stocks of canned cherries are getting down to low compass, and there are many blank places in the lists being put out by leading packing firms. Scarcely anything is to be had in No. 2½ water goods, and black cherries in the No. 10 size are hardly to be had in any of the grades. Standard black and white cherries in No. 2½ cans are also scarce.

Better Freight Rates—Transportation facilities and rates to the Atlantic seaboard are now very much to the liking of California canners, and not a few are making preparations to extend their market on products which have in the past been difficult to market there, owing to price completion. John W. Chapman, Pacific Coast manager of the Williams Steamship Co., Inc., recently commented on the low freight rates, and expressed the opinion that but few, even among the live manufacturers in this territory, really appreciate what the prevailing rates mean to them. He stated that there are now sixteen steamship companies, operating more than one hundred and sixty vessels between the East and the West coast. Each vessel makes about four round trips a year, so that there is an average of more than two sailings a day, with freight capacities of 18,000 tons. The rates are on a parity, being the same from any Pacific Coast port to any Atlantic Coast port, and vice versa. The entire list of canned food products is included in the rate of 40 cents per hundred pounds. The rail rate on 100 pounds of canned foods from Visalia to Stockton, Cal., a distance of 163 miles, is 40 cents, while a packer may ship the same quantity from San Francisco to New York, through the Panama Canal, a distance of 5,262 miles, for 40 cents.

(*Markets Continued on Page 10*)



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SMILE AWHILE

WHEN PATIENCE CEASED

Father was very long-suffering, but his nerves sometimes gave way under the strain of constant questions from his quick-witted, talkative seven-year-old son.

"Dad," said Thomas, just as father had settled down to read in peace—"Dad, it says here 'back to the dust.' Am I made of dust?"

"I think not, Thomas," answered his father. "If you were you'd dry up now and then."

ALMOST REPEATED

Of two friends staying at a hostelry where most keys fit most doors, one went off to bed, undressed, and turned in, mistaking his friend's room for his own. Half an hour later the friend followed, saw his bed occupied and returned to the coffee room.

"Did you see me go to my room just now?" he said to the night porter.

"Yes, sir," was the reply.

"Well, then, why didn't you tell me I'd gone to bed already?" he grunted, and proceeded to finish the night on a chair in front of the fire.—Yorkshire Post.

WARNING NOTE

When a man shows no passing interest in beautiful women generally at a brilliant affair, it's a sign he'll come out of the coma right after he marries THE one girl.

A STINGING RETORT

There was a determined look in the young lady's eye as she marched into the optician's shop.

"I want a pair of glasses immediately," she said. "Good strong ones. I won't be without them for another day."

"Good, strong ones?"

"Yes, please. I was out in the country yesterday, and I made a very painful blunder which I have no wish to repeat."

"Indeed! Mistook an entire stranger for an old friend, perhaps?"

"No, nothing of the sort. I mistook a bumble bee for a blackberry!"—Pearson's Weekly.

PROOF

"Are you sure he loves you?"

"Absolutely. He objects to my bathing suit."—Life.

IN HIS OPINION

Maisle was showing off her new evening frock. "Don't you think it rather becoming?" she asked.

Her young brother eyed it with misgiving. "It may be coming, but some of it seems a bit late in arriving," he said.—Pearson's Weekly.

ONE OF HOW MANY.

One of a party of men left his corner seat in an already crowded railway compartment to go in search of something to eat, leaving a rug to reserve his place. On returning he found that, in spite of the rug and the protests of his fellow-passengers, his seat had been usurped by a woman. With flashing eyes, she turned upon him:

"Do you know, sir, that I am one of the director's wives?"

"Madam," he replied, "were you the director's only wife I should still protest."—Pearson's Weekly.

NOT SO DENSE.

"I think that children are not as observing as they should be," said the inspector to the teacher.

"I hadn't noticed it," replied the teacher.

"Well, I'll prove it to you," and, turning to his class, the inspector said:

"Someone give me a number."

"Thirty-seven," said a little boy eagerly.

The inspector wrote 73 on the board and nothing was said.

"Will someone else give me a number?"

"Fifty-two," said another lad.

The inspector wrote down 25 on the board and smiled at the teacher. He called for another number and young Jack called out:

"Seventy-seven; now see if you can change that."—Public Opinion, London.

THE CANNING TRADE

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Business communications from all sections are desired, but onymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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l. 47 BALTIMORE, OCTOBER 22, 1923 No. 9

EDITORIAL

UST Buy Crops By Grade — The wonderful demand for canned foods, and which has taken the packs of 1923 almost entirely out of canners' hands this early in the year, has n ascribed to the improvement in the quality of the packs, and htly so. Taken as a whole the industry has never in its tory packed as uniformly high quality goods as it did this son. Possibly we should rather say that never before have many canners—the great majority of the whole—determined n such a procedure and carried it out, as they did this year. whole level of quality has been materially raised, and the ners are even now reaping the benefit of better demand sed by more satisfactory goods.

It is hoped that this lesson has sunk deeply into the being every canner and will be the basis of his operations in all ure years; for if it has, the future of this industry may be said nave been made.

But with this striving for improved quality in the pack, there st come attention to many other matters, not least among m the quality of the raw products coming to the factory. It l be impossible to produce always acceptable quality if the raw ducts continue to be bought on the hit-and-miss plan, take-at-the-grower-brings-you method. It i a trite saying, in s industry, that you cannot get quality out of the can unless put quality into the can. For years, and possibly even to-, in some men's minds, 'canning stock' meant that stock from farm or garden which could not be sold in the market. The at canners are somewhat to blame for this reputation, as y make much of that grade of beef or other meat which is nd but old and tough, and therefore will not bring the top-rket price among butchers' stores, but is the very best kind cooking and canning, because it has more flavor and strength l the cooking makes it tender. Cattle of this kind are quoted the stock markets as "canners," and the term has gone on to its and vegetables. The canners have changed this to a very ge extent and now most canners demand, and get, prime qual- of fruits and vegetables, and all of them must do so if they pect to pack quality goods. The difficulty hinges with the owers. In some lines the growers have learned that it pays to se quality crops—as in peas, for instance, because they "get re" for their crops if they run largely to the finer grades. e California canners, this year, told the fruit growers that they st have high-grade fruits and they moved up their "standards" eral degrees. Fortunately California has a Market Director o recognizes the right of the canners in this and supports m, and sees that the law—for they have a law—is enforced. ner States are not so fortunate, and if market-stall prices are ing higher than canner contract prices the canners must take erything" or go without. And the canners have often been den rough-shod in this way, forced to accept on his contract ls and "scalds" and tailings of the crop which the average rmer would hesitate to feed to his hogs. And the canners, ring to offend the grower and to lose him as a grower the next season, have not been able to defend themselves against this dishonest practice.

On the other hand, the growers have often brought the canners extra fine quality, and it has all been run in at the average contract price, and the grower resents this.

Our readers know that there has been a movement on foot, by the Government, to standardize raw products and thus do away with both of these complaints—paying the farmer a premium for finer goods and giving the canners the kind of quality they want. We believe that every Canners' Association in the country should get behind this movement; discuss it thoroughly before their meetings, and lend their support to the Government in establishing proper standards. The Government is not trying to be dictatorial in this; they are anxious to fix these standards on a basis that will meet the approval of both growers and canners, and they are asking help from the canners.

Mr. Chas. W. Hauck, Investigator in Marketing, Bureau of Agricultural Economies, U. S. Department of Agriculture, believes that tomatoes should be the first article handled, and he has written, explaining the whole matter in a way that will prove most interesting to every canner.

He says:

Washington, Oct. 16, 1923.

"Mr. A. I. Judge.

Dear Mr. Judge: I regret that you were not in when I called at your office in Baltimore a few days ago, as I desired an opportunity to discuss with you the matter of purchasing raw stock on the basis of standard grades.

This Bureau has undertaken a study of this phase of the canning industry in an effort to determine the advisability of establishing Federal grades for cannery crops, beginning preferably with tomatoes, since this is one of the most important crops grown for cannery purposes. Official grades have already been formulated for fifteen fresh fruits and vegetables, thus providing a basis for contracts, sales, inspections, adjustments, etc., in the marketing of these commodities, but prior to this time no effort has been made to make these grades applicable to the requirements of the manufacturer of canned foods. Obviously the problems differ materially from those involved in the commercial packing of fresh fruits and vegetables.

There is little question as to the desirability of standards. If tomatoes could be bought by the canner on the basis of grade and a price paid for this raw stock that is commensurate with the quality delivered rather than on a flat average basis, a few of the canner's problems would undoubtedly be on the way to solution. It it recognized that these crops often show wide difference in quality, condition, maturity, etc., due to varying climatic, cultural and soil conditions as well as to the different degrees of care employed by the growers in handling the mature fruit. The value to the canner of a given lot of tomatoes is reflected directly by these differences in quality, and consequently it is impossible to

establish a flat price for a ton of tomatoes in a given section that will be just to the canner and to the grower under all conditions. Standard grades founded upon these variations in quality would provide a common language with which to describe each indiviual lot of tomatoes and would furnish a basis for establishing gradations in price corresponding to variations in quality. It seems reasonable to assume that such grades would be of material assistance in promoting fair and equitable business relations between the canner and the grower, since similar results have followed the adoption of practical grading plans in connection with the marketing of other commodities. Furthermore, the very fact that the delivery of high quality tomatoes would bring greater returns to the grower than one of poor quality, could not fail to encourage the improvement of cultural and handling methods, thereby raising the average quality of the crop in the territory in which these grades were used.

Although considerable work has been done by this Bureau in formulating standards for the grading and marketing of fresh fruits and vegetables, nevertheless since this is the first attempt to provide Federal grades for cannery crops, we shall be guided very largely by the advice, suggestions and information furnished us by those interested in the industry and familiar with its problems and commercial practices.

It is hardly to be expected that the grower of cannery tomatoes would use these proposed grades as a basis for separating the lots of different quality before hauling to the cannery. It appears to me that the canner is much more likely to use them as a basis for sampling the loads as they come to the receiving platform, thereby fixing the value of each lot. It is my impression that the canner ordinarily does not want the load sorted into more than one grade; he wants the culls left out, of course, but as a rule he is not prepared to handle lots of different quality separately, and the individual loads lose their identity immediately after being unloaded at the receiving station or platform.

The careful and conscientious grower would profit through such an application of these grades by receiving a return commensurate with the large amount of first quality tomatoes and the scarcity of culls in his load. On the other hand, a delivery of poor quality could be quite justly discounted in direct proportion to its actual value to the manufacturer. The canner buying on a grade basis would thus be enabled to secure tomatoes at a cost more nearly equivalent to their actual value.

Numerous difficulties may be anticipated in putting into effect a workable plan of grading raw stock. In the first place, there will have to be developed a method of sampling that is easy, quick and accurate, and that would not require an exceptionally high degree of technical training for its use. This brings to mind the possibility of frequent disagreements between the grower and canner as to the actual grade of a given load of tomatoes if the sampling is done by either party. Perhaps sooner or later it may be wise to provide for a system of inspection that would be entirely impartial, the cost of which would not be out of proportion to the service rendered and which would be promptly available in case of need. This Bureau now has in operation a nation-wide fruit and vegetable inspection service, the purpose of which is to determine, upon request of shipper, receiver, broker or other interested party, the quality, condition, grade, etc., of lots of fruits and vegetables, either at the terminal markets or at shipping points. It is altogether possible that if sufficient need and demand arose, the scope of this Government inspection service might be extended to include the inspection of cannery crops at delivery points, so that in cases of dispute the final grade determination might be placed in the hands of an impartial and competent inspector clothed with Federal authority.

Within a short time I hope to have some definite recommendations to make, both as to the wording of the standards themselves and how they may be put into effect. It must be understood that Federal grades for cannery tomatoes promulgated at this time will be only in tentative form and will be subject to revision if necessary in order to make them dovetail with good commercial practices. I propose to submit these standards to representative canners and growers for their criticisms and suggestions, with the expectation of being thereby enabled to improve the tentative draft considerably. I shall then give these tentative standards considerable publicity among the trade. If a number of manufacturers will adopt them as a basis for their 1924 contracts, it will provide us with an opportunity to observe next year how they work under actual commercial conditions.

I shall endeavor to keep you informed of the progress of this movement, as it is one of considerable importance to manufacturers of all canned fruits and vegetables and their by-products. Doubtless if the establishment of grades for tomatoes meets with success, it will be an encouragement for us to undertake a similar course in respect to other cannery crops. I shall appreciate any comments you care to make on this subject or any suggestions that occur to you as to the actual wording of the standards themselves.

Very truly yours."

C. IRVING KROH DEAD

THE industry in this section received a distinct shock when it was learned that one of its very active members and one who was rapidly making a name for himself had died suddenly. Mr. C. Irving Kroh, of Silver Run, in Western Maryland near Westminster, was brought to the Maryland University Hospital to be operated upon for appendicitis, and died under the operation on Saturday, October 13th. He was buried at home at Tuesday, October 16th.

Mr. Kroh's history is a most interesting one. He was a young man, about 40, and had been in the canning business less than ten years. He began as a small home-canner and the ridicule of his relatives and neighbors only stirred him to increased efforts and to the determination to make good at canning. His first and last aim was quality, and on that basis he built that small business a few years ago, amounting to but a few hundred cans per year, steadily upward, improving and extending his factory and increasing his output, until at the time of his death he had one of the best appointed factories in the business turning out upwards of a hundred thousand cases of goods yearly. During the war he made money and spent it in these factory improvements and built himself a veritable mansion nearby. In fact, he admitted that he went a little too fast in that, and when the slump came in 1920-21, he found himself somewhat pinched. But he set his shoulder to the job and last year showed marked progress, and those who ought to know say that he would have been clear and far ahead of his game with this season's operations had he lived. His was one of the most meteoric careers we have noted in the canning industry and his trouble was through no fault of his and solely because the unforeseen turn in the canned foods market, following the war, caught him as it did so many others. He was a quiet, unassuming little fellow, spoken of as the soul of honesty by all who dealt with him—his word as good as his bond, and he had begun to attract attention of the Association workers and to be put upon various committees. He told the writer when he first began that he intended to build his business on quality and to build it big, and he did just what he promised. The pity is that he could not live to enjoy the fruits of his energy and honesty and farsightedness.

JOHN HALLOWELL HEADS NUBIAN MYSTERY

Portland, Me., Oct. 11, 1923.

Dear Judge:

I have some awful good news in store for you, and I shall want to use some advertising in your valuable paper, and I want you to come right down on earth with your price to help a poor fellow out.

You know it has been years since the good Nubian Mystery started in Louisville. Kentucky. John J. Hallowell, of the T. A. James, Inc., of Philadelphia, is now its president, and a notice published by you to the stockholders of the great Nubian Mystery Company that they better get in touch with its president, as it is soon to declare another dividend, will be interesting.

I am just undecided at this time as to what space or method we will take to expose this long "sort for" enigma. but rest assured we have something good, for we never speak until we are spoken to.

With kind personal regards, I am,

Yours sincerely,

E. M. LANG, JR.

Bliss No. 15K Automatic Flanger



In Every Can Shop

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

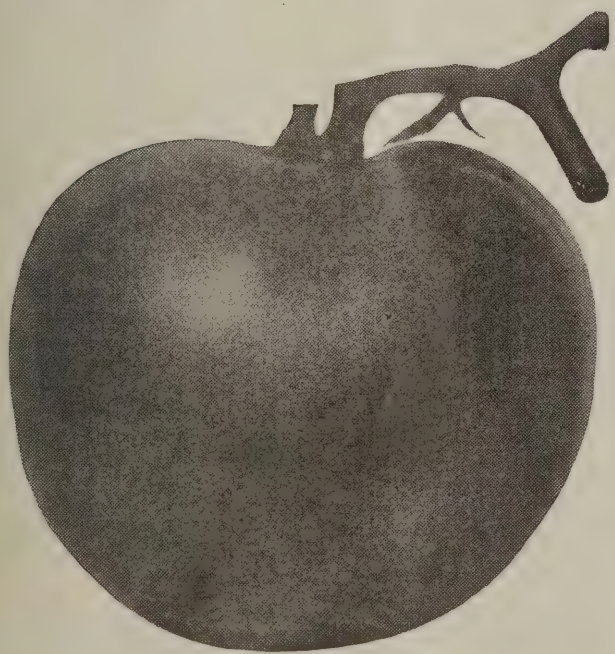
SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

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No. 384

REPRESENTED ON THE PACIFIC COAST BY
BERGER & CARTER CO.—San Francisco, Cal., Los Angeles. Cal., Portland, Ore.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

Before buying any of your Spot Seeds, take the matter up with us, stating kinds and quantities you want and let us quote you.

We have carefully grown stocks of——

Peas Okra Cabbage Cucumber
Corn Tomato Spinach Snap Beans
Beet Squash Pumpkin Cauliflower
Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

THE SWEET POTATO OUTLOOK

By John S. Dennee

Agricultural Statistician, United States Department of Agriculture, Bureau Agricultural Economics, Division of Crop Estimates.

THE outlook for sweet-potato growers and shippers is somewhat brighter than last season, when the heavy supplies caused low prices. Indications are for a total crop of 96,350,000 bushels, or 12 per cent below last year's production, and 2 per cent less than the 1921 crop. Largest proportional decrease is in the Northeastern section, where production promises to be cut about one-fourth. Compared with last year, very important decreases are noted in Delaware, New Jersey, Maryland and Virginia. Since one-half to two-thirds of all the sweet potatoes shipped to consuming centers come from those States, this cut will, of course, enter largely into the market situation.

The crop in the Northeastern section, however, is still 2,000,000 bushels above the 1921 production. The 10 Southern States expect about 15 per cent fewer sweet potatoes than last year, and about 9 per cent less than two seasons ago, their estimated crop being slightly above 76,000,000 bushels. In the Central district, Illinois, Kentucky and Missouri show some increase over the 1922 crop.

Georgia resumed first place this season as to volume of estimated production, and Alabama dropped to second place, followed closely by the Carolinas and Mississippi. Because most of the Southern sweets are consumed locally, the States leading in carlot shipments are Virginia, New Jersey, Delaware, Maryland and Tennessee.

Total shipments last season broke all records, reaching 21,574 carloads.

Movement was somewhat delayed this season, and to October 6th was nearly 1,450 cars behind last fall's output. Eastern Shore of Virginia has shipped about 225 carloads less than to this time last year, and other States are lagging. During the past week Virginia furnished 334 carloads, New Jersey 90, Maryland 53, and California 60 cars. The volume from the Eastern Shore alone has been 70 per cent of the total movement.

Shipments increased gradually during September, but as the liberal supplies in most markets caused price declines, shipments have decreased since week ending September 22nd, and last week were reduced 10 per cent, to 604 carloads. During the same week a year ago shipments filled 864 cars.

STANDARDS FOR SEED AND SHOW CORN

By J. E. Metzger and F. W. Oldenburg.

University of Maryland Extension Service.

INTRODUCTION.—A sample of show corn generally is representative of the variety and type which the individual grower prefers. Individual preferences, however, do not always represent the best interests either of a community or of an individual grower. To have as few types and varieties as possible facilitates not only the production of pure types, but the marketing of the commodity as well. Under the Federal Grain Standards Act, corn is either white or yellow, or it is mixed. A single wagon load of mixed corn in a car of otherwise uniform grade would make the entire lot grade "mixed corn," to the loss of the shippers concerned.

The main value of fairs and shows is their tendency toward standardization of the products grown and exhibited. The improvement in the quality and type of the corn exhibited in recent years in our community shows, our county fairs, our State corn show, and in the exhibits sent to the International Grain and Hay Show, has been unusually noticeable. The standards suggested in this bulletin are applicable to, and represent, the Johnson County White and Reid's Yellow Dent varieties as grown in Maryland. These varieties are adapted to most of the corn-growing sections of Maryland.

Chief Points to Observe.

General Quality—Firm, mature, sound and bright. The ears of corn must be ripe when husked, and dry when put on exhibit. To be sound, they must be free of disease of kernel or cob, and the kernel must be free of injury by mice or weevil. Avoid dull lifeless cars in making the selection.

Color—Uniform shade throughout. Yellow corn with white kernels or white corn with yellow kernels should be avoided. Ears of deep color should not be included in the same sample with ears of a lighter shade.

Shape of Ear—Nearly cylindrical. Most ears of corn have a slight taper. All ears in a sample should taper uniformly.

Length of Ear—From 9½ to 10½ inches. These measurements are the longer and shorter limits for corn exhibited at the International Show. They apply likewise to corn exhibited in Maryland except where provision is made for corn grown in the mountain district. For this section, the ears may be as short as 7 inches.

Circumference of Ear—Three-fourths of length. This measurement should be taken at a point one-third the distance from the butt to the tip of the ear. It is not advisable to use ears which have a circumference less than three-fourths of the length. A fraction over this circumference may be acceptable.

Number of Rows—18 to 20. In local and State shows where allowance is made for corn grown in the mountain district, the requirements permit 16 or 18 rows.

Shanks—White, clear, not shredded or discolored.

Kernel Shape—Width about one-half of depth with depth one-half to five-eighths inches. Extremely thick or thin kernels should be avoided.

Indentation—Medium. The edges of the crown of the kernel should be pinched, and when dry should nearly close over the cup. They should not be sharp, rough or form a hook or barb. Kernels that are characterized by a dimple or rounded dent are shallow.

Kernel Texture—The back of the kernel—the side opposite the germ—should be clear, horny and not "starchy." The layer of white starch at the top of the kernel should not be excessive. A "starchy" ear is light in weight and color. Starchiness in corn is reflected in reduced feeding value and yield.

Sanitary Cans for 1924.

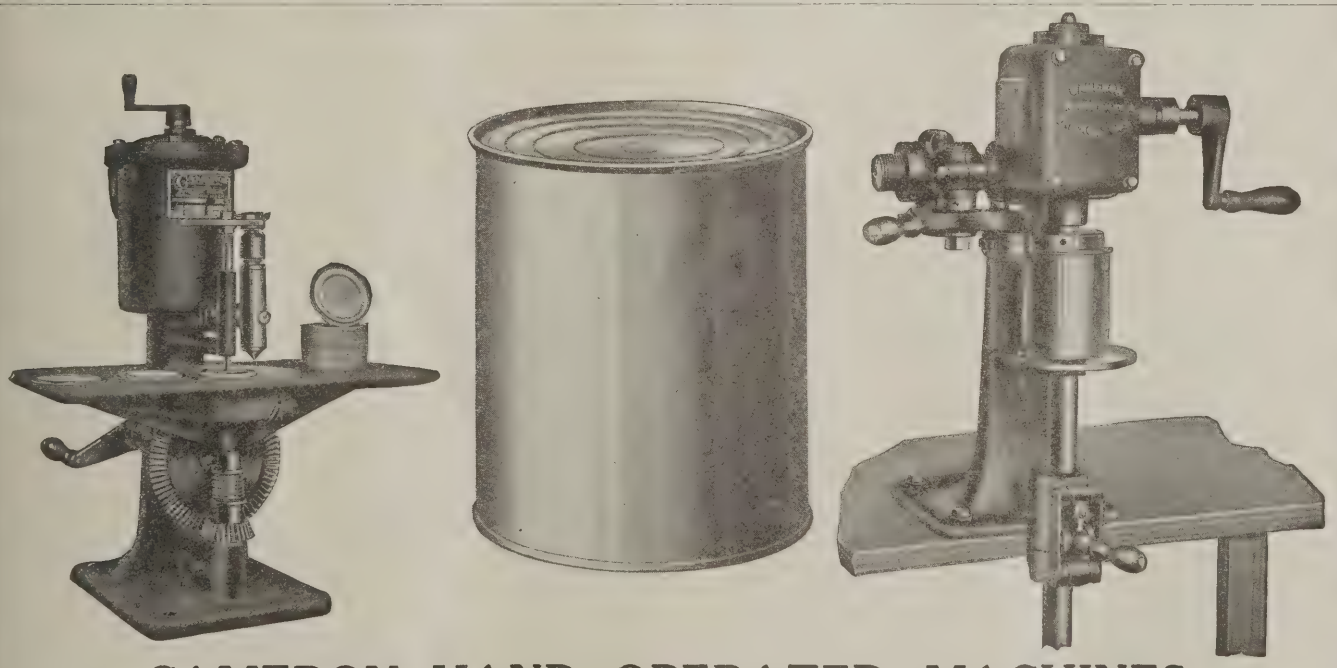
IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland



CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

23

A SWELL'S A SWELL, FOR A' THAT

REFERRING to our article "How Can a Leaky Can Be a Swell," in last week's issue, one writer, well known to all the industry as an expert on solder and metals, writes:

Portland, Me., Oct. 11, 1923.

A. I. Judge,
Editor, The Baltimore Trade,
Baltimore, Md.

My Dear Judge:

I have been a close student of almost every article published in your valuable trade paper since its first issue dated back to the Trade Sheet, edited by your dear old father. I recall in one Trade Sheet the big fire of Platt & Company's Canning Factory, canners of the famous Niger Brand of raw oysters, which threatened the destruction of your beautiful city, and I can see that label now, with the nigger opening his mouth already to partake one of those famous oysters, which made Baltimore the Mecca of oyster land. It shines like a mirror in my memory.

In the last issue of your Trade paper, October 8th, on page 12, with bold headlines, it says, "HOW CAN A LEAKY CAN BE A SWELL?" This question is asked by a London Respondent Distributor, who puts the question to Dr. Bigelow. My answer is your bold type headline: A LEAKY CAN.

Today the search of knowledge is original. It is no longer necessary or advisable for a person of original thought to play a lone hand, so long as the person has the ability he brings forth results. The results may be positive or negative, but they must be accurate, not guesses, so that when they are given out to the canning world, or consumers of canned foods, they may rest assured. He is dealing with facts, so far as it is humanly possible to obtain them. Seeing is believing, and you know the old farmer said feeling is the naked truth.

I would not want Dr. Bigelow to think I have taken issue with him on "How a Leaky Can Can Be a Swell;" for I know the average canner will give Dr. Bigelow credit for having answered the question intelligently, as he sees it, but I am sure it is just as clear as mud to the average layman.

Yours sincerely, in the faith of progress,

E. M. LANG, JR.

Leaving For Florida?

'Tis the last lump of winter
In the bin all alone;
All its brunette companions
Are burned up and gone;
No sign of its kindred
Is lingering nigh
To reflect back its blushes
For being sky-high.

I'll not leave thee, thou lone one,
To pine in the bin;
The rest are all ashes
Go, join now your kin;
Thus kindly I heave thee
Upon the fire's bed
Where thy mates once got rosy
But now are quite dead.

Oh, soon may I follow
And leave this distress
Where coal strikes and rail rates
Make life a sad mess:
When pockets are withered
And credit has flown
Oh, who would inhabit
This temperate zone?

VEGETABLES TO BE ADVERTISED

Vegetable Growers' Association Seeks to Popularize Slogan "Eat Vegetables for Vitamines" Through Advertising.

SOME 100,000 vegetable growers have adopted as their slogan "Eat Vegetables for Vitamines," says Interstate Grocer, and with the aid of a $1,000,000 advertising campaign are planning to make this slogan a household phrase. The plan is to be carried out under the supervision of the Vegetable Growers' Association of America.

Vegetables are to be advertised in every market garden center in the United States and their value as vitamine foods made the keynote of the campaign. Local associations and individuals will do the advertising in their own fields, but will use data for this advertising furnished by the National Association, it is stated. Thus the cost to the individual will be small, but in the aggregate possibly a million dollars will be spent by the 100,000 commercial growers, it is estimated.

Growers will also co-operate with the farm bureaus in circulating literature on the value of vegetables in the diet for health, vegetable cook-books, etc. An official four-color poster picturing various vegetables has been adopted and a badge or stamp will be given members of the National Association.

Some 1,500,000 acres is devoted to the production of the half-dozen vegetable crops most in demand, including celery, lettuce, tomatoes, onions, cauliflower, it is reported, and the vegetable industry produces annually about $200,000,000.

PASTORAL

We now behold
The pumpkin's gold
In every field.
From bursting pod
The goldenrod
Gives goodly yield.

The bumper crops
Of shredded hops
Are in the press.
And one and all
Proclaim the fall
A great success.

—By Wm. S. Adkins.

CALIFORNIA MARKET

(*Continued from page 31*)

A meeting of the Pacific Westbound Conference was held at San Francisco early in October, and it was decided to advance freight rates on trans-Pacific shipments of canned foods from $10 a ton to $12 a ton.

Salmon Ship Fails to Appear—A shipment of 40,000 cases of canned salmon from Alaska is believed to be a total loss in the motor ship Kennecott, which went ashore recently on Graham's Island, on the British Columbia coast.

Notes—Two fires occurred recently at the plant of the H. G. Prince Canning Company, San Leandro, Cal., causing a heavy loss. The first one destroyed two box cars loaded with box shook, and the following night a fire broke out in the warehouse, resulting in a loss of $75,000.

The Northern California Wholesale Grocers' Association has chosen officers for the ensuing year as follows: President. Ed. G. Williams, Dodge-Sweeney & Co.; vice-president, A. G. Falk, Sussman, Wormser & Co.; treasurer, A. Marre, Marre Bros., and directors, P. C. Drescher, Mebius, Drescher & Co., and Perry T. Cumberson, of the William Cluff Company.

C. J. Nouges, vice-president of the pioneer brokerage house of Parrott & Co., San Francisco, Cal., has left on an Eastern business trip.

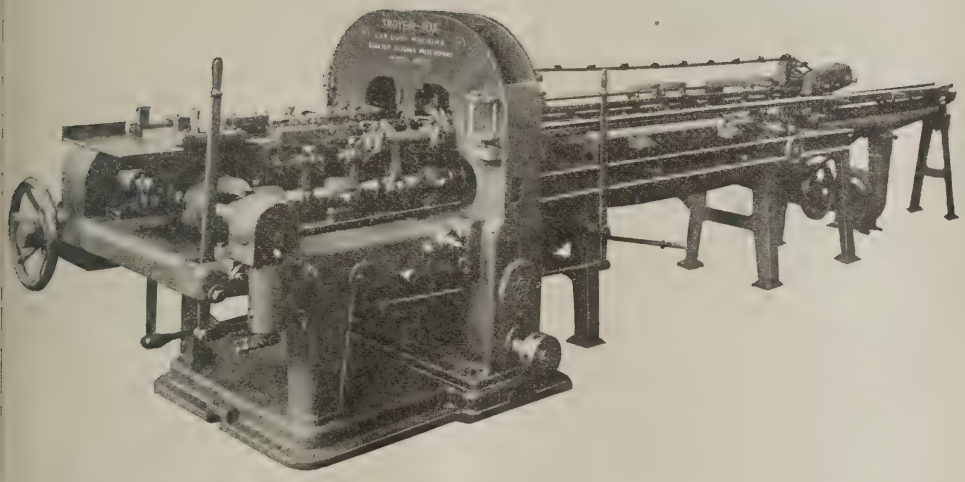
Prof. W. V. Cruess, of the fruit products laboratory of the University of California, Berkeley, and who lost his home in the great fire which visited that city in September, has left for Europe on a six months' leave of absence, to make a study of olive growing, processing and marketing. The California Olive Growers, a co-operative organization, with other olive interests, is assisting in making the trip possible.

"BERKELEY."

Troyer-Fox

High speed Body Machine, with side seam Soldering Device.

Patent claims on special designs have been allowed.



Two Hundred Twentyfive finished cans per minute, running week in and week out, at better than 99% efficient. Some weeks going as high as an average of 106,760 cans per 8 hr. day.

The Seattle Can Company thus reports the operation of their new Troyer-Fox line of can making machinery, running on 1 lb. Sanitary Salmon cans.

Speed 200 to 225 finished can bodies per minute.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
Old Colony Club,
Chicago, Ill.,

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

Disease Control in Black Raspberries

C. W. Bennett, Botanical Section of the Mich. Ag. Col.

THE growing of raspberries on a large scale and the bringing in of plants from older berry-growing States has led to the introduction and spread in Michigan of a number of destructive diseases. Plants are like animals, in that the greater number of a kind crowded together, the more disease one finds present. Raspberries are now grown intensively in several counties of the State, and diseases of various kinds are becoming more and more destructive. In the early days of the berry industry, planting and cultivation were the only things necessary to insure a large field. At the present time, with berry patches grown close together, the grower has ceased to expect his planting to produce the old-time yield or to last eight or ten years as they once did.

The problem of disease control and of bringing raspberry yields up to where they should be is primarily one of sanitation and seldom of stock from which to propagate. If best results are to be obtained, the grower must start with plants free from disease, or as nearly free as it is possible to obtain them. Disease-free plants at the present time cannot be bought in any State of the Union. Growers must produce their own supply of clean plants. Except where plantings are very badly diseased, the grower, by using proper methods of selection, can obtain his most reliable supply of plants from his own field. The cleaning up of raspberry diseases is a grower's problem. Young plants require just as intelligent and careful selection as the most successful growers give to the production of seed stock of beans or potatoes.

The selection of plants to tip should begin early in the season. With a little extra effort the most desirable plants in a field can be staked or marked in some way. If these plants are inspected several times through the season and the least desirable ones thrown out, the grower has for tipping purposes high-yielding plants which conform to his ideal of growth, shape and ability to stand up under all conditions. Perhaps not enough such plants can be found in an average patch to supply the number of tips needed for the new planting. Even if the start can be made with only a few plants, use of these for seed stock will in time give plantings which have back of them a percentage of vigorous, healthy individuals. With such plants any grower who cultivates well and maintains the fertility of his soil can expect maximum yields.

A program for obtaining plants relatively free from disease and for maintaining the health and vigor of the planting can be outlined as follows:

Select a Young Planting for Tipping—Two and three year old patches are very good; the first-year plantings give excellent tips, provided the soil is rich enough to induce a vigorous growth of new canes. In such plantings crown gall has had only a short time in which to spread from the few diseased individuals to the healthy ones. Old galls have not had so long to break from the plants and accumulate in the soil at a distance from the hill, and so the chance for a new tip's escaping infection is much greater.

Use only the largest and most vigorous plants for tipping, paying special attention to a healthy growth of new shoots. By eliminating all plants which show any tendency to be mottled, a large part of the blue stem and mosaic diseases can be eliminated.

Select long shoots and tip well away from the mother plant, as near between rows as convenient. This tipping away from the parent plant gives greater freedom from crown gall.

Locate on the farm for spring planting a spot of soil which has not grown raspberries, dewberries or blackberries for at least two years. A soil which has brown corn, wheat, or some other grain crop is excellent from the standpoint of freedom from disease.

Transplant the tips early in the spring and bury the entire tip. Special care should be taken to bury the old cane or to cut it off below the surface of the soil and remove it from the patch before the new growth starts. This old growth carries anthracnose disease, and by getting rid of it a new planting can be started off almost free from this trouble. The so-called tails have some use in marking rows, but they are very expensive markers.

Put on a dormant spray each year just before the buds start in the spring. For this spray lime sulphur, one gallon to twenty gallons of water gives good results.

Inspect the planting several times through the summer and pull out and remove from the patch all plants which show yellowing or mottling or blue striping of the canes. Every grower should become familiar with the mosaic and blue stem diseases and keep them rogued out of his young plantings. In most young plantings the percentage of these diseases is small, and prompt removal will prevent spread.

Remove all dead canes from the patch as soon as they are found. Most canes which are killed just before the berries ripen have cane blight. The cutting out of these will help control this disease.

For further information on Michigan raspberry diseases, see Michigan Experiment Station Quarterlies, Vol. 4, No. 4—May, 1922, and Vol. 5, No. 1—August, 1922.

THE WHOLESALE GROCER

By the Editor of a Grocery Paper

THE editor of the Modern Merchant and Grocery World, of Philadelphia, in an editorial headed "The Sickness of the Jobber," has just said:

President J. H. McLaurin, of the American (Southern) Wholesale Grocers' Association, made a most remarkable confession and appeal to the convention of the American Specialty Manufacturers' Association last week. This is what he said:

"The wholesale grocery business is sick—positively ill. I readily understand that such a statement is not a refreshing one, nor is it calculated to bring brightness and good cheer into the lives of the wholesale grocers. However, the statement cannot be contradicted, nor will a wholesale grocer be found with a disposition to debate it.

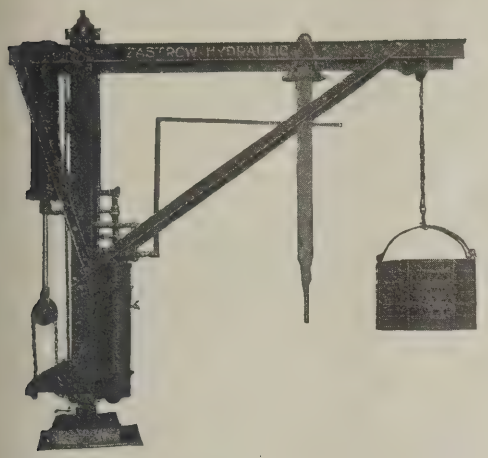
"Cut-throat piratical merchandising which obtains among jobbers throughout this country is the reason. While jobbers are disposed to attribute the conditions of things in the jobbing grocery business to the chain store and buying exchanges, that is 'begging the question,' and the real trouble lies with the wholesalers themselves. You can discount this statement all you please, but, take my word for it, you will indorse these views.."

There is no doubt that what he said is true; the Harvard report of the jobbing business for last year showed that the profit in the wholesale grocery business had practically reached the vanishing point.

Mr. McLaurin and other wholesale grocery representatives who spoke at the convention all seemed to agree that there was only one thing that could save the jobber from something pretty close to extinction. Not literal extinction—there will always be wholesale grocers—but a waning in importance so marked that the jobber could no longer be considered a factor of importance. That one thing is the exercise of such control over prices by the specialty manufacturer that wholesale grocers will be practically guaranteed a profit. If that isn't done, Mr. McLaurin predicted that the wholesale grocer will be pushed to the wall.

Well, what of it? I don't want to see failure come to any wholesale grocer who justifies his existence. If there are any who don't justify their existence, failure ought to come to them if they won't get out without, the sooner it comes the better for them and for everybody. If the wholesale grocer has failed to stand the test—if other agencies formed to do his work have done

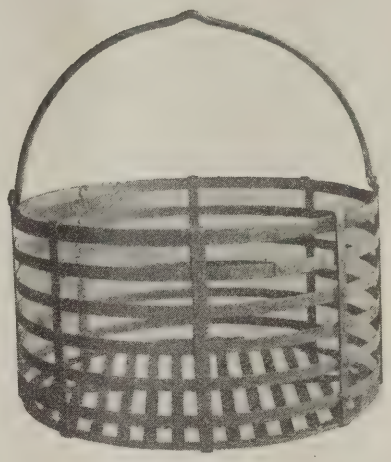
ZASTROW'S PROCESS ROOM EQUIPMENT



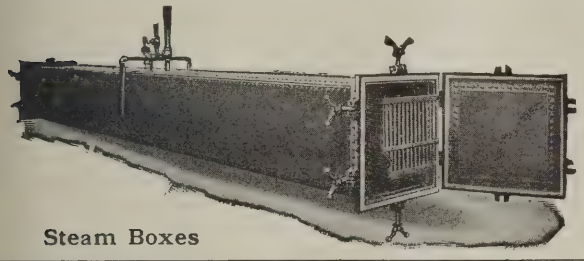
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



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We have named

Amscan Certified Sealing Fluid

(Color Certified Harmless To Foods)

The Golden Band

because it is the finest product of our laboratories. It not only is Golden in Color but Golden in Profits to the canner in the increased percentage of Perfectly Sealed Cans he produces when they are sealed with **The Golden Band.**

Canners: It is to your interest to make sure that your Canmaker always lines your cans and covers with **Amscan Certified Sealing Fluid—The Golden Band.**

Write for our booklet. "The Science of Sealing" and Sample can end lined with

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Supplied either in Concentrated or Ready - For - Use Form and either Fireproof or Non-Fireproof
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MAX AMS MACHINE CO. FOR ALL ANITARY CAN PRODUCTS YSTEMS NEW YORK CITY.

it more accpetably, with resultant disaster to him—if in the application of the rule of the survival of the fittest he has not survived, why should he be kept alive artificially? For the control of prices against their natural competitive trend would be wholly artificial.

I can give the wholesale grocers a formula by which they can justify their existence and assure themselves of a prosperous and permanent future. Instead of the large number of provincial and incompetent factors that now exist, let them cut out the dead wood and organize a few strong factors that could get close to the producing markets. Jobbers like that would be impregnable—nobody could even threaten their position.

WESTERN CANNERS' ASSOCIATION REVIEW

Office of Secretary,
12 East Grand Avenue, Chicago, Ill.
October 4th, 1923.

WE desire again to state that this is not the official organ of The Western Canners' Association, and must not be so considered. It is a news letter for the information of members and the opinion and statements herein are unofficial, the Secretary, as Editor, being solely responsible for them, not in official capacity or representing the Association, but as news Editor of the publication.

The 79th Semi-Annual Convention of The Western Canners' Association will be held at Hotel Sherman, Chicago, Monday, Tuesday, Wednesday, Thursday, Friday, November 5th, 6th 7th, 8th, 9th, 1923. The first two days will be devoted to conferences between the Conference Committees of The National Canners' Association, The National Wholesale Grocers' Association, The American Wholesale Grocers' Association, The National Association of Retail Grocers of U. S., The National Food Brokers' Association and The Western Canners' Association, in relation to matters of importance to be submitted to our Convention. The regular session of the Convention will begin Wednesday morning, November 7th, and will continue Thursday, November 8th, and Friday, November 9th, 1923. A special railroad rate of a full fare coming and half fare returning has been granted from nearly all parts of the United States by the Passenger Associations on the certificate plan. In order to get the special rate a full-rate ticket must be purchased at point of embarkation and a certificate obtained from the agent, then the certificate will be validated at the Convention and the agent at Chicago will sell a return ticket by the same route for half the regular fare. Be sure to get a certificate whether you expect to return by the same route or not, for we must have 250 validations in order to secure the special rate and every certificate may be needed. This is important.

The Conference Committee of the National Canners' Association in suggesting to wholesale grocers the establishment of warehouses by the canners in various localities, to which swells and leaky cans could be shipped by buyers for inspection, classification, redemption and destruction by the canners, evidently had the careful protection of the reputation of the canning industry in view:

First—That claims could be carefully and accurately adjusted and paid and no unfair or unjust claim would be allowed.

Second—That spoiled goods would be promptly destroyed, so that they could not possibly get into the hands of consumers, thereby protecting the canning industry from accusations of packing unwholesome foods, whereas if left with the buyers their thorough destruction might be neglected, and they might get into the hands of unscrupulous dealers, who would sell them to consumers.

Third—The expense of locating and maintaining inspection and elimination stations at various points would be borne by the canners, and the buyers need not be concerned about that feature. Canners would be well reimbursed for the expense by the protection of the reputation of the canning industry from charges of manufacturing unwholesome food, which is a vital consideration to all canners and to commercial canning.

Fourth—The allowance of a general percentage for swells would work an injustice to the careful canners, and would protect the careless canners from accountability for incompetency, and would cause carelessness and indifference on the part of buyers as to the disposition and destruction of swells and spoils.

Fifth—The zone warehouse and inspection system is absolutely essential to protection of the reputation of the canning industry, now that the government will not allow swells to be returned to the canners by freight. The government would undoubtedly permit such shipments to be made to the zone warehouses, where they could be inspected, claims allowed and the spoiled goods destroyed under the supervision of the public health authorities.

Please note that the date of the 79th Semi-Annual Convention of The Western Canners' Association has been extended to include Monday, November 5th, and Friday, November 9th. The first two days, Monday and Tuesday, will be devoted to meetings of Conference Committees as stated elsewhere in the Review. The regular session of the Convention will begin Wednesday morning, November 7th, and continue Thursday, November 8th, and Friday, November 9th. Get a certificate from railroad agent when you buy your ticket, whether you expect to use it or not. We have to have 250 certificates in order to secure the return half-fare rate. Many came to our Milwaukee Convention without certificates. Any one coming to this Convention without a certificate cannot get a return half fare, and we may conclude to have him arrested as a bootlegger or on some equally serious charge, as every certificate may be needed. Yes, the one-and-a-half rate is extended to ladies or any dependent member of your family, or any one connected with your cannery or firm.

There will be a great gathering of the canning clan at Chicago, November 5th, and members of the Executive Committee and Directors of the National Canners' Association will be there. The President of the American Wholesale Grocers' Association and the President of the National Wholesale Grocers' Association, and the President of the National Association of Retail Grocers and the President of the National Food Brokers' Association and the Conference Committees of those Associations will be present and, with the Conference Committee of The Western Canners' Association, will endeavor to agree upon important matters of policy and performance of interest to all. These conferences will be held Monday and Tuesday, November 5th and 6th. The regular session of the Convention will begin Wednesday, November 7th and continue Thursday and Friday.

There will be open forum discussion at the November Convention as to practical subjects, led by the Chairmen of the Western Canners' Association, on Pea Seed Supply—Traffic and Transportation—Cost Accounting—Factory Efficiency—Soil Conservation—Membership—By Products—Labels and Labeling—Disposition of Swells—Canners' Contracts, etc., and everyone present as active or associate members will be welcome to participate in the discussion.

Mr. W. Clapper, of Iowa, Chairman of our Transportation Committee, has applied to the Transcontinental Freight Bureau for a reduction of freight rates in canned foods to Pacific Coast terminals from Chicago and other points, in order to meet the water rate competition by Panama Canal. The matter is now under consideration, but canned foods had not been previously included in the application.

Samples of canned corn from Iowa, Illinois, Wisconsin, Indiana and Ohio of the 1923 pack, which have been sent to this office for inspection, show evidences of careful work on the part of canners and the qualities are unusually fine.

Iowa and Nebraska canners of corn find that their output this year will fall short of the yield they anticipated nearly a million cases. Their pack will be about the same as last year, which was small. Every case of the 1922 pack in those States

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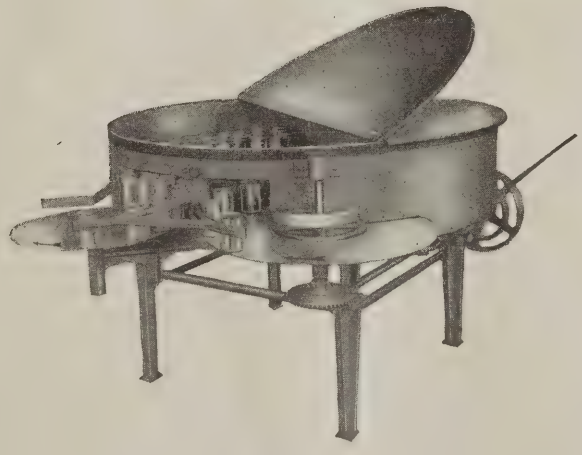
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AYARS ROTARY SYRUPER

With new improved valve
Cannot mash fruit
No metal touches metal.
New rubber makes new valve
No Parts to wear and leak



AYARS ROTARY EXHAUSTER

Takes No. 1 to No. 10 cans inclusive without any changing. Cans come out on delivery disk in a single row.—
Well and substantially built.

AYARS MACHINE COMPANY SALEM NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

and elsewhere, so far as can be learned, has been sold and the new pack arrives on a bare market.

The special rate of one and a half fare to the 79th Semi-Annual Convention of The Western Canners' Association at Chicago, applies to nearly all parts of the United States. Be sure to get a certificate of purchase when you buy your ticket to Chicago. If you do not you will have to pay full fare back. If the agent has no certificates ask him to give you a receipt showing purchase of the ticket. You can use the rate for any dependent member of your family or any one connected with the firm or corporation.

Ex-President Woodrow Wilson used a word in writing about a man he did not like some time ago, calling him a "marplot." In thinking about it, it seems to be a word which well fits the fellow who is always trying to create dissension between the canners and their customers, the wholesale and retail grocers.

Marplots are impractical, illogical and thoughtless people, who are constantly trying to start something in any organization to which they belong, in order to attract attention to themselves.

A marplot has not usually the ability to start anything constructive and always resorts to something destructive, because it is easier. It requires a broad and clear mind to uplift and build up. Any kind of a misguided mind can pull down. It takes an artist of genius and ability to create a beautiful picture. Any kind of a common mud-slinger can spoil it. No person is especially aimed at in this paragraph. It is just a little piece of constructive philosophy fired into the darkness.

There is a prospect of our having a delegation of canners from Canada at our November convention. The railroads have granted the one and a half fare rate from several points in the Dominion, and the canners have been invited to come. There are many canners in Canada and they pack goods of excellent quality, and large quantities of them.

There is a seller's market for canned foods this year in nearly all kinds and varieties. If the canners of the United States do not maintain their prices and sustain the market for their output this season, it would seem that they never will be able to do so. Every staple in canned foods of the 1922 pack is sold out clean, and the buyers are hungry for goods. They are buying carefully and not in a large speculative way, but they are buying frequently and constantly. This writer is closely in touch with the canned food market every day and in every way, and knows that it is going to be better and better for the owners of canned foods as the season advances.

A good live and reliable brokerage firm in Omaha wants some pea cannery accounts, and other canned foods accounts. The firm has recently enlarged its sales force and can handle another corn account or two. Write this office for the address. The firm is a member of this association.

A Milwaukee brokerage firm with a well-established trade, a member of this association, wants some tomato accounts and corn accounts, and could handle some accounts in other kinds of canned foods. Write this office. A St. Louis brokerage firm also needs some canners' accounts.

Are you a salesman? You may think you are, but are you? I must be shown! There is a membership application blank enclosed with this copy of the Review. Just as an experiment and as a test of salesmanship, from now until November 1st, 1923, anyone sending to this office an application for a new member to this association, active or associate, will be presented with an order for a good Waterman fountain pen, or a fine loose-leaf memorandum book, cover and filler, and the presentation will be made before the convention at Hotel Sherman if the recipient is present, or mailed, if otherwise. This proposition closes Nov. 1st, 1923. New members will be allowed all their constitutional privileges at the convention, and a prize as described will be given for each application sent in. Get a dozen and you will have enough fountain pens to last you all your life and to write your will at near its conclusion.

The National Canners Association will hold its annual convention at Buffalo, N. Y., in January next, and it will be a very important convention. There will be a fine canned foods exhibit and demonstration during that convention. Write to Secretary Frank Gorrell, 1739 H street, Northwest, Washington, D. C., and get all the particulars and arrange to make an exhibit. The space costs nothing beyond a few incidental items for decorating the booths.

The total output of canned peas for 1923 in the United States is nearly 14,000,000 cases, the largest output ever produced. Wisconsin packed a few cases less than in 1922 and California fell off about a quarter of a million cases; all other pea-canning States increased their output. Singular to state, nearly all this big output of peas is already sold out of first hands. The consumers licked up 13,000,000 cases of the 1922 pack clean and cried for more, and it seems that they will do the same with the pack of 1923.

Every president of a State canners' association, within the jurisdiction of this Association, are ex-officio, and by a paragraph in our constitution, vice-presidents of this, the Western Canners' Association. These vice-presidents are the presidents of the State Associations of Illinois, Indiana, New York, Iowa, Nebraska, Michigan, Minnesota, Missouri Valley Association, Ohio, Tennessee, Utah, Wisconsin. They are especially invited to attend our convention in November at Chicago of which particulars are given elsewhere in this Review.

Members who have not paid their dues for 1923 will oblige the secretary by mailing a check at once to this office. We must have all collections in before November 1st, 1923, otherwise we will have to mention delinquents in our report to our board of directors. Mail the check now, before you forget it, please!

"SAUERKRAUT DAYS"

WE have recently received posters and newspaper clippings announcing the celebration of Sauerkraut Days. One was held at Dubuque, Iowa, Saturday, September 22nd, and the other is to be held Saturday, October 6th, at Anderson's Park, Springfield, Minn. Both carry good programs of sports, speaking, etc. The program in Minnesota especially features Senator Elect Magnus Johnson.

We did not receive the Iowa notice in time to send our greetings but were in time for the celebration at Springfield, Minn., and sent the following wire to the Mayor of Springfield as the program mentions that he is to give an address:

"Clyde, Ohio, Oct. 5, 1923.

Mayor Louis Kreitinger,
Springfield, Minn.

At your convenience please convey to the participants of Sauerkraut Day the greetings and best wishes of this Association. Stop. We hope they will enjoy good health and live to celebrate many more such occasions. Stop. We only regret that we are not able to be with them to enjoy these festivities and the sauerkraut dinner. Cordially yours,

THE NATIONAL KRAUT PACKERS' ASS'N."

We are indebted to Mr. LaFrance, of the Pepin Pickling Co. for the clipping announcing the Springfield, Minn., Sauerkraut Day, and Martin Meeter, of the John Meeter & Son, Lansing, Ill., for the Iowa occasion.

We think this is "one" on all of us connected with the production of sauerkraut. While we are not familiar with the origin of Sauerkraut Days, yet we do not hear of anyone in the industry celebrating or causing the celebration of such days.

Let's start Sauerkraut Days in our local communities. It will create appetites for sauerkraut and help the whole industry. Let's not let the outsiders put one over us like this Who is the first?

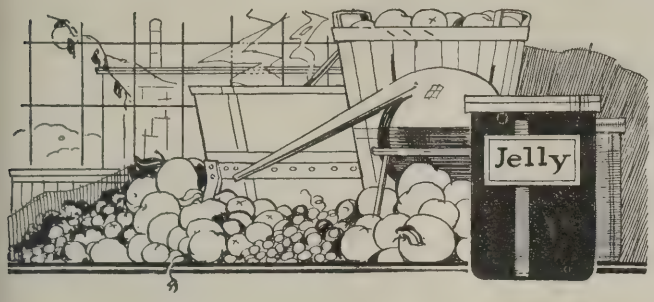
ROY IRONS,
The National Kraut Packers' Ass'n.

ENGLAND'S USE OF NITROGENEOUS FERTILIZERS

BEFORE the war England was the great producer of Sulphate of Ammonia for export. All the countries of the world that needed it and could not produce it themselves were her customers. In 1914 the United Kingdom produced 426,500 tons and exported 314,000 tons. The consumption for fertilizer purposes in England is given as only about 40,000 tons per year, however, this being supplemented by considerable nitrate of soda.

During the war English agriculture was forced to adopt intensive methods of food production, and attention was naturally directed to the utilization of their own domestic nitrogen supply. The advantages of Sulphate of Ammonia, which had for years been produced in their own gas and coke plants and had been hauled past their very gates to be shipped abroad, were presented to the British farmer and he was finally convinced.

The domestic consumption rose to as high as 269,000 tons in 1918, and even now, that the time of stress is past, the offici



LACTART

produces a smooth and even jell body

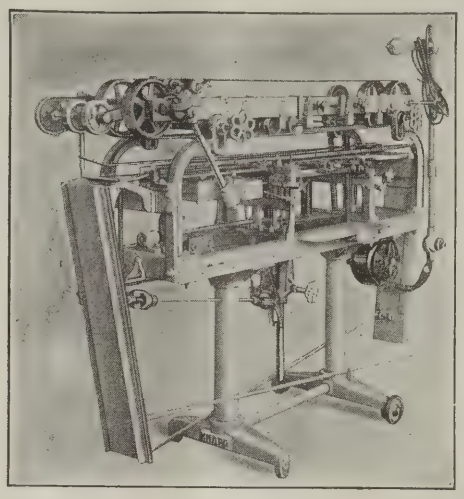
LACTART is slightly slower than harsher acids in setting jellies and produces a smoother and more even jell body. And for spreading jellies this is most desirable.

LACTART is highly refined, pure, edible Lactic Acid. It inhibits the crystallization of the sugar. It gives the desired acidity and blends perfectly without altering the flavor. It is the result of years of research and development. And to it is attributed diatetic value and digestible properties not found in other edible acids.

The knowledge and research of the Technical Staff of the Wamesit Chemical Company in the use of Lactart is at your service for consultation and advice without obligation.

Write today for samples of LACTART to test.

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The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
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figures show that it amounts to 134,000 tons for the year 1922-23. At the same time the use of nitrate of soda is now at about the same rate as before the war. In other words, the United Kingdom has found it profitable to add to her former consumption of chemical fertilizer ammoniates by increasing the use of Sulphate of Ammonia 230 per cent.

THE 1923 PEA PACK

By Frank T. Stare.

THE recently announced figures on the 1923 pea pack are no surprise to us and should be no surprise to the recipients of these letters. We have never been fooled for a minute. In our letter of September 1st in commenting on the size of the pack we said "and it was big as statistics will show. It is our business to know, not guess. Of course, we have known that yield per acre, generally, was short, and that an occasional canner was actually having a short pack. At the same time, we knew that the increased acreage would practically offset the shortage in yield.

The pack was abnormal rather than short. Nothing like the usual percentage of standard peas of the larger siftings, either Alaskas or sweets, were packed. They didn't grow that way. There was an actual shortage in standard No. 4 and No. 5 peas. While there was an unusually large percentage of the smaller siftings this year, they lacked quality. Therefore, there was an actual shortage in strictly fancy peas.

The significant thing in analyzing these figures is the ability of the country to absorb peas. This year's pack was approximately a million cases more than last year. It has practically all moved out of canners' hands and the trade is clamoring for more. The increase in consumption can best be visualized by the following tabulation of figures:

Five-year average ending with pack of 1913.. 6,002 800
Five-year average ending with pack of 1921.. 9,867,275
Five-year average ending with pack of 1922..10,629,844
Five-year average ending with pack of 1923..11 239,800

This would indicate an increase in consumption of more than 87 per cent during the last ten years. The increase during the three last five-year periods would, therefore, appear to be about normal. When it is taken into consideration that the per-capita consumption, computed on the basis of the 1923 pack, is only about 3 cans, it would seem that the industry is susceptible of considerable additional expansion if due consideration is given quality.

Outside of a few—not large—blocks of peas owned by speculators there are very few car lots of peas left in Wisconsin. A quarter of a million cases would be an outside figure of the total peas unsold in canners' hands. The clean-up will be complete and that very soon.

A CONVENTION TRUTH

WE get tired of our own chatter, once in a while, and we have been talking for snappy Convention stuff so long—and loud—that first thing we know some program builder (and that's a hard, tedious, thankless job) may feel inclined to accidentally on purpose drop a brick on our pate from the 11th story of his structure. Colonel Wrangler-ly, we observe, has taken our bait and ran away with it, and now says that the big Western meeting in his town on November 7th, 8th and 9th is going to be businesslike and practical, with not even an invocation—for if it depends on this Editor, as he threatens, there will be just an old-fashioned Sam Jones rip-snorter: Go to Hell! And so we hasten to say that all the trouble is not with the poor, hardworking Secretary who has to build the program. We suggest right here that at every Convention this fall each Association appoint a Special Program Committee for the next meeting, such committee to be composed of three or four or five of the most chronic kickers "that the Convention never does nothing." This will



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FRUIT JUICES-CIDER-VINEGAR---

Snow-white cotton filtermasse in Kiefer Filters gives beautiful luster and brilliance to fruit juices without lessening the flavor or imparting a foreign taste.

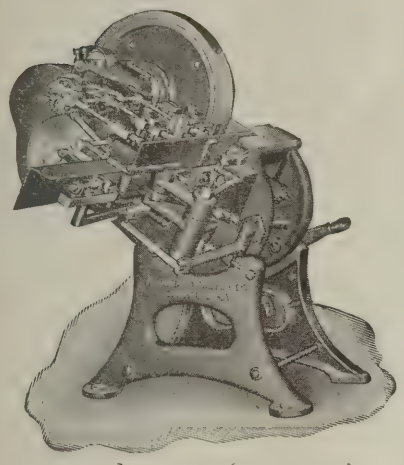
No other agent is necessary and your product has that cleanliness and polish that brand it an unusually good product.

We make many different types and sizes of filters for clarifying all kinds of liquids.

Write for catalog.

The Karl Kiefer Machine Co.
CINCINNATI, OHIO

No. 30A Automatic Strip Feed Press



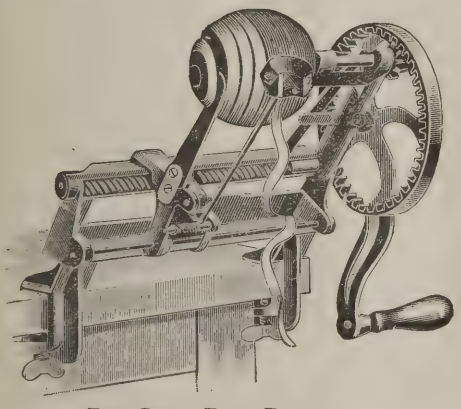
This Automatic Strip Feeding Press is adaptable to the rapid and economical production of can ends or other articles made from tinplate or light sheet metals up to 4'' round or square. The feeding mechanism is entirely automatic giving an output of from 60,000 to 100,000 a day and is arranged so that change gears may be utilized for handling from 3 to 20 cuts to the strip and stock up to 29'' in length. The positive action of feed not only allows a high capacity, but insures an accurate register for decorated work. As on all our automatic presses an improved friction brake is provided which does not engage crankshaft until clutch is released. To prevent damage to dies, press is equipped with a recent improvement which automatically stops the entire mechanism when conditions are not entirely regular. Standard equipment includes attachments for one size only with exception of dies. Attachments for additional sizes can be promptly furnished at extra cost.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

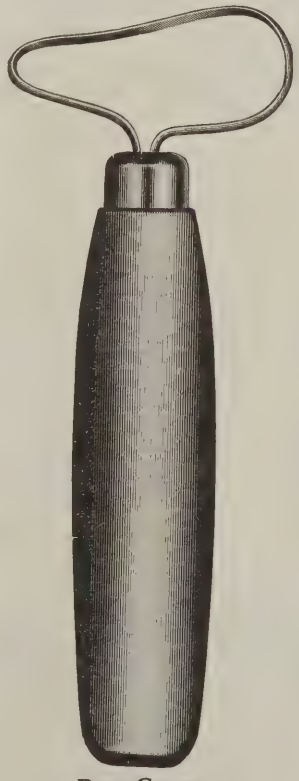
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Labeling Machines - Boxes - Paste



Bay State Pear Parer



Tackstick Paste



Pear Corers

Headquarters for Canners Machinery Supplies

A. K. Robins & Co. Baltimore, Maryland

effectually silence complaints by having the Convention do the things they think it should do—that is, it ought to do that. You think it will?

Here's the answer from the pen of Editor Buckley, the The Grocery World. Read this and ponder, some of you ever-present kickers:

Dull Conventions—In the last issue I commented on the published fact that at the last convention of the Missouri retailers there were only fifty-nine delegates. I said I thought the reaso was that so many retailers had learned by experience that attending conventions I said I thought the reason was that so many retailers who had told me that after sixteen years' regular attendance at his trade conventions (he was not a grocer) he had not gotten **one** concrete idea which he could apply to his business.

Apropos of this I have received from William Smedley, the efficient secretary of the Pennsylvania Retail Merchants' Association, the following tart, but perfectly apt retort:

> Dear Buckley: Some men's heads are too thick to get an idea into them. In other words, they do not know an idea when they come in contact with one.
>
> I am wondering if the man you quote ever in the sixteen years' attendance **gave** an idea?
>
> SMEDLEY.

This is a fair question, and puts a finger on the real reason why so many trade conventions are a gross waste of time. Most of the delegates go expecting to **get**, but give no time or preparation to **giving** anything. If they don't get, they are dissatisfied, forgetting that the other fellow feels the same, and that they are responsible for that. The convention being largely composed of getters rather than givers, the officers are left to supply everything, and they can't possibly swing it all. The most interesting matter which a trade paper can print comes from the subscribers, with the flavor of the store about it. So the best matter that comes up at a convention comes from the seats and not from the chair.

CONVENTION DATES

November 5th, 1923—Board of Directors, National Canners' Association, Hotel LaSalle, Chicago, 10 A. M.

November 7th, 8th, 9th—Western Canners, Hotel Sherman, Chicago. Semi-Annual Meeting.

November 13th to 16th—Wisconsin Pea Canners, Milwaukee Auditorium. Annual Meeting.

December 12th and 13th—New York State Canners, Hotel Powers, Rochester. Annual Meeting.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers, Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping us informed as far ahead of time as possible, and so keep this column correct and complete.

MARKET FOR FRUIT SIRUPS AND SOFT DRINKS IN MEXICO CITY

Warren Ullrich, Clerk to Trade Commissioner, Mexico City.

THE use of imported flavoring extracts in the manufacture of sirups, ice creams, cake icing and candies is fairly large in Mexico City, owing to the fact that locally made extracts can not compete in the high-class restaurants, soda fountains and bakeries with the foreign product. The flavors most in demand here in Mexico City are as follows: Vanilla, orange, lemon, cherry, sarsaparilla, grenadine, nectar, chocolate, grape, mint, mocha and maple. The mint flavor is the only one manufactured locally that can compete with the foreign product.

Fruit Juices Produced Locally—Imported Soft Drinks.

The majority of the fruit juices are put up locally because of the abundance of fruit available for this purpose. There are several manufacturers in Mexico City who are canning all kinds of fruit juices for the local trade. Probably the most popular of such juices are the pineapple, strawberry, raspberry and guava.

The market for American soft drinks is as yet very small. The largest user of a popular American drink is an American restaurant and soda fountain located in Mexico City. This firm uses one 50-gallon drum of this drink each month. All other soda fountains of lesser size are importing in 4 and 5 gallon lots. There is no sale of this drink in bottles, the only sale being made from the soda fountains, of which there are only four or five popular ones in the city. The use of American-made grape juice is beginning to develop, and it is believed that the sale will expand in the near future. Several well-known brands are now on the market and are being carried by the higher-class grocers and liquor wholesalers

Well-known brands of ginger ale are being imported from England and the United States in limited quantities for sale at soda fountains, clubs and many of the high-class cafes and cantinas. The American brands on the market are meeting with considerable competition from such British brands as Schwepper, Ross and Belfast, all of which find a fairly large sale. There is one locally manufactured brand, but it can not compete with the imported ginger ale.

Local manufacture of soft drinks in Mexico has been very slow and may be confined to one or two brands of soda pop which find a ready sale with the peon class only.

(A list of users of flavoring extracts and sirups, and importers of soft drinks in Mexico City can be obtained from the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce or its district or co-operative offices by referring to file No. C. I. 101.)

FRENCH MAY TRY NEW FISH-SHIPPING SCHEME

UNSATISFACTORY methods practiced in France for the preservation of fresh fish have led to an interesting experiment by the fisheries division of the government looking toward an improvement. The experiment consisted of the shipping of two cases of mackerel, conger eels and frog fish from the coast to Paris, one shipment containing fresh water ice, and the other salt water ice. According to Consul A. M. Thackara, in a report to the Department of Commerce, the sea water ice was prepared by the "Saugy" process and is white, opaque and sheet like in texture, but very closely compressed. It is friable and uniformly salty, its temperature varying from minus 4 to minus 6 contigrade. With equal quantities of fish and ice in each case, the following phenomena were observed upon the arrival of the shipments: The cases containing fresh water ice arrived with the temperature of the fish at 5 degrees centigrade, and the cases with the sea water ice the temperature of the fish was 2 degrees centigrade. The fisheries division came to the conclusion that sea water ice presents additional advantages to lower temperature in that its friability and the absence of sharp corners permit it to be laid about the fish without tearing the

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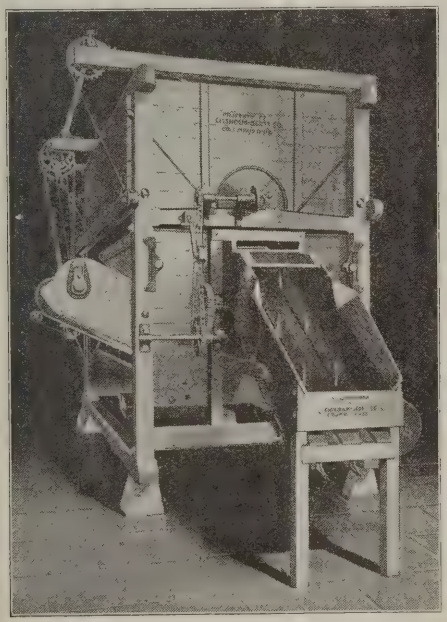
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JELLITAC
Made from wheat
Send for sample
Arthur S. Hoyt Co.,
90 West Broadway New York City
PASTE IT WITH JELLITAC "IT STICKS"

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LABELS

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VARNISHED,
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BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the man who use them."

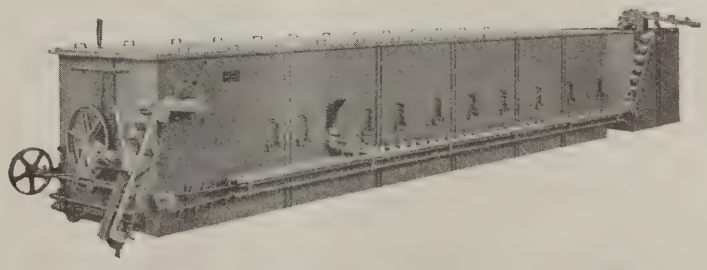
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The dependable performance and durable construction combined with the improved results in sterilization from uniform cooks have made A-B Cookers and Coolers first in the esteem of discriminating Canners.

Write for yours today.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



skin, and this friability further makes unnecessary any instrument for breaking the ice. When the sea water ice melts, the fish is left humid and salty as if in its natural element, no noxious effects on its tissues being observable. In localities placed near the coast where industrial establishments have not sufficient supplies of fresh water, there is permitted an unlimited manufacture of sea water ice with a very simple modification of the regular equipment of ice-making plants. A further use of sea water ice is foreseen in connection with the loading of refrigerating cars, permitting a much lower and more sustained temperature. However, to the use of sea water ice is the objection that it is more expensive in manufacture than the fresh water ice.

NORWEGIAN SARDINE CANNERIES IDLE

ORDERS for at least $1,500,000 worth of Norwegian sardines are now filed away with Stavanger firms, with poor prospects of filling even a fourth of them, says Consul George K. Stiles, in a report just received by the Department of Commerce. Only trifling quantities of bristling have been brought to Bergen sardine canneries, another of Norway's big fish canning centers, Consul Ifft reports. Similar situations are reported from Haugesund, Sondhordland, and Sogn og Fjordane. During the latter half of July and the first week of August there was a fine catch of bristling on the east coast and about the entrance of the Christiania fjord, but the little fish so far have only appeared in few numbers and at a few points in the western fjords and off the west coast. The long-continued cold weather in August practically killed all hopes of making up for the very poor catch in the spring and early summer. Most of the bristling in August ran very small, averaging about 32-34 fish to the can, which is much smaller than usually liked for the American market. With the present scarcity, however, American importers are bidding high for these usually little-liked packs. A realization of the present conditions has been brought home to the Maine sardine packers who, it is understood, are considering the packing of their fish in true Norwegian style.

ADVERTISEMENTS

By F. H. Bilderback, Bristol, Pa.

I hurry past the lyrics,
  Short stories, novels fine,
To scan the advertisements
  In some magazine of mine.

There's a world of fascination
  As I turn each rustling page;
But I miss the dear old pictures
  Of a departing age.

I'd like to see transfigured
  The old clock 'gainst the wall,
The folding rocker still holding
  Dad's hat inside the hall.

But there's a vivid story
  In each picture that I lime,
And an easy way of keeping
  Up with the present time.

A CORRECTION ON SPINACH PRICES

IN our Weekly Review, issue of October 15th, we said:

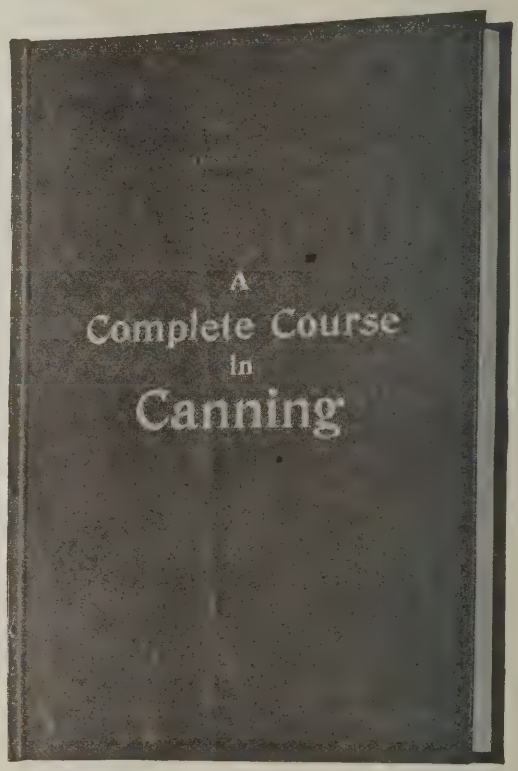
> "SPINACH—This was to have been the big week in fall spinach canning in this city, and there have been some fine loads of this vegetable come to town. It has been too dry and too cold, however, for the best interests of the crop. It tried to rain this week, but there was not enough to lay the dust. No. 3 spinach is quoted at $1.30."

One of our local canners was not slow to call our attention to this in the following words:

> "Little 'offside' on this price, I think. Have heard several packers' quotations were $1.50. Poor spinach brought 32½c to 35c last two days. At that, with the small yield this Fall, it will cost near $1.50 for a good full can."

We merely have to add that he is right. The spinach market (canned) has been on the jump and some brokers' circulars, as well as ourselves, were caught in this way.

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Working formula for the canning, pickling and preserving of all food products—Times, temperatures and particulars—

The only book of its kind.

PRICE $5.00

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THE CANNING TRADE

BALTIMORE, MD.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

THIS sign means a product guaranteed to the extent of refunding the full purchase price unless the buyer is fully satisfied —after use.

We Are the Only Manufacturers of Complete Equipment for Canning and Preserving Plants

OUR PRICES ARE RIGHT

SPRAGUE CANNING MACHINERY CO.

500 N. Dearborn St., Chicago

Factory, HOOPESTON, ILL.

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15 Wilson Street, Newark, N. Y.

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BUFFALO, N. Y.

SPECIALISTS IN THE MANUFACTURE OF
MARKING - STAMPING & STENCILING DEVICES
FOR THE
CANNING, PRESERVING AND PACKING INDUSTRY.

CASE STENCILS — RUBBER LOGOTYPES — CHECKS
STENCIL INKS — STEEL CAN TYPE — TICKET PUNCHES.

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. **Order from your supply house.**

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—8 Disc Sprague Hawkins Exhauster
1—40x60 Closed Retort
2—40x72 Closed Retorts
1—35 H. P. Buckeye Horizontal Engine
1—Sprague Lowe Hand Filling Table
1—Sieward Deep Well Pump
Process Kettles – Crates – Shafting – Hangers – Pulleys and other Canning Equipment.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—Cheap – one - 50'' diameter Copper Vacuum Pan (second hand) suitable for Tomato Pulp. Specifications on request.

Arthur Harris & Co., 212 Curtis St., Chicago, Ill.

FOR SALE—

We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A–1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—1 World Labeler, Junior for, bottles. Good as new, little used.

1 Haller bottle filler, 24 at a time. Will sell above right or take part payment in merchandise.

Address A-1106 care of The Canning Trade.

FOR SALE—

1 Sprague Automatic Weighing Machine, checking underweight and overweight cans (never used)
1 Sprague Economical Citrus Peeling Machine (never used)
1 Peerless 6 valve Brine or Syrup Machine (never used)
1 Sprague Hand pack fruit Filler (never used)
1 Sprague-Lowe-16 Ft. Rotary Washer with wooden slats

Prices on Application. Winter Haven Fruit Products Association, Eagle Lake, Florida.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A–1107 care of The Canning Trade.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

WANTED—One Adriance Double Seamer machine No. 125. Give age, condition and price.

Federal Can Co., Nashville, Tenn.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.

H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Canning factory in Western New York, equipped to handle Peas, String Beans, Corn, Beets, Tomatoes and Apples. Has private siding, ample water supply and good drainage.

Address Box A-1100 care of The Canning Trade.

EMPLOYMENT EXCHANGE

HELP WANTED.

High class canned foods saleman will entertain offer from reliable broker or canner. Address Box A-1096 care of The Canning Trade.

WANTED—Can Production Man and Assistant Superintendant. A splendid opening for a can man who can make cans at proper cost and get good production from modern equipment in a general and specialty line shop. Must have executive ability and be able to handle men. Apply by letter, giving fullest particulars. All applications will be considered as strictly confidential and carefully considered. For a capable and ambitious man this poistion presents unusual opportunities

Address Box B-1101 care of The Canning Trade.

WANTED—Practical canner for New Jersey factory, who understands the packing of cold process fruits, Tomato Soup, Cranberry Sauce and Maraschino Cherries. State age, salary expected, education, experience, references and full particulars in first letter. Excellent opportunity for right man. Replies confidential.

Address Box B-1099 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Butters. Would like to make connection.

S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.

WANTED—Position as processor by a successful manufacture of Catsup, Chili Sauce, Jams, Jellies, Preserves, Pork and Beans and other high grade food products. Wish position where I will have opportunity to make permanent connections. Can furnish best of references.

Address Box B-1103 care of The Canning Trade.

Experienced canned foods salesman acquainted with buyers and brokers over the entire United States wants to get in touch with a reliable canner, wanting to increase sales and distribution.

Address Box B-1105 care of The Canning Trade.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

TO THE MANUFACTURER OF TOMATO PRODUCTS

A complete analysis of each batch of your pulp and catsup will aid materially in its sale.

Special rates on daily counts.

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Baltimore, Maryland

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Automatic Can Making Machinery
BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

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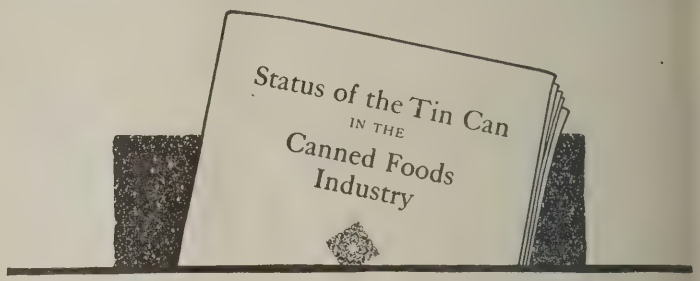
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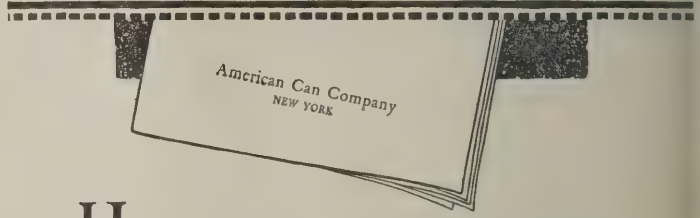
155 E. Superior St.,
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CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Use H & D Boxes

Low in Cost -- High in Safety

HERE are the most efficient and satisfactory boxes ever made for carrying canned goods shipments. Specially constructed for canned goods, their firm and sturdy walls keep the cans from rolling and wedging in transit and deliver them clean, unscratched and undented at destination.

You will welcome H & D Canned Goods Boxes for their lower initial cost, their convenience in handling and the minimizing of storage space.

Write today for our free "Canners Shipping Book". Menton your sizes and we'll send quotations and *free samples*. No oblgations for this service.



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Member Canning Machinery & Supplies Assn.
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King St. Subway & Hanna Ave.

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	.....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.15	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.10	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	Out	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.30	1.25
Fancy Shoepeg, f. o. b. factory.	1.40	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Rye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

2 Kinds, No. 2	.95	¶ .90
2 Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve. 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	1.20	1.20
Standard, No. 10	3.50	¶1.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2		
Standard, No. 2½		
Standard, No. 3		
Standard, No 10		

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.30	1.35
Standard, No. 3	1.40	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	.95
Standard, No. 3, f.o.b. Baltimore	1.10	1.00
Standard, No. 3, f.o.b. County	1.10	¶ .90
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	¶3.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.75	4.50
Standard, No. 10, f.o.b. County	4.60	4.50
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.35
Standard, No. 3, f.o.b. County	1.30	1.30
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	.97½
Standard, No. 2, f.o.b. County	.90	.95
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.65

TOMATO PULP‡

Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.00	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.60	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	6.00	....
Eastern Pie, Water, No. 10		....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	1.40	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.35
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.65

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.00
¼ Oil, Key	....	4.50
¼ Tomato, Key	....	4.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	4.25
¾ Mustard, Keyless	....	4.50
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	....
California, 1s	....	....
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	7.00
California, 1s, Striped	....	11.50

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, OCTOBER 22, 1923

WEEKLY REVIEW

Buyers and Canners Marking Time—Hard to Find Willing Sellers—Jobbers See That Better Prices Are Likely—Tomatoes Firm, But Unchanged—Corn Gaining Strength—Spinach Held at Higher Prices by Canners—Fruits Show Increasing Firmness.

MARKING TIME—We believe there is not much question but what all jobbers have come to realize that canned foods prices, as a whole, are due to remain strong and with most items in line for further advances. The effort, therefore, to wake up jobbers to this fact is useless—they know it; they are not overlooking it; but neither are they being moved into anything that looks like quickened action by it. They are getting in their futures now, and are distributing them as fast as they may, and this gives the day the appearance of much activity in canned foods, and that's enough. That the supplies will all be gone soon does not worry them. When the futures are distributed they will buy spots, they say; and when they are told that unless they get those spots right quickly they will not be able to buy them from canners, they just shrug their shoulders and reply: "All right; we will do without them, then." Such action as this is almost the death-knell to speculators, or at least it makes cold chills run down their spines.

On the other hand, the canners who have any surplus of any kind of goods feel just as confident about them as they do about money in bank. Brokers are finding that the canners are not anxious to hear of offers to buy; and unless those offers are well up to the full market prices the canners will not even hear of them! And even a premium with the order does not move many of the canners. The canners are looking forward to very much better prices; they know that stocks are cleaned down at the earliest point in history, and they also know that the country must have canned foods for the next eight or nine months—and they ask, where is it going to get them? It is said that above 80 per cent of the tomato pack has already been sold, and the fact that jobbers admit that they are carrying light stocks, and further that many of them are in the market now for tomatoes, makes the holders of tomatoes realize that they can sit tight and let the market come around to their ideas. It is a long, long ways to the next tomato-canning season, and the people will have tomatoes.

The result of all this is that the canner does not give a rap about the market just now, and the buyer pretends that he does not, so they are both just marking time. And as they stand still, so does the local market, no changes in prices being recorded this week here, although in most other sections, including California, the tomato market is on the rise.

The usual crop of rumors has gone its rounds this week: that California would pack an immense amount of tomatoes and load down the market; that it can can tomatoes clear up to Christmas time, etc., etc. Another rumor said that New York State's tomato vines are red with tomatoes and the canners there running for dear life. Personally we do not expect to see California have any canned tomatoes for sale to the East, and in fact tomato prices there are now higher than in the East. As for New York State glutting the tomato market—it is to laugh. We hope New York has gotten a much better crop of tomatoes than it ever dared expect, and that it will be able to fill its orders. New York State as a tomato-market-wrecker is a new one. Of course, there is the ever-present rumor about the size of the tomato pack. One man says he thinks it will run between ten and eleven million cases; others mention figures around this and then ask what we understand will be the tomato pack. Well, up to this time we do not understand, and therefore cannot answer. We do understand, however, that the Tri-States and possibly Ohio—and it is very spotty—are the only two places where the tomato crop was worth while this season. If you can make up the year's statistics from that—go to it.

As we have intimated the canned tomato market remains at the prices quoted last week, which may be found on their regular page. The conditions referred to in other markets will be found by consulting those market reports, and they need not be repeated here.

CORN—All information covering canned corn has a bullish tinge: the corn pack of 1923 is not only of much improved quality over the average year of the near past, but the output has fallen short of expectations—and in many cases of actual needs on futures, as, for instance, in Maine—and this has served to put corn in a strong position. Writing us recently, Secretary of the Western Canners' Association, Col. J. A. Lee (Wrangler), speaking of the corn market, said:

> "I defy anyone to understand the market philosophy of canned corn, or what the canners of corn base their selling policy on. It is about as difficult to establish an advance of five cents per dozen in canned corn as it is to do so in hominy or pork and beans, which are packed all the year round.
>
> It is said that there is a strong demand for fancy grades of canned corn at higher prices, but when it comes to standard and extra standard grades, the market is as flexible in varying as it was six months ago, when there was a big carry-over confronting the canners. God helps those who help themselves, but corn canners won't help themselves or permit anyone to do so."

As with tomatoes, the market prices on corn remain unchanged this week, standard crushed corn being quoted in this city at 95c, which will give an idea of conditions.

SPINACH—There seems to be a very grave difference of opinion between canners and buyers of spinch and some brokers. The packers of spinach are holding their goods at about $1.50 for No. 3's, well filled cans, and although we have had to call attention to an error made in this article in this column last week, elsewhere in this issue we note that brokers continue to mark it $1.40. The canners say that there is no money in spinach at such prices, and it is safe to say that it will not be canned if the buyers will not raise their prices to the first quotation mentioned by canners. In spite of the extremely dry weather we have had for more than a month, with the ground as hard as flint and wells going dry, the spinach crop seems to be doing fairly well; but this condition makes the outlook for the crop uncertain. Friday saw a break in this long spell, and this section, along with the rest of the country, had a good rain. More may be expected, and then cold weather. You will note that we have advanced our market prices, on the basis of brokers' prices, over last week's figures, but even so these prices are not up to a level with those quoted by canners.

SWEET POTATOES—Elsewhere we give a very good resume of the sweet potato crop and prospects by an expert on this, and we recommend a careful reading of it. From this it will be understood why quotations on this article are steadily improving. They have advanced all along the line this week, as you will see by consulting the market page.

PUMPKIN—Despite the reports from the heavy pumpkin-canning sections that the crop and pack will be below the average this season, our market prices are marked down this week in this market. Some of our nearby canners may be out for some small orders on this product, which is about the only explanation we would attempt on this peculiar fact. They have greatly improved the factory production facilities on pumpkin, and we presume the canners are anxious to give the consumers the benefit of this.

SAUR KRAUT—This item has scored a distinct advance all along the line in our quotations, and in this it merely reflects the situation as it is found in other sections. Kraut promises to be firm and advancing this fall, because the demand is rapidly increasing from the good advertising which the Kraut Association is doing, and because the crop of cabbage is not good. The day may not be far distant when all kraut will be eaten from the can, and no longer from the open barrel, and it is certainly worth noting when we can have a Sauer Kraut Day as well as an Apply Day and many other special days. Here as in other items all that the canners need do is pack a quality article. Sloppy, poor kraut is an abomination, while good kraut is a delight.

FRUITS—All reports show an improving tendency in fruits of of all kinds. This immediate market is no longer a great factor in fruits, but other sections report fruits advancing, with indications of higher prices in nearly all items. Our market prices remain unchanged this week.

NEW YORK MARKET

The Situation Is Strong, Statistically and Actually—Tomatoes Continue to Advance—Eighty Per Cent of the Tomato Pack Has Been Sold—Improved Conditions Due to Improved Quality—Corn Higher—Sardines Move Higher—Pineapple Strong—Pumpkin in Demand—Notes.

New York, Oct. 17, 1923.

STRONG—The general canned foods situation has undergone no material change during the past week. The situation is strong, statistically and actually, and the price trend is still upward on many of the leading items in the list. Canners' stocks are by far lighter than during the corresponding period last year and the year previous, and with no pressure to sell buyers are forced to pay canners' asking prices.

Tomatoes Still Ascending—Maryland tomato packers are still showing stronger views on tomatoes, and the upward march of prices continues. Standard 1s are now quoted firm at 65c per dozen, and many holders of 2s are demanding 95c, although it is stated that 90c can still be done. Standard 3s have marched up to $1.35 cannery, and 10s are being quoted firm at $5.00 by many holders, with the minority offering at $4.75. One well-known Maryland broker last week estimated that 80 per cent of the entire tomato pack had been sold, and this figure appears to be conservative. Distributors are picking up stocks right along, in anticipation of a probable shortage later on in the season. Recent comment by one Southern broker to the effect that, notwithstanding the general opposition to carrying over large inventory stocks, tomatoes showing 20 or more cents per dozen profit will be good property for the wholesale grocer on January 1st next, seems to about sum up the buyers' opinions on the subject.

Quality the Answer—From the writer's viewpoint, the answer to the flourishing condition of the entire canned foods market is not so much the fact that the packs have run light in many lines, but that the quality of the pack has improved. Take canned peas as an example. Early propaganda from the pea canners and brokers indicated that the pack this year would be a light one, but final figures show that the pack for the season exceeded that for 1922 in most of the packing sections. Despite the heavy pack this year, however, the pea market is practically bare of first-hand offerings and the peas have gone into consumption. The same is true of many other items in the canned foods list, and improved quality seems to be the answer.

Standard Corn Higher—Standard corn has been advanced another notch, and many of the packers now quote firm at $1.00 per dozen cannery, although some stock can still be picked up at 95c factory. The chain stores have been extensive operators in the market for standard corn and have been getting a heavy consumer demand at the low prices at which they have been selling—10c per can.

Fancy Corn Strong—Considerable strength is also shown by the market for fancy corn, as a result of the action of the Maine canners in announcing sharp pro-rating on orders for fancy Crosby and fancy Golden Bantam. As a result of this situation, more interest is being displayed by buyers in offerings of Western fancy corn, particularly of the Minnesota pack, which has come up rapidly during the past few years, as the result of the excellent quality corn which the packers have been putting into the cans.

Sardines Move Up—Quite a bit of activity in sardines is noted this week. The Booth Company has withdrawn from the market, many of the smaller factors are withdrawn, and the Seacoast Canning Company is accepting business only subject to confirmation. In a special letter on the situation, the Seacoast says: "The catch continues depressingly small. Improvements are spasmodic and of short duration. Subject to confirmation we can take only a limited amount of orders. Operating conditions make packing slow and very expensive. We expect to see higher prices before the year is over." The Seacoast is quoting the market on the following basis: Key quarter oil cartons, $5.40; keyless quarter oil, $4.50; key quarter oil decorated, $4.85; key quarter mustard carton, $5.40; keyless quarter mustards, $4.50; key three-quarters mustard cartons, $5.15; key three-quarters mustard decorated, $4.60; key quarters tomato carton, $5.90; key quarters smoked cartons, $5.75; key quarter smoked, wrapped and labeled. The Seacoast controls a number of leading brands, including Neptune, Arab, Elk, Anchor, Home Run, Bull Dog, Deep Blue Sea, Mikado, St. Bernard, Pot Luck, White Cross, King Cole, Seaco, Gamecock, Yankee Boy, Big Smoke, Water Witch, Shipmate, Toreador, Continental, Imperial, Possum, Conqueror, Sea Lion and Pine Tree.

Tuna Is Strong—A very firm market for all grades of tuna fish is noted. Resale transactions are limited to small quantities owing to the scarcity of stock available. White-meat halves command $12.50 per case, with 1s at $24.00 per case, ex warehouse New York. Several canners are sold out of striped, and as far as known all first-hand holdings of white meat are cleared. Canners are still offering small quantities of yellow-fin tuna and blue-fin tuna, caught in lower Mexican waters, and shipped to San Pedro under refrigeration and canned there.

Pineapple Strong—Continued firmness is reported in sliced Hawaiian pineapple on the spot position, and there is a good demand reported for both 2s and 2½s. Stocks for shipment from the Coast are not heavy, canners have disposed of their entire pack for 1923. In a few instances, pro-rating has been necessary. There is a good consuming call for pineapple, and the trade anticipates a clearance of the 1923 pack by the time the new packing season commences.

Cranberry Sauce Season—With the Thanksgiving season approaching, buyers are beginning to show more interest in canned

cranberry sauce, both the strained and the whole, and sales are picking up. The canning of this product is a comparatively new enterprise, although several well-known canners are now engaged in it. The Massachusetts and Jersey canners lead in this field.

Pumpkin Also In Demand—Pumpkin is also selling as the "punkin" pie season is at hand, and the local trade notes a good demand for both 3s and 10s. The Indiana pack is expected to be rather light this season.

California Fruits Selling—California canned fruits continue to meet with a good sale. Distributors have apparently arrived at the conclusion that prices now are as low as they are going to be on 1923 pack canned fruits, and they are beginning to buy to fill out their stocks. There has been quite a little buying during the past week or so to round out the assortments of private brands.

Royal Scarlet Campaign—R. C. Williams & Co. are conducting a street car and poster ad. campaign on their "Royal Scarlet" products. Thus far the campaign has concentrated on canned foods, a different commodity being advertised each week. Salmon steaks, sweet corn, and shrimp have been featured thus far. The advertising has resulted in increased sales of the general Royal Scarlet line, and it is conceivable that the cause of increased canned foods consumption is also receiving impetus as the result of this well-planned and well-executed campaign featuring one special brand.

Notes—George W. Cobb, of the American Can Company, is on a vacation in the Lake Placid country.

H. E. Savage, of the Hawaiian Pineapple Company, Ltd., accompanied by Mrs. Savage, came on from Honolulu for the World Series here last week.

Members of the local trade were shocked this week to learn of the death of C. Irving Kroh, well-known Westminster, Md., canner, who died while undergoing an operation on October 13th.

Roy Irons, secretary of the National Kraut Packers' Association, was in the market during the past week.

H. A. Heckman, Washington wholesale grocer, was in the market this week.

Melville L. Taylor, in charge of sales for the Seacoast Canning Co., is back from a successful trip through the Middle West.

The Continental Can Company is moving its executive offices from Syracuse to New York City.

"NEW YORK STATER."

ST. LOUIS MARKET

Market Active and Advancing in Most Lines—Jobbers Showing More Interest—Tomatoes Generally Firmer—California's Shortage of Tomatoes Disappointing—Corn Wanted —Pumpkin Joins the Advance—A Big Apple Growing Country.

St. Louis, Oct. 19, 1923.

THE MARKET—The general conditions here in St. Louis are very good. The market is active and prices are advancing in most lines. Jobbers are covering a great many items that a few weeks ago they were not at all interested in. They are also placing larger orders. The volume of business, however, is not as heavy as it should be. Although the larger distributors say they are not holding the quantity they should in their warehouses and under contract, they are not inclined to buy, as formerly, for use later on. Not only the canners, but the broker, believe the jobber has waited too long, and when he wants the goods he will have to pay higher prices and will not be able to get the brands he desires. Because of the packs being small on nearly every item, the trend of prices has been upward, and these prices will not doubt constantly increase.

Tomatoes—The season for tomato packing has about closed and only a few of the smaller ones are operating, but these are only doing so for a day or two each week. At all the packing centers prices are not only held firm, but they are constantly advancing. Cheap lots in many sections are not, as a rule, to be had. However, the usual offering by small canners who have not sufficient storage capacity to hold them, and are ready to make a quick sale for ready cash when they can get the price. The Indiana shortage is used as an argument by the packer in favor of a strong market. He says that the middle west packers will be compelled to draw on the South for supplies. California packers are also maintaining firm prices, and it is also said that packers in that state are finding it necessary to make pro rata deliveries. Here in St. Louis, due to the short crops in Missouri and Illinois, the market has advanced from 85 cents to $1.00 for No. 2. There have been comparatively no Indiana offerings at all. The demand from Western buyers has caused the Eastern market to advance. No. 10 have advanced to $5.00 on many Maryland. Some sales have been made on California No. 10 at $3.85 to $4.00, Standards with puree.

Corn—There is an urgent demand for corn, and there seems to be more willingness on the part of buyers to pay the prices demanded than they are to meet the sellers with reference to values of other staples. Any desirable lots are being picked up quickly when obtainable. The Middle West is said to be cleaned up on some sizes, particularly No. 10, and offerings of that size from other quarters are not very free. Reports received here from several of the larger Maine packers indicate that deliveries will not be over 60 per cent. Whole corn, it is stated, is firmer than other kinds, although a great deal of other style has been contracted for. The shortage in Maine and the demand for Middle West has given a feeling of confidence to canners.

Asparagus—Spot asparagus tips are scarce, and when quality and not brands are available they are quickly taken.

Peas—There has been nothing new on Wisconsin peas other than already reported.

Pumpkins—Much to the surprise of many, this item has sharply advanced. The prediction is freely made that we will see a repetition of last year on this commodity.

Fruits—More and more confidence exists on California fruit, so it is not believed, the brokers think, that now is the time to buy freely on contract. A stronger feeling exists in nearly all choice and fancy grades, as the pack is light. Distributors have bought as far as they care to go. It is said, however, that they will again begin to buy after the first of the year, when the present holdings have been liquidated.

Pineapple—Spot pineapples are not as strong as other packs. There is a fair movement, but only conservative buying is being indulged in by retailers.

Apples—Apples are firm, and the New York packers state there is a light crop.

Fish—Salmon are having a good call. Sardines are strong with a fairly satisfactory demand.

Milk—The demand for evaporated milk is quiet along normal lines with an unchanged market.

Although in many sections of the country the apple crop is reported light, over in Calhoun county, Illinois, there is a 500,000 barrel crop. Calhoun county is one of the largest apple-producing counties in the United States, and the movement of these apples is now under way. While the apples are moving the canners in that section are busy, and it is said there will be a large pack in that county.

The growers will receive approximately $2,000,000 for the crop, prices now ranging from $4 to $4.75 a barrel. Each barrel contains three bushels. Warehouses at Hamburg, Hardin, Kampsville and Mozier, the chief shipping points of the county, have been found inadequate to handle the crop and thousands of barrels are standing on the levees and in the streets. The congestion has been so great at Hamburg that for the last month all vehicular traffic has been restricted to a narrow lane in the center of the main street, not wide enough for two wagons to pass. One-way traffic has been established. All shipments are made by boat, Calhoun county being the only county in Illinois which has no railroad. About a third of the crop is shipped to St. Louis. The remainder goes through Alton or points north on the Illinois and Mississippi River. "MISSOURI."

CHICAGO MARKET

Movement Active—Heavy Receipts Fresh Fruits Causes Slackening of Demand for Canned Foods—Buyers Showing Interest in Spinach—California Said to Be Figuring On a Large Spinach Pack—No Pressure to Sell Any Goods.

Chicago, Oct. 19th, 1923.

MOVEMENT ACTIVE—The canned food demand seems to continue, especially in the big vegetable staples, corn, peas and tomatoes, and all down the vegetable line the movement is fairly active.

In canned fruits the market is more quiet, which is to be

attributed to the great abundance of fresh fruits with which all the big town and city markets are now loaded.

An enormous crop of grapes seems to have been grown everywhere, and the price at which they are being sold is very attractive to consumers. The large sized basket is being retailed for 75c, containing about 20 pounds. Then there are carloads of California grapes, and pears, and plums, and apples from everywhere, arriving altogether by the hundreds of carloads in Chicago daily. This situation practically sidetracks the sale of canned fruits for the time being. Grapes are daily arriving from Michigan by the steamer load.

Corn canning is about over. One can tell that this is so from the fact that roasting ears have disappeared from the fresh vegetable stores, and of course by the news from the canneries and the brokers.

The weather is very fine and bright, and is warm, and that is not conducive to an active consumption of canned foods.

Spinach—Some interest is being taken in canned spinach and buyers are asking for samples. Baltimore quoted 10s spinach of the new pack this week at $4.25 and 3s at $1.30, and I understand that some sales have been made. (Note—This Baltimore quotation was an error. It should have been $1.50.—Editor.)

California is arranging to pack a large output of spinach, I understand, and to make a competitive price for the Eastern trade. Many of our buyers who stayed away after California spinach a year or two, or more ago, are coming back to Eastern spinach. They state that the Eastern spinach is raised on clay or muck land, and that the California spinach is raised on sandy land and cannot be therefore so thoroughly freed from grit as the Eastern spinach, and that the latter is of a brighter green color and freer from coarse stems than the California product.

I am not going to express a personal opinion in relation to the relative merits of the two packs of spinach, but am just stating the views of two buyers who have returned to the Eastern pack after having gone West for their supply for several seasons.

This thing of comparing the respective merits of the output in canned foods of two or more sections of the country gets me into a lot of trouble frequently, and I have reformed.

If hereafter I cannot say anything good about a pack of canned foods, I am going to silence my voice, blunt my pen and throw a monkey wrench into the machinery of my Blick typewriter.

No Pressure to Sell—I have never known a season in the canning industry when at this time of the year there was as little pressure to sell goods as there seems to be now. Not even in speculative times in the war period was there such indifference on the part of sellers and such anxiety on the part of buyers.

I am told that when a broker gets an order from a wholesaler, and starts out to get it confirmed, that he usually finds, if there has been even less than the usual delay in negotiations, that the goods have been sold. Canners will not tie up their goods on sales subject to approval of sample, but stipulate that the sale must be made "if unsold when samples are approved."

Then I hear the brokers complaining that canners do not answer their letters or telegrams promptly, which is another indication of indifference to sales, but is a very bad practice.

Maybe now that canning is practically over, the canners will do better in that respect and answer their correspondence more promptly. They have been very busy for several months and have a good excuse for being dilatory correspondents, but now have none.

"WRANGLER."

CALIFORNIA MARKET

Small Orders Flooding In—Corporation's New Price List Shows Big Depletion of Stocks — Tomatoes Not Listed — Artichokes Expected to Go Well This Season—Forty Thousand Cases Salmon Believed Lost—Notes.

San Francisco, Oct. 18, 1923.

THE MARKET—The demand for California canned fruits continues much the same as for the past several weeks. Buyers are no longer expecting price concessions, but are taking goods at list prices. Orders are not large, but they continue to be numerous and the movement of canned fruits from California warehouses is far from being light. Very little foreign business is being booked, but this condition was foreseen and any marked demand in this direction would soon deplete stocks.

Immediate Delivery Business—The California Packing Corporation has put out a new price list, supplementing the one revised early in September. The new list contains thirty-eight fewer quotations than the one it supersedes, illustrating the manner in which stocks are dwindling away. Tomatoes have been withdrawn entirely and some fruits are getting down to a few sizes and grades. In speaking of the business on canned fruits, a member of the sales staff of this concern said: "Business continues to be very steady and of fair volume. A feature is the insistence of buyers on immediate deliveries. Almost every order has to be rushed, which indicates that stocks in jobbers' hands are light. This is true of orders from all parts of the country, and our shipping department is very busy."

Tomatoes—Additional rains have fallen in Northern and Central California, where the bulk of the tomato crop is grown, but tomatoes have not been damaged to any marked extent and canneries are still in operation. The output in general is disappointing and the shipping demand is absorbing more of the crop than usual. The California pack cannot be of very large proportions and word comes from Utah that the pack there is also proving light. A few concerns are still quoting canned tomaties, but several of the large factors have disposed of their expected output.

Artichokes—The artichoke crop is now ready for harvesting, and this vegetable is going forward to the Eastern markets in carload lots. The acreage has been greatly increased this year and artichokes are being grown commercially as far south as San Luis Obispo. Considerable success has been met with the canned product and the output will likely be increased this year, particularly if the fresh markets are not able to absorb the crop in full. This article merits more attention than has been given it by canners in general and there are those who express the opinion that properly packed and exploited it might take its place with asparagus in popularity. Like asparagus, it can be grown successfully only in a limited district, and like it, it has the advantage of being a very easily digested vegetable and one pleasing to most palates.

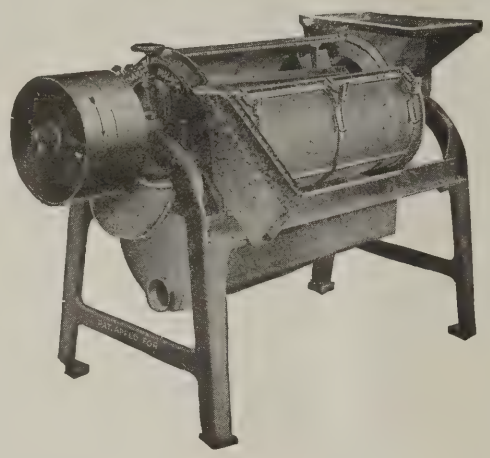
Brussels Sprouts—Opening prices on Brussels sprouts have been named by the Ocean Shore Canning Company, which has a plant at Halfmoon Bay, Cal. No. 2 medium is quoted at $1.75 and extra small at $1.80, with $8.00 and $8.25, respectively, for these grades in the No. 10 size. This is another distinctive California vegetable that is meeting with a good sale wherever introduced. This concern is also putting out a vegetable salad, which is offered at $2.65 for No. 2s.

Olives—The picking of olives is commencing in Northern California, where the crop ripens earlier than in other sections of the State, as do citrus fruits in general. Deliveries are being made to the California Olive Growers and $30 a ton is being advanced members. The crop in this part of the State promises to be a good one and the market for canned ripe olives shows signs of being more active than for several years.

Tuna—The demand for California white meat tuna is strong and the market is advancing. This grade is very scarce and sales are consequently confined to small lots. Buyers are offering $22, with some holders holding out for $24 a case.

The California State Railroad Commission is holding a hearing on the application of the California Packing Corporation and eleven other packers and canning companies for reparations for alleged excessive rates collected by the Southern Pacific Company on returned empty fruit and vegetable containers in carload lots during the "Federal guaranty" period, May 1 to September 1, 1920. The Commission recently decided that it has jurisdiction in the premises and the hearing is to determine if the complainants are entitled to reparations and in what amounts.

(*Markets Continued on Page 10*)



The Indiana Pulper

Is a Modern Hercules

This machine will handle more tomatoes, pumpkin, squash, apples etc., than any machine heretofore offered the canning industry. It does all this in a sanitary, economic, efficient way. By its use your yield and profits will increase, worries and labors will be lessened. The capacity is unlimited.

A team mate to the above is the Indiana Pulper Finisher. This machine will pulp and finish 5000 bu. of tomatoes in a day.

Copper Steam Jacket Kettles
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Indiana Pulper
Indiana Pulper Finisher
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Enamel Steel Tanks
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Etc.,

F. H. LANGSENKAMP INDIANAPOLIS

130-142 E. Georgia St.
Indianapolis Ind.

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SMILE AWHILE

ENTIRELY BALD

Skinnem had invented a new hair restorer, and had sent a large number of sample bottles out to various well-known people in the hope of securing some testimonials for advertising purposes.

"I don't know whether to publish this testimonial or not," he said to a friend who was calling upon him as he was opening the letters.

"What does it say?" inquired the other.

"Well, it says," said the proud inventor, "before I used your hair restorer I had three bald patches; now I have only one."

THE QUEERED EXCUSE

"I'm sorry your mother can't come, Winnie. What shall we do with the extra ticket?"

"Oh, give it to the man you go out to meet in the intervals, George; then he can come and sit with us!"—The Humorist (London).

THE JUDGE BELATED DINNER

Lord Shaw, of Dunfermline, tells an amusing story of an experience in the old days when the Scottish bench in Edinburgh were accustomed to dine at 4 o'clock in the afternoon, then went on till late or early, according to the cases before it.

At 2 o'clock one afternoon a client called on a distinguished jurist, and was told by the serving maid that he was at dinner.

"At dinner at 2 o'clock in the afternoon!" exclaimed the visitor, incredulously.

"Yes," replied the maid, "but it's yesterday's dinner he's eating the noon."—The Argonaut.

DOUBLE DISAPPOINTMENT

Rural Magistrate—I'll have to fine ye a dollar, Jeff.

Jeff—I'll have to borrow it off'n ye, Jedge.

Rural Magistrate—Great snakes! It was only to git a dollar that I was fining ye. Git out! Ye ain't guilty, anyway.—Regina (Canada) Leader.

WHAT HE MADE

He never made a buckle,
He never made a shoe;
And yet he stops to chuckle
At the work that men must do.

He never used a hammer,
He never held a saw;
But he often paused to clamor
On the prophets and the law.

"What have you made?" we queried,
"That thus you proudly walk;"
He answered, rather wearied,
"I've made a lot of talk!"

—Washington Star.

A WOODEN LEG

A young lady who was casting around to get a good second hand piano at a bargain, advertised as follows:

"Wanted a nice piano by a young lady with mahogany legs."

UNNECESSARY

Mr. Fussy—Here, waiter, bring me a spoon for my coffee.

Waiter—Sorry, sir, but we don't serve them—the music here is so stirring.—Hudsonian.

ALAS! 'TIS TRUE

Teacher (to pupil)—What is Science?

Pupil—Science is that branch of learning in which one person will prove the reason for a certain thing doing what it does, contrary to popular belief, and then another person will come along and prove it to be different and him to be a liar.—C. Willard Duckworth.

COR-WRECKT

Al. Bert—How do these love triangles usually end?

Phil. Bert—Most of them turn into a "wreck-tangle."—John Anderson, Jr

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, OCTOBER 29, 1923 No. 10

EDITORIAL

ANOTHER NOTED AMALGAMATION—In the center of this issue, in a two-page display announcement, the Sells Bros., well-known proprietors of the Peerless Husker Company, announce the taking over of the Sprague Canning Machinery Company, the one-time greatest of all canning machinery firms. To the man who has sat on the sidelines viewing the development of this great canning industry, watched its growth from a few thousand dollars in total production to an industry with a valuation of a billion dollars today; recorded and assisted, in an indirect way, the development of the first mechanical means used in the production of canned foods or the supplies used therein, and on up through this magical development to the perfected, entirely automatic factory of today, this announcement means more than a mere joining together of two great machinery firms. It recalls to this Looker-on the early days and the heart-breaking struggles of the first "machinery men," when "Dan" Trench, for instance, taking hold of the product of Welcome Sprague, made this corn cutter his bell-horse and gathered about him the various distinct units used in corn canning, and became known, very justly, as the father of the "unit system" in corn-canning machiery, and from a struggle for a mere existence built himself up high in the realms of finance, so potent in his position that he could never become President of the Canning Machinery and Supplies Association. For, not content with the development of an immense line of machinery of all kinds for the canning and preserving of all food products, "Dan" Trench branched out into other projects—established the first laboratory for the study of canners' problems, at Aspinwall, Pa., with Professor Duckwall in charge; took over the tottering "Canner" and rebuilt it into the splendid trade journal it is today; took up many new projects for improved methods of canning, some of which sapped his fortunes to the vanishing point, and brought the Sprague Canning Machinery Company into the hands of the lawyers. It brings back the days of Cox, Colbert, Warfield, Burt, Conant; the older Sells, father of Ogden, who has now put this deal across; of McCagg, Cottingham, Knapp, Stickney, Merrell- Soule, Hemingway, Kelly, Ulery and the many other pioneers in the machinery development of this industry, and of the Nortons, Stevensons, McDonalds, Sleeper, Jensen, Joslyn and many others in the can-making industry. Now comes the second generation, building better than their forebears, because they are building on the experiences and wisdom of those pioneers, and the whole canning industry profits from it. It used to be that combinations of this kind made men fear that their pocketbooks would be touched. Not so today, for they have learned that such combinations mean greater efficiency, better products, and usually at better prices.

The announcement tells the whole story—that while the Peerless Husker Company, as represented by the Sells brothers (Ogden, Millar and Neal), will bring to the Sprague Canning Machinery Company the same excellent management and progressiveness that have made their company so successful, the Peerless Husker Company will retain its identity and go on as of yore. Leland A. Babcock, the popular "Bab," who has been directing the destinies of the Sprague Company since the death of its President, will be there to continue his good work. The industry must take its hat off to Ogden Sells, Past-President of the Canning Machinery and Supplies Association, and the power behind the wonderful development of the Peerless Husker Company. Working alongside of his father, the patentee of the well-known husker, he helped add the touches which brought it from uncertainty to success; then took control of the business, and began by building quality into every unit. Followed then the acquisition of the Colbert Machinery Company's products, thus joining the products of two sons of famous early inventors in canning machinery, and the addition of others of their own production until they presented a formidable array of the latest and best canning-house machinery. The linking of these two great businesses will offer the industry a complete service of high-quality machinery, sold under fair competition and upon a high level of business ethics.

THE WHOLESALERS ARE COUNTING NOSES—The National Wholesale Grocers' Association has set about to find the actual sentiment of their members on this matter of the Swells Committee, and has taken a vote to see where each member stands. We are not a prophet nor a son of a prophet, and have no desire to prophesy, but we think it requires no prophesy to foretell what the outcome of that voting will be. Possibly the returns are already in, though we have not heard; but they will show a very decided, if not unanimous, desire for at least one-half of one per cent discount upon the face of the invoice to cover swells—and further deductions if further swells should happen to develop. Certainly the canners have no desire to antagonize their buyers, but they cannot, in justice to themselves, accept such a solution of this vexing question, because the losses would be too heavy on them, and there is no justice or economy in saying that this added expense could be put in the cost and the public made pay it. The easier way and the more just to all parties concerned is to decide upon the establishment of regional warehouses to which swelled canned foods and goods on which claims are made could be sent, and there be examined by all interested parties and honestly adjudged, the while being under the supervision of the food authorities, a feature these authorities insist upon retaining. The Board of Directors of the National Canners' Association will have this subject up before them on November 5th. The Western Canners' Association will meet in Chicago that week, and Secretary Gorrell has said that he will welcome all canners at the sessions of their Board, whether such canners be members of the Association or not. The industry should make its wishes known in this matter and stand with and behind its Association representatives so that this industry will present a united front. If you have not given this important matter serious consideration, do so at once; weigh all its possibilities and probabilities, and let these representatives know where you stand. If you are in favor of handing the jobbers the $1,600,000 annually, which is the amount represented by a discount of one-half of one per cent on only 50 per cent of a

normal output of canned foods, say so. If you think the losses through swells should be paid for only as they actually occur and are proven by expert examiners, say so. But don't ring in with that mass who want to give the buyers this sop on the sly; who do nothing but continually complain that the Associations do nothing, that this warehouse proposition is just another trick to get some fat salaries for someone. Have some opinion and backbone of your own and say what you want because you want it. So far as creating fat salaries for anyone is concerned, there is nothing of the kind in view. And even if there were, it would be worth while. The idea is to have the present force of the N. C. A. Laboratory do this inspecting as part of their duties, and they can do it. In fact, they are busy now making these examinations for members, and have been doing this for a long while. They are trained men, know how to do this work, and we need not point out what a contrast this makes with the usual swelled canned foods examiner.

Here is a chance for the industry to show its metal and to stand together. Let's see what it will do.

A GOOD SLOGAN—The California delegates to the N. C. A. Board meeting are in favor of the warehousing plan, saying: "The destruction must be real and not accompanied through the medium of a typewriter or billing machine."

OUR IMPORTS AND WHO USE THEM

Their Value and Diversification—Vital to Many Key Industries—Their Relation to the Well-being of All the American People.

Issued by the National Foreign Trade Council
India House, Hanover Square, New York City
October, 1923

TRADE is a two-way business. The effect of the export, or outgoing part, is much better understood among Americans than is the bearing of the import, or incoming, trade. Yet our imports contribute every day in numerous ways to the comfort, convenience or amusement of us all.

For instance, every time any person in the United States receives or spends a five-cent piece, its convenience has been served by our import trade. The common name of the coin, a "nickel," explains why. Nickel is the metal out of which the five-cent piece is coined. The Indian on one side and the buffalo on the other are native American products, but the nickel was not mined in the United States. It came to us as one of our imports from Canada or from New Caledonia—an island in the South Pacific Ocean. The nickel found in this country is so small in amount as to be commercially negligible. Thus even Uncle Sam's coinage system is dependent for this humble, but very useful, part on our import trade.

The significance of the import trade of the United States is often gauged by the volume and value of this movement standing alone, amounting, as it did in the calendar year 1922, to $3,112,548,772; but the ramifications of this movement are practically immeasurable in their relation to the well-being and prosperity of our people. Not only does the entry of crude materials for use in manufacturing together with semi-manufactured commodities for further use in manufacture, furnish our domestic industries with needed supplies, often essential to the very existence of those industries, but on many of these identical imports depends our ability to ship abroad our finished manufactures, thus building up a lucrative trade with other countries.

A summary of the reports made to the Bureau of the Census by the manufacturing establishments of the United States shows that the value of their products aggregated $43,672,785,000 in 1921, and that the average number of workers employed by them during that year was 8,395,000, whose wages ran into hundreds of millions of dollars. Without the necessary imports from foreign sources this wonderful showing could not have been made, nor would the United States hold its present enviable position as the leading manufacturing nation. That same year our agricultural production was valued at $12,402,000,000, and required the services of over ten million people. In large, although not exactly definable measure, this vast farm organization was dependent upon imported fertilizers and other foreign materials.

It must also be appreciated that the ability of the foreigner to dispose of his raw, semi-finished or completely manufactured products to us enables him to buy from us the wide variety of foodstuffs and manufactured articles which he may need or desire. In short, the larger the foreigner's sales to us, the greater will be his power to buy our copper, cotton, agricultural products, machinery, automobiles and innumerable other articles of utility and convenience in the production of which Americans excel. On the other hand, foreign finished manufactures, imported and sold in the American market, while in some lines competitive with our domestic industries, furnish us with a variety of goods often not produced here, thus rounding out our requirements.

With a view to getting the facts from basic sources regarding the significance of imports in their relation to American industries the National Foreign Trade Council asked a large number of domestic manufacturing concerns to list the materials of foreign origin which are essential or helpful in the manufacture of their products.

Some of the replies demonstrated that many of our industries could not exist without imports. Other answers revealed that, while for the great part, materials of domestic origin were relied on, there were nevertheless certain foreign products absolutely necessary to round out production. Some manufacturers stated that they were using nothing from abroad; but close analysis of this class of replies disclosed in a great many instances that the materials actually used by these manufacturers and regarded by them as raw materials depended in their original process of manufacture on various foreign materials, without which they could not have been made. Not infrequently, also, it developed that manufacturers using only domestic materials in their products employ tools or machinery in which foreign materials form essential parts.

It is, however, more particularly to our crude material imports and to the entries of manufacturers for further use in manufacturing that attention is invited, because of their basic importance to American industry and trade as a whole. No attempt has been made to mention every raw or semi-finished material that is imported; nor does the story of the use of different imports in our national life attempt to indicate the relative importance of such imports.

In the calendar year 1922 we combed the world's fields of production for raw materials for use in manufacturing to the value of $1,161,727,967, or 37.33 per cent of our total imports. In the same year our purchases of manufactures for further use in manufacturing aggregated $550,245,930, or 17.68 per cent of all our merchandise entries. Together these two classes of imports totaled 55.01 per cent of American incoming trade. Without these imports, covering such essential commodities as nickel, tin, rubber, copra, wool, hides, skins, chemicals, nitrate, potash, silk, flax, hemp, jute and a great variety of other basic materials drawn from every clime, our domestic industries in many primary lines would have ceased to produce, with resultant unemployment of labor, loss to capital invested, and denial to the American people generally of articles of utility, convenience or luxury to which they have become accustomed.

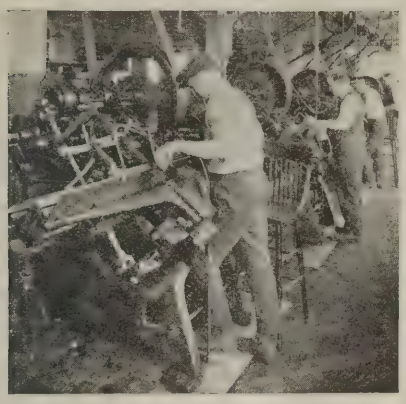
Our imports in 1922 of manufactures ready for consumption totaled $663,650,685, this accounting for 21.32 per cent of all merchandise imported. Other 1922 import items included foodstuffs in crude condition and food animals, appraised at $329,816,862, or 10.60 per cent., and foodstuffs partly or wholly manufactured, valued at $388,287,520, representing 12.47 per cent.

The outstanding fact about these figures is that America, with an actual increased productive capacity during the World War of approximately one-third over the pre-war year, 1913, is buying, and will continue to buy, an ever larger volume of the world's crude and rougher sort of materials to be worked up into finished goods for domestic consumption and for export. In 1922 the nation's foreign business gained nearly $3,000,000,000 over that of 1913. Great Britain's increase was but $1,300,000,000. The United States has become the world's great workshop, and, although possessed of the largest and most varied store of raw materials in the world, we must import a steadily increasing quantity of a great variety of supplies from every part of the globe in order to keep our factory sweels whirling and our multitude of workers occupied. No better indication of America's future in the world's business could be given than this increase in crude and semi-crude imports. This growth should be a cause for optimism to capital, labor and investor alike.

Imports of raw materials and merchandise are paid for in various ways, chiefly by the export of our own products. The important point, however, is not so much how they were paid for, but that in 1922, for instance, foreign producers and manufacturers, on account of their sales to us, received money or goods to the value of 3,112,548,000 American dollars. This not only enabled the foreign producer or manufacturer to pay his labor, finance his business, allow for depreciation, add to his plant, and presumably make a reasonable profit: it did much more. It put him in position to buy the additional materials—some of them no doubt from us—necessary to keep his enterprise going. Thus both foreign capital and labor were better enabled to satisfy in the American market their needs or desires for those things

(*Markets Continued on Page 12*)

Bliss Automatic Top and Bottom Presses



150 or More
No. 3 Sanitary Ends
a Minute

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery]

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

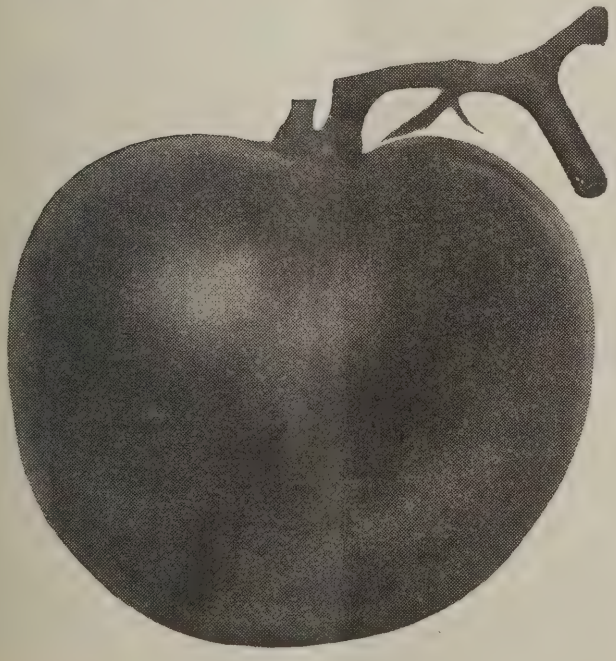
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No. 382

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BERGER & CARTER CO.—San Francisco, Cal., Los Angeles, Cal., Portland, Ore.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

Before buying any of your Spot Seeds, take the matter up with us, stating kinds and quantities you want and let us quote you.

We have carefully grown stocks of——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

How Cranberries are Handled and Canned.

The dish that made turkey famous now becoming a big seller in cans.

A reader sends an interesting account, adding that this Company will build another great factory at Wareham, Mass., next season.

IN less than two weeks berries from the enormous crop of the United Cape Cod Cranberry Company will start arriving from their various properties for packing and shipping from the large screen house at South Hanson. The building is being remodeled and the canning plant practically doubled. The company has been located in Hanson for the past 10 years, and is headed by Marcus L. Urann, who is known all over the country as expert in all phases of the growing and handling of cranberries.

The cranberry bogs of the company extend in all directions of this section and the Cape, the Harwich property being probably the greatest distance away. In the harvesting season there will be about 1,000 pickers at work for the concern, with 60 trucks on the road hauling berries. There will be 100 crews at work at as many different points within the 80 or more miles over which the Cape Cod Cranberry Co. owns bogs.

There are a great many screen houses on the properties, but all berries within 15 miles of Hanson are brought to the Hanson screen house for distribution. Last year a truck load of berries arrived at the screen house every 13 minutes. This year, with more trucks on the road and greater convenience in handling, a truck load will arrive every seven minutes. As many as 2,000 barrels a day have been handled. After being put through several machines which remove all vines and refuse, they are brought on a belt to benches at which the women screeners work, and the final screening is done.

The berries must, of course, be kept in a cool place, but the screeners must have a warm place to work efficiently. The arrangement of the room and belts is so well planned that the berries are in the warm room but 10 seconds for one position on the screening board and for the other position at the lower end of the board but 21 seconds.

The women work at a board, and so quickly do the berries move that they do not have time to sweat, and are returned to the packing room dry and firm and fit for long-distance shipping. They go from the screening boards to the containers, are nailed up and run on belts directly into the cars waiting on the company's side track. The number of containers are automatically counted as they pass into the cars.

The conditions throughout the whole screen house are of the best, and the work is so well planned that there is no lifting and moving from one floor to the other. Each step in the care of the berries carries them along to another machine for the next operation. The screening room where the women work is well lighted and heated, and each position is supplied with an electric drop-light for use when necessary.

The most modern of machinery is in use throughout the house and canning plant, much of it especially designed for the use of the United Cape Cod Co. Even the packing boxes are especially made with a cover arrangement, which cuts the cost of packing in half because it does away with the old way of filling the corners by hand. The arrangement has been patented by the company, and the box is known as the "Ful-Korner box." The boxes are made by the John Foster Co., which is located within a short distance of the screen house. The first order for the season has been placed with the Foster company and is for 50,000 boxes.

The canning factory, which joins the packing house, is equipped with eight aluminum kettles, a 125-horsepower boiler, has three floors in main buildings, 50 by 90, with additional storage of over an acre of floor space. The cook room is 40 feet square, with three stories of machines. Robert H. Hall, a canning expert and a graduate of Massachusetts Agricultural College, is superintendent of the canning department, and is assisted by Walter Caron, also from Amherst. All the machinery in this department is new and most up to date. They are run by Edison electric power, and here, also, as in the pacing house for fresh fruit, no handling or lifting is necessary. A large machine shop, well equipped, adjoins the plant, and is under the care of Herbert Belknap, of Bryantville. The large smokestack recently placed attracted a great deal of attention in the vicinity. It is 75 feet high and 30 inches in diameter. It weighed two and one-half tons and was raised in two and one-half hours with three-quarter-inch four-ply Plymouth cordage rope.

The United Cape Cod Co.'s canning factory is the only successful cranberry-canning plant known. Last year over a million cans were shipped, and but 22 claims were made for swelled cans.

Only the best vine-ripened berries are used for the canning and the most suitable berries are selected from the crops of over a thousand acres. The berries best to can are so mellow, juicy and tender that they would not stand shipping, and the berries while fresh and crisp and in the best condition, go immediately to the cook house. In fact, the work of packing the berries to ship, fresh, from which are selected those best to can, is so timed that usually the berries are cooking in the kettles within 15 minutes after leaving the cleaning machines.

The berries go through a blower to remove light, dry vines, leaves, etc., which are gathered with the fruit in harvesting and pass to hand-sorting tables, where all dirt or bad berries are removed. There is space at the tables for 40 workers. From the tables they go to a washing tank, after which they are dipped by machine from the tank to another machine, which again washes them and removes the stems. They then go to an elevator, which carries them to the top floor, where they are placed in open aluminum kettles and mixed with a hot syrup of granulated sugar and pure water. Five tons of sugar a day will be used when the plant is running at full capacity. The cook room is well lighted and is glassed in, as a protection from dust or dirt. The entire room is painted white, and all attendants will wear white uniforms. No outsiders will be allowed in this room, and the workers here are especially selected with regard to health and neatness. After the cooking, the sauce drops, by gravity, into a machine, which removes the skins, and then, by gravity, drops to the filling machine to be canned.

A car of empty cans will arrive every fourth day, and will set on a side track and be fed to a belt, upon which they are automatically washed, drained and delivered to the filling machines. The latest type of filling machines have been installed and cans may be filled at the rate of 200 to a minute. After filling, the can passes through a box of live steam, is sealed, and goes, with a thousand other cans, in a basket into a cement cooling tank six feet wide, 30 feet long, then hoisted by a crane to the second floor, and cans feed directly from these baskets to the labeler.

This machine is capable of labeling 70,000 cans a day. The cans are then placed in fiber cases, sealed and run down a gravity conveyer into a car waiting on the side track to receive them. The capacity of the plant is a carload a day.

Cranberries are rapidly becoming more widely known as a health food, and are described as the king of vitamines, making the vitamines of other foods available and an otherwise stale diet attractive. They have medicinal value, containing iron, lime, sugar and healthful acids easily assimilated by the most delicate stomach.

The Ocean Spray Brand Cranberry Sauce packed by the Cape Cod company is shipped to all points. July shipments this year were sent to San Francisco, Honolulu, Los Angeles, Dallas, New Orleans, Memphis, Atlanta, Jacksonville, Washington, New York, Philadelphia, Norfolk, Detroit, Indianapolis, Columbus, St. Louis, Toledo, Cleveland, Albany, Pittsburgh, Baltimore, Rochester, Syracuse, and more than 50 New England points. Orders for September delivery are more than entire pack of last year.

The canning plant will occupy about 50 workers, with about as many at work on the fresh fruit, in the season.

Sanitary Cans for 1924.

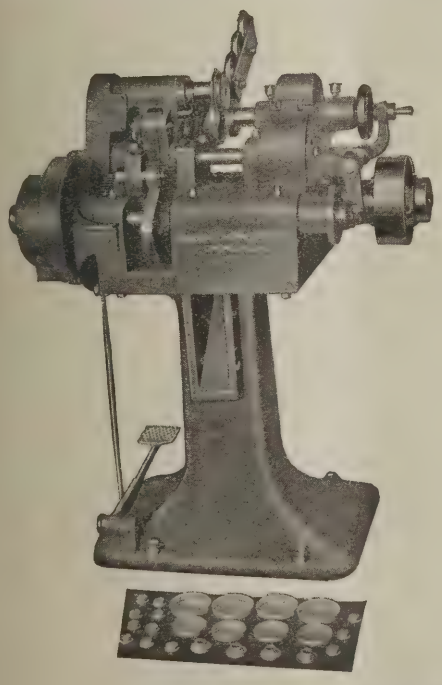
IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

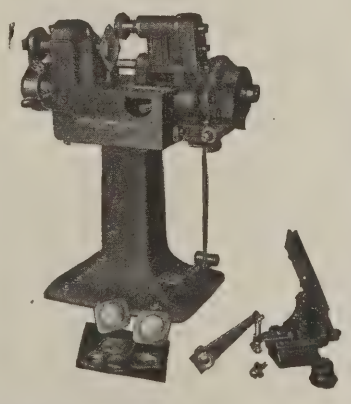


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

The United Cape Cod Cranberry Co. is also making a great many various bogs. In Bryantville, just below Mayflower Grove, a large 24-inch centrifugal pump, run by a 125-horsepower electric motor, has been installed. It is operated by Edison electric power, and is capable of covering 82 acres of bog land one foot deep in four hours. This will be a great saving of time to the company. When frosts are expected, the cranberries are protected by flooding with water from the various lakes in the section. A pump like the one installed in Bryantville has also been put in place at the property in Hanson at the rear of the Plymouth County Hospital.

OUR IMPORTS AND WHO USE THEM

(*Continued from page 8*)

which we produce in superlative fashion, and which are justly famed throughout the world.

Transportation of Imports—In the distribution of these imports among our manufacturers and merchants, transportation is the primary and vital step. Most imports come by ship, although railroads from Canada and Mexico bring their share. In 1922 American ships brought in cargoes valued at $900,399,902, or 33.55 per cent of our inward ocean commerce. This inbound freight is essential to the successful operation of an American merchant marine. Without it the homeward voyage would be a losing venture, and the outgoing freight rates would, therefore, have to be increased so as to cover the expenses of the whole trip. The transportation of imports provides employment both for capital and labor directly involved in ship operation; it also provides business indirectly for all that vast ramification of American industry and labor which supplies steel shapes and plates, which builds or repairs ships, and which furnishes marine engines or equipment.

Import tonnages have not been segregated from the general bulk of merchandise carried by our rail and domestic water-transportation lines, but the carriage of import freight from the chief seaports to other points is of large proportions. This traffic is of real value to the railroads and coastwise shipping companies, and to their thousands of employees. It calls for more and more equipment which the railroads must order if they are properly to handle the traffic. These orders are, in turn, translated into business for the steel mills, lumber camps, locomotive and car-building plants, all calling for the employment of thousands of men at good wages. To this large aggregation must be added thousands of transport workers on inland and coastwise craft, motor truck and other handlers, every one of whom is individually concerned with the larger volume of business resulting from the direct transportation of imports or of the vast tonnage of finished goods into fabrication of which the imports entered.

Tinware—One branch of the steel industry—the manufacture of tinplate—illustrates the dependence of the American people on foreign products for the comfort and convenience of their daily life, as well as for the maintenance of a great industry employing many thousands of workers. Tin itself is malleable and does not rust, as it is used in many alloys, as tinfoil, and as a protective coating on articles made of iron or steel. In literally numberless ways everyone of us every day makes some use of tin. Yet in 1921 the United States produced only four tons of tin in the whole of its domains. The remainder of the vast quantity which we used came from foreign lands, chiefly from the Malay Peninsula through the Straits Settlements, partly from China and partly from Bolivia. We imported more than 70,000 tons.

It is practically impossible to make a comprehensive enumeration of the myriad ways in which tin is utilized by American manufacturers in the production of a multitude of articles in everyday use in the home, in tools and machinery generally, as well as for construction purposes of all sorts. The average kitchen is, in a very real way, a permanent exposition of foreign trade, covering a wide range of articles indispensable to every home in the shape of tin utensils. The cans of fruits and meats and fish and vegetables and soups and oils that line the shelves of every grocer's shop in the country are made out of imported tin. So are the tubes of tooth paste and shaving soap in every bathroom.

What this raw or semi-manufactured tin in its various imported forms means to our industries is set forth in the Census reports for 1919 and 1921. Here we find that the domestic tinplate and terneplate industry numbered 24 establishments in 1919, with 3,122 wage earners, and representing a capital of $34,315,066. The wages paid in that year aggregated $5,756,417; cost of materials, $73,422,649; value of products, $97,404,720; an value added by manufacture, $23,982,071. Tinware manufactu ing plants in 1921 were set down at 244, with 22,711 wage earn ers, and value of products $168,304,813. No attempt is made t list the vast number of tinsmiths and dealers in tinware throug out the country.

Imports for Agriculture—In 1921 the following quantities fertilizer were imported (all in tons): nitrate of soda, 369,17 sulphate of ammonia, 4,677; bone dust, 21,516; lime nitroge 16,078; kainite, 69,076; manure salts, 38,648; muriate of potas 71,109; sulphate of potash, 11,124; other fertilizers, 77,762. Th colossal quantity of imported fertilizer has been spread all ov the United States. It has been applied in bulk to large farm while the small garden of the commuter has received some of in balanced fertilizer mixtures.

The two fertilizers most essential to the continuance of agr culture and horticulture are potash and nitrates. Both are pla foods, which when applied to the soil restore to it the elemen of fertility exhausted by previous crops. Without the use these two fertilizers, aided by phosphates, lime, etc., the produ tivity of American farms and gardens could not be maintaine for more than a brief period.

Potash is regarded as an essential to all complete fertilize and forms a part of practically all commercial fertilizer mi tures. Our tobacco and potato crops require the most intensiv application of potash, but cotton needs a great deal and co sumes the bulk of the potash used in this country. While som domestic production of potash was obtained during the wa practically our entire supply of this essential fertilizer is no obtained from Germany and France (Alsace).

Nitrates are also used in commercial fertilizer mixture but, unlike potash, they are used to a large extent by then selves, particularly in truck gardens and citrus groves. Som nitrates are derived from barnyard manures, slaughter-house b products, fish scrap and cottonseed meal; but these supplies a totally insufficient and the importation of Chilean nitrate of so is indispensable to American agriculture. The importance these foreign fertilizers is constantly increasing, as America farmers are learning that approved fertilization results in larg profits from their crops.

Imports for Pottery, Enamel and Glass Industries—Th basis of the pottery industry is kaolin clay. There is very litt good koalin in America. What is produced here is so poor mined and refined as to be negligible as a source of supply. is, therefore, absolutely necessary for the crockery industry import kaolin, mostly from England. From the same sour we get Cornwall stone, used as a flux.

In enamaled iron plumbing fixtures American manufacture use assorted pig iron, which is imported by them in large quant ties from Scotland and Belgium, and oxides of lead and zin which also come from foreign sources. Belgium supplies pebbl used as grinders, the Straits Settlements produce tin, whi Greenland sends kryolite.

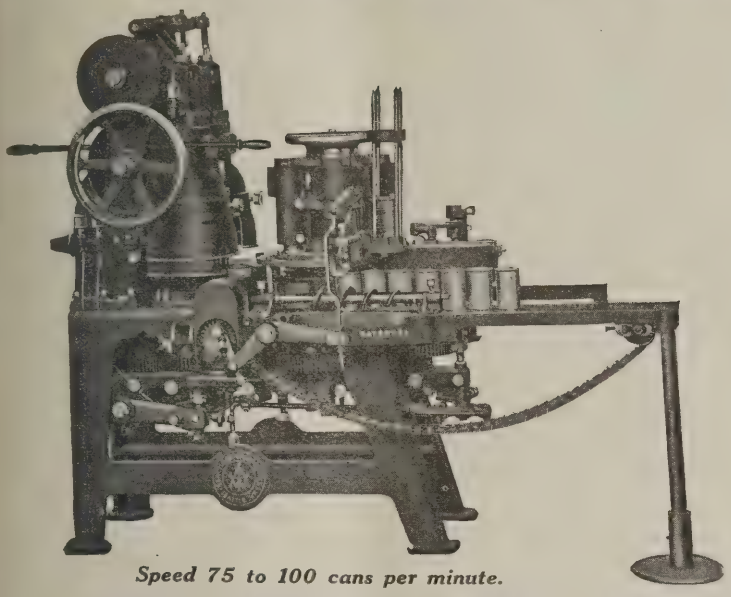
Some of our manufacturers use several different material which originate in foreign countries, in making porcelain enam and china ware. Some antimony oxide and barium carbona is imported to supplement the domestic supply. Nitrate of so comes from Chile. Makers of vitreous china fixtures use diffe net types of foreign feldspar-flint, and ball clay from England.

In the manufacture in this country of fruit jars, glass sp cialties, opal and amber ware for packers and druggists, foreig sources are drawn upon to an important degree. Of the foreig materials utilized, the most important are aluminum, antimon cobalt, boric acid, andlac. Bauxite, the ore from which aluminu is produced, is found in large deposits in France; Georgia fu nishes most of the domestic supply. The ore from which ant mony is extracted is known as stivnite, found principally Japan, Austria, France, Hungary, Algeria, Turkey and Mexic Some antimony comes from China; some is also found in Ca fornia and Nevada. Cobalt is found in Europe and Canad Boric acid comes from Italy and Germany principally; a litt is produced in California. Lac is imported chiefly from Northe Africa, in the form of gum. Chile is drawn on for sodiu nitrate, Germany for potash, Russia for a special quality of ma ganese, and Canada, Mexico, Japan and Belgium for arseni All these actually go into the glass.

Flint pebbles, imported from Denmark or Belgium, a essential for grinding glass. Felt from Belgium is an importa item in the manufacture of plate glass; it is used in polishi operations. Emery is also used in grinding plate glass. Som domestic emery is used, but it is necessary to import conside able quantities, principally from Turkey. Whiting also is us in the finishing operations and comes in the main from Englan

(To Be Continued Next Week)

Troyer-Fox



Speed 75 to 100 cans per minute.

NON-SPILL CLOSING MACHINES

receive the cans with a steady, continuous motion, applying the cover gently and eliminating excessive spill or overflow when sealing high floating fruits. This saving will justify the investment, to say nothing of many other advantages.

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HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

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Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

A Varietal Comparison of Tomatoes for Pulp and Condiments.

By Leroy V. Strasburger and Edw. H. Shaw, Jr.

SOME recent work done in the Mid-West should prove a profitable basis of experimentation for the canners of tomato products. In an effort to establish a comparative basis of results from different varieties of tomatoes, each farmer was furnished with a straight variety of plants from the seed beds of the canner. Accurate records were kept of the distribution of each variety and the yield, color and flavor therefrom. In all, four different strains were tried—Earliana, Chalk's Jewel, Beauty and Early Detroit.

These tomatoes furnished the raw material for two different factories, both, however, under the same management and supervised by the same scientific personnel. The greater part of the yield of 250 acres, averaging about ten tons to the acre, was turned into 1.045 pulp. The specific gravity control was excellent, the seasonal average for one plant being 1.0448, and the other almost as close to the desired standard. Extreme accuracy of gravity control was necessary in order that the figures concerning yield might give real indicative comparisons.

The pulp was cooked down in copper kettles of about 200 gallons capacity each. One hundred and forty-five gallons of cyclone juice, with the addition of three pounds of salt, was charged into each kettle. The only exception to this was in the case of the Beauty tomatoes, where excessive foaming of the juice cut the initial volume to one hundred and forty gallons. The volume of each batch of finished pulp was gauged and the ratio of finished product to raw juice calculated.

From the results obtained it is conclusive that the sugars and natural occurring mineral salts are at their maximum in the first tomatoes that fully mature on the vine. Daily variation was slight in most incidences until after the peak of the season, when the dimunition of the sugars and mineral content manifested itself by a falling off in yield. The great difference in yield of the several varieties at the early and late part of the season is highly interesting, as the following table will attest:

Variety	Gals. Cyclone Juice	Gals. 1.045 Pulp Early in Season	Per Cent Yield
Earliana	145	75	52
Chalk's Jewel	145	90	62
Beauty	140	95	66
Early Detroit	145	75	52

Variety	Gals. Cyclone Juice	Gals. 1.045 Pulp Early in Season	Per Cent Yield
Earliana	145	60	41
Chalk's Jewel	145	75	52
Beauty	140	70	50
Early Detroit	145	55	38

Average Yield—Early and Late in Season

Variety	Yield—Percentage
Earliana	46.50
Chalk's Jewel	57
Beauty	58
Early Detroit	45

Such figures as these are a revelation to the uninitiated, and since so little attention has been paid to this phase of the work, most of the canners must come under that category. That the variety of the raw stock should cause the difference in yield between 45 and 58 per cent, or, in other words, an increase in yield of almost one-third over the lowest figure, is to say the least astounding. It represents a difference to the producer between operating at a loss and operating at a healthy profit.

Other factors, however, enter into the selection of a standardized strain of raw material. Good tomato products are judged primarily by their color and flavor. Since appearance enters so deeply into the sale of his goods, the manufacturer must need pay some attention to the results obtained from different varieties of the raw stock. Flavor is essential, yet by judicious blending slight differences will pass unnoticed. This is especially true of catsup, where the added vinegar, salt, sugar and spices often conceals the tomato flavor in its entirety. In fact, were it not for the red color that the eye detects, we should have no means of knowing whether the basic element were potato pumpkin or ven tap water. A comparison of the color and flavor obtained in the product derived from the four varieties of tomatoes under observation follows:

Variety	Color	Flavor
Earliana	1st	4th
Chalk's Jewel	2nd	1st
Beauty	4th	2nd
Early Detroit	3rd	3rd

From these results it can readily be seen that there is no definite relationship between color and flavor in tomatoes of different varieties. Earliana gave the best colored pulp, yet produced the least desirable taste. Chalk's Jewel gave the best flavored pulp and was also possessed of a very good color.

With such records as these it was easy enough to select the best variety for this particular case. The Beauty gave the best yield, a good flavor, but a poor color. Coupled with this was the fact that it showed a greater variation in yield from day to day and even from hatch to hatch, than any other variety. This strain likewise produced excessive foaming in the kettles, and was in every way difficult to handle. Both the Earliana and Early Detroit gave yields that were far too low. By the process of elimination Chalk's Jewel was chosen as the most desirable specie; its yield was good, color good and flavor excellent. Until further experiments find something more satisfactory it will stand as the adopted standard for the cannery in question.

What should this mean to other canners of tomato products? It should signify that their success can be greatly amplified and their product improved by a proper selection and cultivation of the raw material. The above results should by no means be taken literally—the variety that proved best in this case may fail wretchedly in another locality. It is a well-known fact that conditions of soil, climate and methods of cultviation cause wide differences in results in places only a few miles apart. A tonic to one may prove poison to another.

Just as each of us must work out his own destiny, so each canner must determine by careful and well-planned trial the variety of tomato best suited to his own individual needs. Such work might well be started during the coming season by planting a few acres each in several varieties, then keeping all of the conditions surrounding the growing as much alike as possible to obtain comparable results. When promising results are obtained the work may be carried further, until a point is reached where careful and painstaking efforts locate the variety or varieties that should be used. It is a real opportunity to better conditions and to better the industry.

CHISHOLM-SCOTT CO.'S NEW FACTORY OPENED

Large Crowd Feasted and Entertained at Columbus, Wis.

ONE of the greatest discoveries in the canning industry was that of the Viner, which made the canning of peas largely what it is today, and it is possibly on this account that the Scotts are so fond of Columbus. You know they moved their offices and factory from that well-known metropolis, Cadiz, Ohio to Columbus, Ohio, and now they have built and equipped their latest and best addition at Columbus, Wis.

The formal opening of this new plant at Columbus, Wis was held on November 10th, and, as might be supposed, lavish hospitality was the keynote of the occasion. And was the crowd of canners there? All "Thom" Scott has to do is to raise his finger, beckoning the canners of Wisconsin and surrounding territory, and they come a-running. The local paper, the Columbus Republican, commenting on the occasion, said:



ARABOL LABEL PASTE

No matter where you are located you can order your supplies of famous ARABOL adhesives from any of our convenient sales branches. Plentiful supplies of pastes and glues, all fresh from the great ARABOL factories, are ready for immediate use—and close at hand. Send your orders or inquiries to any of our following divisional headquarters:

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SAN FRANCISCO
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331 West Julian St.

LOS ANGELES
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PORTLAND, Ore.
92 First St.

ST. LOUIS
4592 Sullivan St.

TORONTO
13 King St. West

NEW ORLEANS
305 Magazine St.

MONTREAL
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THE ARABOL MANUFACTURING CO.

Executive Offices: 110 E. 42nd. St.,

NEW YORK

IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

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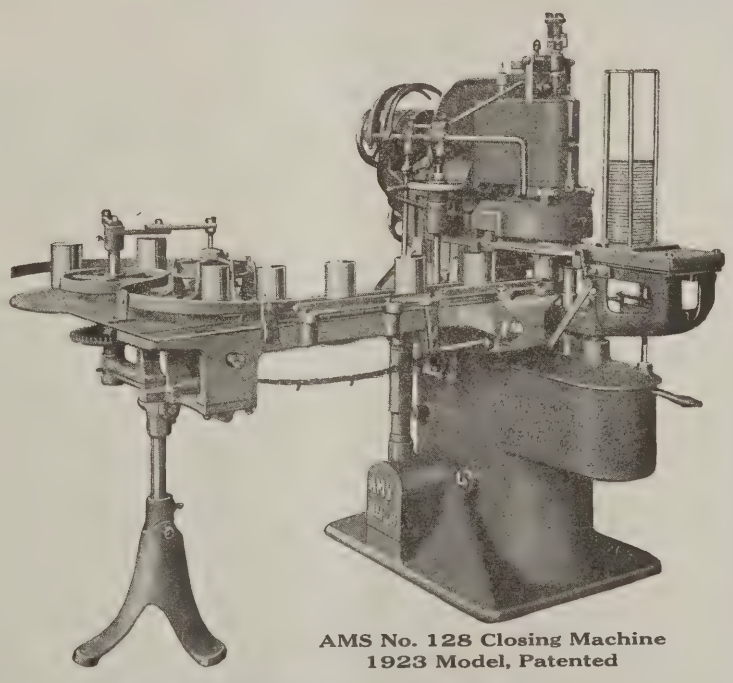
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MAX AMS
CLOSING MACHINES
for
Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL ANITARY CAN YSTEMS PRODUCTS NEW YORK CITY

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101 Park Ave., New York, N. Y.

BRANCHES: **Chicago, Ill., 20 East Jackson Blvd.**
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London, England, 50 & 51 Lime St., E. C. 3

"The Chisholm-Scott Co., at an informal celebration on the occasion of the completion of their new Wisconsin factory, most pleasantly and highly entertained the representatives of the canning industry of Wisconsin on October 10th in our city.

"The forenoon was given over to renewal of acquaintances and meeting the representatives of the Chisholm-Scott Co.

"At 12:30 P. M. over three hundred guests partook of a bounteous buffet luncheon which was served by our local Woman's Auxiliary.

"The afternoon's program, which was given on the second floor, was modestly announced by Mr. Scott. The community singing, directed by Prof. F. W. Carberry, of Milwaukee, was spirited and put the audience in a congenial mood. Mr. Scott's song, "Yes, We Aint Got No Viners," was appropriate and surely made a hit.

"Mr. Scott in introducing the officers of the National Canners' and Wisconsin Canners' Associations, briefly and ably mentioned the hearty co-operation he had received from the canners. He also mentioned the reason of building a new factory in Wisconsin was to render efficient and quick service to the operators.

"Mr. Royal Clark, Vice-President of the National Canners' Association, spoke of the high character of Mr. Scott's business management and his integrity in all relations to the canners. He emphasized the revolutionary effect of the viner in the canning industry, and that the new factory was in keeping with the progressive ideas and plans of Mr. Scott. Mr. Clark gave expression to every heart when he paid a high tribute to the late Mr. W. C. Leitsch, who, he stated, was pre-eminently without a rival in the leadership and management of the canning industry in the United States.

"Mr. Fred E. Hulbert, Secretary of the Wisconsin Canners' Association, said that he remembered when the first viner came into our State. It came to Green Bay during the early days of canning, when the pods were picked from the vines by hand. Mr. Hulbert spoke in commendable terms of the wonderful service that Mr. Scott has so consciously given to the canning industry of our State. Both of these representatives speakers, on behalf the National and Wisconsin Associations, welcomed the enlarged adventure of the new factory to Columbus.

"Mr. McKewen, of the Chisholm-Scott Co., spoke of the new plan of co-operation with the canning factories. Heretofore the company put out these viners only on royalty or rented, but from now on the canners can purchase the viners if they desire. He spoke of the suspicious and distrustful mind that sometimes questions new policies in any company, and it was humorously dispelled when he showed their new viner with its new ideas and parts, which, when uncovered for inspection, was a splendid vaudeville company of six men from Chicago, who drove all thoughts of any selfish purposes from the listeners with their lively performance.

"Mr. Scott formally turned the key of the building over to Mr. McDonald, and entrusted him with its supervision. He spoke of Mr. McDonald's loyalty and faithfulness to the company, and was glad to bestow the added responsibility upon him.

"Mr. McKewen introduced the factory force and said to the canners: 'These men represent us, and if they do not give you good service, tell us.' Most of these men are of our city, and our city welcomes such an enterprise as the company has established here; for it makes for better business.

"After Prof. Carberry again led in joyful community singing, the rest of the afternoon was given to dancing.

"The new factory was constructed by Hasenfus & Ibisch. It is a building of hollow cement, which is an adventure in construction work, and it is 100x50 feet, with two spacious floors for the building of viners and other equipment used in the canning industry.

"The gratitude of the guests on leaving was personally expressed to Mr. Scott, who, besides being a very successful business leader, is of a friendly and congenial personality.

"The occasion was pleasant and appreciated by all, and it has wide significance in the canning industry.

"In the evening the building was thrown open to the public for dancing."

CANNERS' SURPLUS GONE, SAY DEALERS

Buyers Display More Friendly Attitude Toward Industry—Bette Stability in Prices.

By John A. Lee

In Chicago Journal of Commerce.

THERE is a more friendly attitude on the part of buyers t ward the canners and canning industry than there has bee for several years previously, and the reason is that th canners have gone to much trouble and expense to give canne foods more stability as to prices, and greater reliability as quality.

The big hangover surplus in staple canned foods, resulti from the enormous accumulation of canned foods in the han of the United States Government because of the preparation f war and the quick termination of the war, has at last been e tirely disposed of and consumed. For three years it was a d pressing incubus upon the canned foods market, causing gre loss, discouragement and demoralization in the industry.

The wholesalers, at the same time, having sustained heav losses from declines in the market, stopped buying canned foo for future delivery, as had been the custom, and this had a d moralizing effect, because the canners had been in the habit basing their applications for bank loans, with which to finan their output, upon the contracts they could exhibit with reliab houses for their product to be delivered when packed.

Carry Smaller Stocks—Then, too, the wholesale grocer who capital had been heavily impaired by losses incident to the rea tion of war prices, adopted the policy of buying small quantiti frequently and carrying very small stocks.

All these and other matters, among which were the hig price of labor, the very high price of raw products, and of ca ning materials, and the restriction of bank credits, weigh heavily upon the canners. Fortunately many canners during t preparation for war period had packed and sold to foreign go ernments, and our own government, large quantities of goo and had thereby been enabled to make some profits; but th reserve had all been needed to carry them through the period depression and readjustment previously described.

Canners, however, have accepted the responsibilities impos upon them, and have risen supreme over their difficult conditio They have, first of all, devoted determined attention to manufa turing canned foods of good quality acceptable to consume thereby increasing the demand. They have renewed and re-esta lished their banking credits and resources along other lines th those formerly depended upon, and have convinced bankers th their products are as worthy and essential as those of the whe potatoes and corn of the farmers, and far safer, less perishab and almost equally salable, and that canned foods furnish a saf basis for credit for loans than raw and perishable products.

Sellers' Market—They have so arranged their credits a ability to finance their output, until it can be sold, that th do not have to force their goods upon the market and acce whatever price the wholesalers choose to pay for them, and a today in a more independent position than ever before in t history of the industry. This explains the fact that we n have a "sellers' market" throughout the entire line of cann foods.

The wholesale grocers are not displeased with this conditi of affairs, because they feel that they have more dependabili as to quality than ever before, and that there is a stability prices which almost certainly assures them of a profit on pu chases, and the advantage of a market which slowly, but sure advances as the output of the season grows scarcer, and protec them from the dangers of speculative loss occasioned by we holders and the preying upon their necessities by greedy spec lators operating entirely outside of the legitimate responsibiliti of the business of regular distribution.

The canned foods market is unchanged today from yeste day's reports, and can be quoted as fairly active, and in so lines of staples as urgent on the part of buyers with a dispositi on the part of canners to accept but little business until the orders are completed.

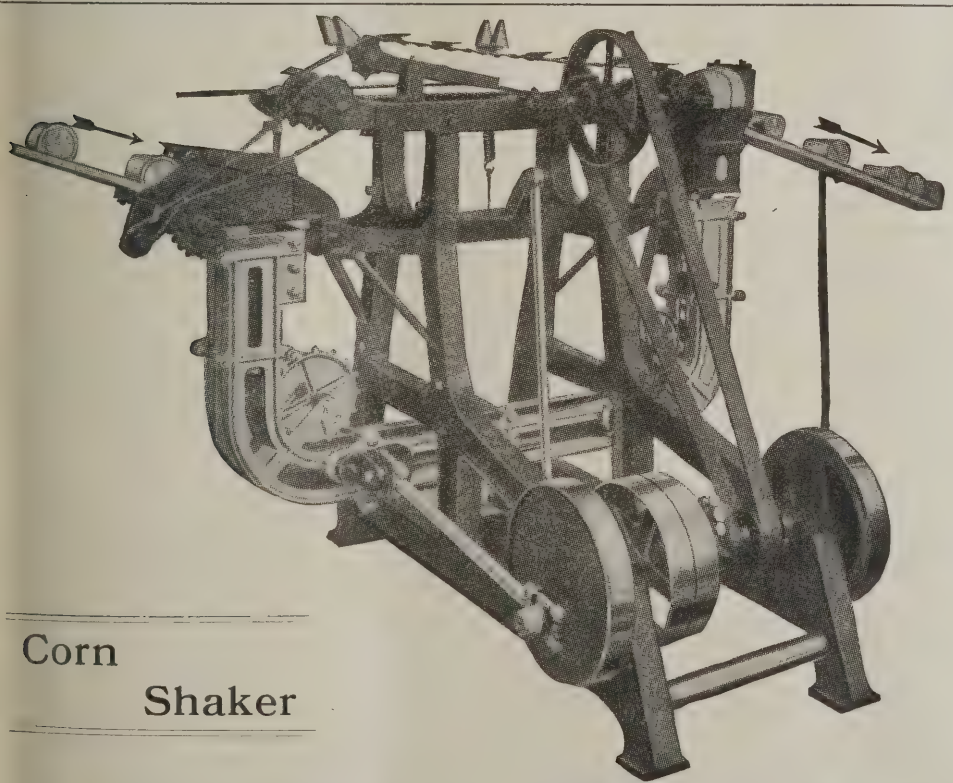
Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers



Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner :-

If you are troubled with Black Discoloration in your corn here is a remedy- use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

AYARS MACHINE COMPANY --- SALEM, NEW JERSEY.

Brown Boggs Co. Ltd., Hamilton, Ont. Sole Agents for Canada.

Why the Manufacturer's Agent and Merchandise Broker?

Address of A. F. BACKER before Class and Faculty of Tulane University, College of Commerce and Business Administration, New Orleans.

(Note:—Mr. Backer is of A. F. Backer & Co., well-known manufacturers' agents and merchandise brokers of New Orleans. His outline of the broker is one of the best we have read, and he deserves much credit.—Editor.)

OWING to the fact that the manufacturers' agent and merchandise broker does not come in contact with the general public, it is a business of which there is comparatively little known except to those in the wholesale grocery trade.

Before we can understand the function of the manufacturers' agent or merchandise broker, it may be well to explain, briefly, the channels through which food products and grocery specialties flow from the producer to the consumer.

The manufacturer or canner generally purchases raw material through contract or upon open market from the farmer, grower or fisherman as the case may be. His big job is to manufacture, His next job is to get his product to the consumer by the most direct and economical means. In the great majority of cases he sells to the wholesale grocers, who in turn sell to the retailers. There are some exceptions to this rule, but we shall not discuss exceptions this morning.

It is said that half of the business of the world today is transacted through the medium of agents. The manufacturers' agent or broker is such a medium or agent.

This business is not a new fangled scheme by any means. It is as old as the canned foods business itself. Such agents and brokers sell approximately 80 per cent of the items and volume handled by the grocers.

The difference between a merchandise broker and manufacturers' agent is that a manufacturer's agents represents one or more concerns exclusive in their lines. For instance, a manufacturers' agent would represent only one condensed milk manufacturer, one soap manufacturer or one ginger ale manufacturer. On the other hand, a merchandise broker represents more than one concern in this same line placing the wholesaler's order with the lowest seller. For example, a merchandise broker will represent several firms selling dried beans, cheap unadvertised sardines or such articles that are sold purely on price and not on brands.

Manufacturers are not generally philanthropists. They use an agent or broker because this system has stood the acid test of time and is recognized as the most efficient and economical means of distributing food products and grocery specialties. The broker performs a necessary function which cannot be eliminated. It may be possible to eliminate the broker, but you could not eliminate the function he performs. And as the broker specializes in that particular function, he can perform it more efficiently and economically than the manufacturer or canner, who divides his attention between the problems of manufacturing and the details of selling.

The broker receives the smallest margin of profit of any factor in the chain of distributors between the producer and consumer. It should be borne in mind that the broker, unlike most other salesmen, is paid for his services only when and if a sale is consummated, and then only on that portion which is actually shopped and paid for. I mention this for the reason that very often there are short deliveries in the canned foods business or no delivery at all. In such cases the broker or agent is out of pocket not only the commission that he has really earned, but the expenses of consummating the sale as well.

By short deliveries, I mean cases where the seller delivers only part of his contract or none at all. This is permissible under the terms of most canned food contracts on account of crop uncertainties and the fact that the size of the crop and pack depend upon the whims of nature.

Now to explain just what the broker does. Ordinarily a manufacturer or canner has only one agent or broker in each city or territory. He wires that representative a price. T broker personally gives this price to the wholesaler, and ve often consumes several hours or, perhaps, an entire day offeri the goods, and sometimes without making a single sale. If is a capable broker, he then gives his principal a full report existing conditions and competitor's offerings. In this case aga the broker is paid nothing for his efforts, although the seller h had the advantage of having his merchandise brought to t attention of the wholesale grocer and has received a full repo on conditions for his further guidance, absolutely free of co and the wholesaler has been posted on such offerings.

Prices on canned foods (you will note, we no longer s canned goods, because goods is too indefinite and is apt to me anything or nothing. Canned foods is more specific), such canned fruits, vegetables, salmon, dried fruits, catsup, jelly a the like, are named and sales made early in the year. The b packing season is in the summer, when such products matu Deliveries are generally made in the fall, and brokers' compens tion comes along toward the end of the year. This is call future selling. You will see that the broker has to wait long for his remuneration than any of the other merchants.

I said before that the manufacturer does well not to divi his time, attention and activities between the problems of man facturing and the details of selling. If he studies carefully a intelligently his manufacturing problems, he has his hands fu As a rule, he knows more of the manufacturing business a has no time or inclination to negotiate with each individu buyer. If he sells the wholesale grocery trade direct with the aid of a broker, he or his own salesmen have over 3,0 wholesalers to call upon. It cannot be done by circulars. If attempts to sell direct to the retail trade, he has over 100 (to call upon. Either way would require a large staff of sal men, a salesmanager and necessary staff to handle the deta of such a sales organization. The expenses can also be imagin You can readily see the advantages of giving prices to a numb of trained brokers and letting them do the necessary.

In fact, selling direct without the aid of a broker or man facturers' agent is possible only in cases where the manuf turer has a commodity that can be packed and sold through the year. For example, matches, soap, condensed milk. It not at all practical in cases where the manufacturer or can has a seasonal commodity. That is to say, where he packs tom toes or other vegetables for three months in the year, and th closes his cannery for the remaining nine months of the ye This, also, happens in the case of canning salmon, sardines, tu lobster, etc., which can be caught and packed only a few mon of each year. How could any of these canners with merchand to sell only a few months of the year maintain their own sell organization? If they pack only 5 000 or 10,000 cases, wh would they go first to try to sell their pack? How much eas it is to give their quotations to trained merchandise brok throughout the country and let them do the necessary.

A manufacturers' agent or merchandise broker with a pr erly equipped organization can serve half dozen or more ma facturers or canners as efficiently and advantageously as if th canners or manufacturers had their own representatives on ground, with an obvious saving in expense. A manufactu having his own sales force has an all-year-round selling expe which, like the babbling brook, goes on forever—during the o or closed season just as well as the busy season. You can accumulate an efficient selling organization over night and th disband them after the season's pack is sold—say, in th months time.

Here, again, it should be repeated that the expense of sal men's salaries, traveling expense and office expenses is incur whether or not a sale is made. Whereas, on the other hand the brokerage method is employed, the broker is paid comm sion only on actual sales and deliveries. The broker meet

ells Corporation

ning Machinery Company

les and Advertising to be Combined

esent Chicago Office of the e Canning Machinery Company come the General Sales Office two companies.

Sells will move to Chicago to lly direct the Sales and Adver- f both *Peerless* and *Sprague-* Machinery. Leland A. Babcock his collaborator in this work, der them will be an organi- of Sales Engineers and Sales constantly at your service in ving, remodelling or building g Factories.

Our Sales Agents

. Randall's Son, Baltimore, Md.
B. Greene Co., Portland, Me.
n Supply Co., Salt Lake City, Utah
ank E. Rundle, Milwaukee, Wis.

Service Work Also to be Combined

The users of *Peerless* Machinery know *Peerless* Service. During the canning season we will extend the same attention to *Sprague-Sells* Machinery that we have endeavored to give to all *Peerless* customers.

We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
Millar W. Sells
Neal S. Sells

RAGUE - SELLS CORPORATION

HOOPESTON, ILLINOIS

ry Backed by Service

OMPANY, Inc., and the SPRAGUE-SELLS CORPORATION.
ies will be issued jointly.

the trade daily and continually and discussing many lines is in a better position to know general market conditions than a direct representative handling only one line.

Jobbers prefer to do business with brokers many of whom they have known practically all their lives, and in whom they have entire confidence, rather than with a stranger, as the case would probably be with the direct-selling plan. Another reason in this connection is that the agent or broker is on the ground at all times, and the buyer may confer with him at any time regarding the purchase. Then, if the delivery does not come up to specifications or there is any other trouble, the broker is right on the job, whereas if the wholesaler had purchased from a traveling representative of the packer, that salesman would probably be many miles away when the merchandise arrived.

Where the manufacturer employs the direct-selling plan, he is never able to figure accurately in advance just what his selling cost per case will be. When handling his output through the broker, he knows exactly what it will be. His agreement may be to pay his agent or broker 1 or 2 per cent of the amount of the invoice, or 5 or 10 cents per case. Therefore, his selling expense for the year is definitely fixed and will not change.

The present-day broker sometimes goes further than merely selling to the wholesale grocers. He or his salesmen solicit business on certain lines from the retail grocery for account of the wholesale grocers. This is generally done when a new line is being introduced. The work is very costly, however, and extra compensation is generally given by the manufacturer when such work is done.

A merchandise broker generally represents a number of canners, manufacturers or first-hand dealers. He sells varied lines, such as canned corn, tomatoes, peas and other canned vegetables; canned fruits, such as peaches, apricots, pears and pineapple; dried fruits, such as peaches, prunes and raisins; canned fish, such as salmon, sardine and tuna; dried beans in sacks from California, Michigan or New York, as well as from foreign countries; jams, jellies, preserves, catsups, cereals, etc. Most of these lines are seasonal goods that are offered and sold during certain periods of the year only. The wholesaler must purchase his year's supply at one time and carry the goods throughout the year. Here in New Orleans there are many classes of manufacturers' agents and merchandise brokers. There is a class which specializes in handling canned foods. Another class which handles principally dried beans. As this is a primary market for rice, sugar molasses and coffee, there are many brokers who handle one or two of these commodities exclusively. In interior points the average broker handles all these commodities, and in many cases hay and grain in addition.

Wholesale grocers support the manufacturers' agent and merchandise brokers loyally and look upon them as a necessary and important link in the chain of distribution.

Some few years ago, during and immediately after the war, when business was in a most chaotic condition and reform was rampant, the question as to the value of the merchandise broker was raised. The Southern Wholesale Grocers' Association sent out a questionnaire to the wholesale grocers, asking their opinion on this subject, and the President of that Association at a convention said he had received more replies to that circular than any other which had ever left his office. Ninety-seven per cent of the replies were strongly in favor of the broker.

A wholesale grocery buyer cannot possibly keep in touch with market conditions on all of the thousands of items which he handles without some outside assistance. Through brokers he is kept posted daily on all the markets of the world and on every conceivable item handled by the grocery trade.

When a buyer is in the market for a certain article, whether it be grown in California, New York or in France, whether it be packed in Alaska, Portugal, Norway or Japan, he can get an accurate report on the prospective crop or pack and the situation in general within a few moments by merely calling upon the telephone a few of those brokers who specialize in the particular line in which the buyer is interested at that time. Consider what a convenience this is. The wholesale grocery business would have to be reconstructed if the broker was suddenly eliminated. And this information is gladly given free of charge to the buyer. In this the merchandise broker differs from some other class of brokers like, for instance, a stock broker who collects tribute from both the celler and buyer.

Another point: Wholesale grocers do not always buy in carload lots. In such cases the broker assembles all of the orders which go to make up a carload and has the car shipped to him for distribution. This is called a pool-car shipment. The advantage being that the jobber receives the benefit of the carload rate of freight and quick delivery.

The broker, while not assuming responsibility for credits, keeps his principals informed of any changes that may affect the financial standing of a customer, and if an account is not settled promptly, he assists in securing payment and, in short, looks after the interests of his principal in every way possible.

There is no class of men in American business life who render as much service for as little remuneration as the merchandise broker, who is generally recognized as the master salesman of the community. Commissions run from ½ to 10 per cent, depending upon the services required. The average commission is very small, and on canned foods is generally 2 per cent of the amount of invoice. This rate has been in effect for many years, and has not advanced in keeping with higher living costs. In cases where it is necessary for the broker to employ salesmen to solicit business from the retail trade for account of the wholesaler, provision is generally made by the manufacturer to take care of this extra expense.

You will see from this that the manufacturers' agency and merchandise brokerage business is an honorable one. That the broker is worthy of his hire. That his existence is justified. He assists in getting life's principal necessity—FOOD—from the producer to the wholesaler and specializes in selling. He is really an economy rather than expense.

In this I have always thought that a broker is in a class similar to that of doctors, lawyers, architects, etc. They all sell their personal services, the difference being that doctors and lawyers are trained at an institution and cannot sell their services until they pass an examination prescribed by law. The broker gets his knowledge from the school of experience. But we all sell our personal services, our skill, our ability, our personality.

Comparatively little capital is required in carrying on the manufacturers' agent and merchandise brokerage business, because in this business capital is not an income-producing factor. Personal services alone is what brings home the bacon.

As a clincher to the value of the merchandise broker, let me say that during the war, when the distribution of food products was under the jurisdiction of the United States Food Administration they not only recognized the economy and value of the broker, but gave him a high place in the food administration. This branch of the Government was organized during the war to see that food products moved from the producer to the consumer by the most direct and economical means, and had it not been for the fact that the broker is an economical and necessary link, he would have been eliminated by the Food Administration, because that highly efficient body did not operate on sentiment. In fact, he would have been automatically eliminated many years previously had he not proved his value.

I cannot close without saying a few words with reference to the canned foods industry. Few people know that it is the outgrowth of a war necessity. During the latter part of the eighteen century England had blockaded France's ports, and there was little chance of foodstuffs reaching the French. Napoleon found that during the seasons of plenty his army had ample food, but during the other seasons there was a shortage. The French Government, as a military measure, offered a prize of 12,000 francs ($2,400) for a method for a better preservation of foods. Among the many capable men attracted by this offer was Nicholas Appert, who began experimenting in 1795, and in 1804 succeeded in preserving food by first heating and then hermetically sealing the container. He did not know at that time what really kept the food from spoiling. It was not until 70 years afterward that another Frenchman named Pasteur discovered that it was bacteria that caused the spoilage, but that heat would kill these bacteria, and then by permanently excluding new bacteria by hermetical sealing, as is done in canning foods, the contents would keep indefinitely without spoiling.

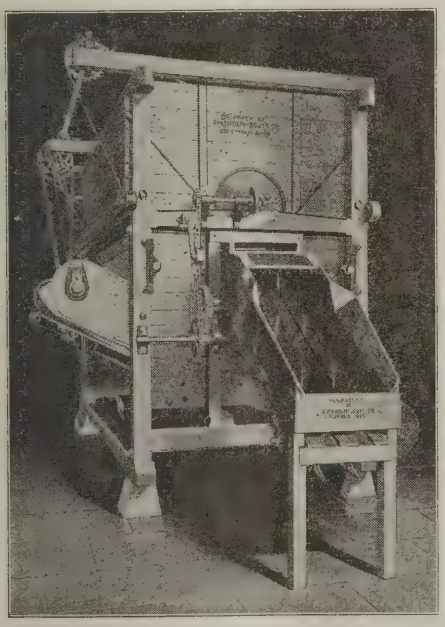
Since then the food industry has made wonderful strides and is now a billion-dollar industry. However, we feel that inasmuch as the per capita consumption is less than a case per year, the surface only has been scratched. Everyone admits that the broker has played a prominent part in the upbuilding of this industry which has reached such enormous proportions, and he will continue to do his share in the future. I thank you.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



CANNED FOODS WANTED ON THE CANAL

Louis Fernando Prada, P. O. Box 256, Colon City, Panama, writes us that he wants to represent some American manufacturers of canned foods—jams, jellies, etc.—and groceries in general, and refers to the U. S. Consul at Colon as reference. He says he has had experience in the work and believes there is a good opportunity there for the foods. This may be the opportunity some canners are looking for.

DUNNE-McCORD CO. MOVE

The well-known brokerage firm of Dunne-McCord Co., Syracuse, N. Y., has recently moved its offices to the second floor of the Byrne Building, where it has better facilities for the care of its increasing business. Visitors and patrons should bear this change in mind.

FIBRE BOXES IN EXPORT SERVICE

IT is only within very recent years that fibre boxes have been used at all for shipments by water routes, but their use in such service has now come to be of considerable consequence. Managers of steamship lines at first were skeptical as to the safety of fibre boxes as a part of their general cargo, just as were managers of the railways in the beginning when these packages were offered for ordinary freight service by rail. Apparently they were not able to realize the progress that had been made in the development of fibre boxes and their adaptation to so many articles of commerce which encounter severe strains and unusual handling conditions. These steamship people were not aware of the success met with in that direction, and they had to be convinced.

It was, therefore, the task of the exporter who wanted to use fibre boxes, and by fibre boxes is meant both corrugated and solid, and of the boxmaker who wanted to supply them for use in water-borne traffic, to present convincing evidence that they were safe and serviceable. In doing this it was found desirable in most instances to submit for inspection one or more packages of the exact type to be used, filled with the goods to be exported, and sealed as would be done in the ordinary course of business, together with supporting data concerning the previous use of similar boxes in railway freight and other service, including photographs of such boxes in warehouses at destination showing their condition after actual transportation.

When convinced of their serviceability, it has generally been the practice of the manager to authorize acceptance at receiving dock, at least for a tryout in active service under observation, and finally as a permanent practice if found satisfactory. In some cases the authority to accept is given as a definite order in the beginning, subject only to withdrawal in the event of subsequent dissatisfaction.

This method of approach and presentation is still followed when new or untried articles are to be exported, or when new shipping routes are desired, since the steamship companies do not publish their terms and conditions with complete packing specifications, as is done by the railways.

It is a common practice with the Trans-Atlantic and Trans-Pacific steamer lines and others who handle the far overseas traffic from this country to contract with the exporter for a stated quantity of cargo for specified shipping dates upon agreed terms, and where it is desired to use fibre boxes in packing such goods the exporter should at that time submit his sample boxes and other evidence.

One of the earlier experiences in exportation in fibre boxes was that of a well-known soap-manufacturing concern operating a large plant on the Pacific Coast, which made arrangements with certain steamship lines for the acceptance of laundry soap packed in substantial solid fibre boxes for transportation via San Francisco to Hawaii, Philippine Islands and various ports in the Orient. This movement has continued during the past several years to the entire satisfaction of the steamship companies, the manufacturers and their customers.

The established steamship lines operating upon regular schedules from New York and other Eastern ports to the West Indies, Central and South America, as well as those operating from New Orleans to the same destinations, have for several years, under general instructions of their managers, accepted goods packed in either corrugated or solid fibre boxes when, in the judgment of the superintendent of docks or of the port agent, the packages offered were sufficiently sturdy to be reasonably safe for handling. Under this general authority there has bee a more or less steady movement of traffic, consisting of food in tin and glass, electric lamps, glass fruit jars and other miscel laneous manufactured articles.

Another instance of acceptance of fibre boxes under genera authority was that of the Inter-Coastal lines operating throug the Panama Canal between the Pacific Coast ports and those o the Atlantic Coast and the Gulf, and while not export traffic, a that term is customarily used, it is carried under substantiall similar conditions.

This particular movement has been increasing steadily—ha now assumed very large proportions—and consists chiefly o fruits, vegetables and milk products in tins and in glass; also dried fruits in cartons east-bound, and foods in tin, glass an other packages, glass goods, paper and a variety of manufac tured articles west-bound.

It has been found, too, that in instances of some goods o extra heavy density or goods of excessive weight that the pack ages may be reinforced with metal bands or strapping, and particularly successful instance of this character might be men tioned in the use of this style of package in the importation o rubber from Java.

In the physical handling of fibre boxes in export and in coast to-coast service, no different or special treatment has been foun to be necessary or required beyond the usual or ordinary method used in conveying, trucking, stacking and stowing of goods i other sorts of boxes or packages. Continuous conveyor system sliding chute, rope or net sling, hand truck or other customar method may be and is actually used in handling such package into and out of ships and upon docks and through warehouses.

A recent report contains the definite statement that not onl do the managers of certain steamship lines like the fibre bo because of its inherent good qualities as a sturdy package, bu the foremen and cargo handlers both on ship and on dock prefe them because of the ease of physical handling and freedom fro risk of harm to hands and clothing which these boxes afford Both managers and men comment favorably upon the absence o damage to boxes and contents and the small amount of re-coop ering required.

CONVENTION DATES

November 5th, 1923—Board of Directors, Nationa Canners' Association, Hotel LaSalle, Chicago, 1 A. M.

November 7th, 8th, 9th—Western Canners, Hotel Sher man, Chicago. Semi-Annual Meeting.

November 13th to 16th—Wisconsin Pea Canners, Mil waukee Auditorium. Annual Meeting.

December 4-5, 1923—Iowa-Nebraska Canners, at Oma ha, Hotel Fonteneke. Annual Convention an banquet.

December 12th and 13th—New York State Canners Hotel Powers, Rochester. Annual Meeting.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping us informed as far ahead of time as possible, and so keep this column correct and complete.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

	Balto.	N. Y.
ASPARAGUS*—(California)		
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90
BEETS†		
Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	¶1.10
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.25	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.30	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.35	1.25
Fancy Shoepeg, f. o. b. factory.	1.45	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10
HOMINY‡		
Rye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00
MIXED VEGETABLES FOR SOUP‡		
2 Kinds, No. 2	.95	¶ .90
2 Kinds, No. 10	4.75	4.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3	1.20	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....
SAUERKRAUT‡		
Standard, No. 2	.95	....
Standard, No. 2½	1.20	....
Standard, No. 3	1.25	....
Standard, No 10	4.25	....
SPINACH‡		
Standard, No. 2	1.00	1.05
Standard, No. 2½	1.30	1.35
Standard, No. 3	1.40	1.45

	Balto.	N. Y.
CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.50	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25
¶F. O. B. Factory basis.		
SUCCOTASH‡		
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.10	1.10
Standard, No. 3, f.o.b. County	1.10	1.15
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70
TOMATO PULP‡		
Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡		
Maine, No. 10	4.00	4.25
Michigan, No 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.10	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.00	....
APRICOTS		
California Choice, No. 2½	2.75	2.65
BLACKBERRIES§		
Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50
BLUEBERRIES		
Maine, No. 10	10.25	10.00
Maine, No. 2	....	....
CHERRIES§		
Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....
GOOSEBERRIES§		
Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50
PEACHES*		
California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95
PEACHES†		
Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

	Balto.	N. Y.
CANNED FRUITS—Continued		
PEARS†		
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.60	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*		
Standard, No. 2	2.35	2.50
LOBSTER*		
Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25
OYSTERS*		
Standards, 5 oz	1.40	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70
SALMON*		
Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60
SHRIMP*		
Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55
SARDINES—Domestic, per Case F. O. B. Eastport, Me., 1923 pack.		
¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.35
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

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The Markets

BALTIMORE, OCTOBER 29, 1923

WEEKLY REVIEW

Market Improves While Waiting—The Breathing Spell—Holders Have Confidence—Tomato Canning Ceases Its Last Effort —An Enormous Increase in the Consumption of Canned Foods—Tomatoes and Corn Advance—All Articles Show a Strong Tendency.

GAINING STRENGTH WHILE WAITING — The canned foods market in all items, but more especially in tomatoes, is generally described this week as waiting, or breathing—taking a short rest, it might be said, after the energetic efforts of the past few weeks. This sort of thing almost invariably happens after an active period, the buyers stopping to look around and get their bearings; but it must be recorded this time that the market is gaining strength in its rest, and prices, or tomatoes at least, have advanced during the week. And not only tomatoes, but corn and pumpkin have joined in the improvement. Gradually, but surely, it is becoming recognized everywhere that canned foods are on a strong basis, and that any changes likely to occur are almost surely to be in an upward direction. The backbone of this condition is that holders have confidence in their holdings, and are not generally pressed for ready money. This gives a solid backing to the market that cannot be moved easily.

TOMATOES—Much is being made of any appearance of fresh tomatoes in the market, and attempts are seen to stretch the canning of tomatoes up to this time. Missouri, for instance, which lost half of its expected crop of tomatoes, due to unfavorable early weather conditions, later had very favorable weather, and the tomato plants revived to an extent, a new crop set upon the vines, and the canners were able to get more than had been expected. And yet with this added amount the packs of the canners there are not above 50 per cent of their preparations. And as they had sold about this amount as futures, the goods are practically gone, or such few as may have a surplus are held hard for better prices, and they cannot be secured for less. Missouri, of course, like most other sections, and with most other crops, had figured upon a largely increased output, and had the acreage for it, so that when the figures of the tomato pack for 1923 are shown, it will not be surprising if Missouri turns in figures approximately as large as usual. A normal pack this season, however, sinks into abnormality, because more than a normal amount of tomatoes, particularly, were needed from the pack of 1923 just to provide the bare necessities of the market. This was seen with canned peas, and it is now very clearly seen with tomatoes, corn and many other crops. The increase in the consumption of canned foods has been enormous, and market students, therefore, are forced to figure supplies upon a very much larger basis than of yore. A twelve-million-case pack o tomatoes formerly was a-plenty, because there was always good carryover from previous years, and because consumptio just about equaled that figure. Now such a pack will not suppl more than three-quarters of the actual demand, and leaves notl ing for stocking purposes, or, as it is generally termed, carryove

Some sleuths may have found that some Tri-State canne worked up some tomatoes this past week, or just recently, bu if so, they were hard to find, and the cold, driving rains of th week, accompanied with snow and sleet, have ended all this fo the year. If they did pack any tomatoes, the amount added t the total is as a drop of water to the ocean; but it makes a dand talking argument for the man who wants to buy, and perhaps does catch some unwary canners. They are born every momen Barnum said. More use, however, is being made of the approacl ing cold weather. We have had a real touch of wintery weathe and this makes the canner with poor warehousing facilities shive and fear for his goods. Interested buyers see in this an oppo tunity to get some tomatoes at a little below the market, an some canners have been rash enough to be scared into such sale Again, however, the amount of such sales is trifling and of n consequence to the total market. The proof is shown in the ac vances this week of No. 3s to a minimum of $1.35 county, wit $1.40 and $1.45 quoted in the city, and the moving of the pric on No. 10s to a full $5. It is said some county 10s may yet b bought at $4.75, but the gunner after them will find more hun ing than shooting. The strong movement in tomatoes at th time of the year constitutes a near record, and is the subject o comment in all sections of the country, because such a mark is not usually looked for until after the turn of the year and a spring approaches. Based on this condition, what will the ma ket be next spring? The answer is probably that the canne will not be at all interested in next spring's market, because the will have long since parted with their last case of tomatoe "New York State red with tomatoes," "Missouri's crop has com on again," and "The Tri-States are still canning tomatoes," a all falling on deaf ears, the holders of tomatoes regarding thes remarks as early Halloween pranks, and that is about all the are. The tomato market is firm with an advancing tendency.

CORN—Reference to our market pages will show that canne corn has advanced from 5c to 10c all along the line, an not only here, but in most sections of the country. Th shortage of the Maine pack, as well as the inadequate packs o the better grades in many sections, has sent buyers scurryin for fancy corn, and as a consequence all items in corn are ac vancing and promise to continue to advance. What the tota pack of corn will be is a good guess now, but whether or no there will be any surplus of consequence is "another thing agai yet." The crop of corn, unlike tomatoes, is a steady and regula thing and possible of some kind of an estimate, but the pack o corn does not seem to follow this ordinary procedure. Rarel do the corn statistics meet with the approval of corn canners, an this certainly can be nobody's fault but that of the corn canner A market operator of experience made rather disparaging re

marks about the corn canner liars, and this is certainly not to he credit of the canned corn market. They are making a decided improvement in the quality of canned corn, and we would like to advise a decided improvement in the manner and method of their statistical returns. Let's have the count of the corn pack for 1923 so accurate that all hands will be able to endorse it honestly and truthfully. The figures will not be such as to hurt the market, the carryover in corn has gone, and all that has been canned will be badly needed. There is more harm done this market by the continued appearance of unexpected blocks than in any other item of canned foods. Let's end that condition this season and start with the known pack, and we can then accurately gauge the consumer ability in corn.

PEAS—This item is such a gentleman that he hardly deserves market space in a review of this kind. That is not an Irish bull, and gentlemen are welcome to this column; but it is a fact that a market has interest for canners only when they have goods of that kind to sell. It does no good to comment upon a strong and advancing market, showing prices 15c to 25c per dozen higher than the canners' obtained for their packs as futures. That is merely waving a red rag in a bull's face. Canned peas are unchanged in price, and there does not seem to be a chance in a million that they will ever be cheaper than they are today. The jobbers know this, and canners who have any surplus are well aware of it, too.

SPINACH—We have had torrential rains this past week, completely undoing the long drought and soaking the soil in splendid fashion. It was said the spinach crop needed this. It is too soon to note results, but if the weather does not turn freezing cold, it will help to a better yield and better quality, and both are needed, although the quality has been good, even through the dry spell. There are no changes in prices to record.

OYSTERS—The real oyster season is now close at hand, and the outlook is anything but bright in this great Chesapeake Bay region. The crop does not seem to be there, and if raw prices continue upon the level, they have maintained so far this season, there will be but little oyster canning done. Prices for oysters are firm, and with the approach of cold weather better demand is to be expected.

OTHER ITEMS—The beet pack is reported as only a fraction of what is needed, with no possibility of a surplus. Those who failed to place their future orders for beets will be hard put to find supplies. Pumpkin is gradually advancing to the prices which experienced operators in this item predicted earlier in the season. It is said the pack of pumpkin will be short of requirements, as the crop is not there. More canners are handling this product than usual, and this may help, but not a great deal. String beans are gaining strength with the passing of the fresh market. and although a few of them were recently canned in this market, the prices are advancing. The pack of this article is about finished for the year. These items, together with sweet potatoes, kraut and some other items, have been quite active this week. Fruits remain unusually quiet.

NEW YORK MARKET

Fair Trading, but on Hand-to-Mouth Basis—Futures Being Received Satisfy for the Time—Tomatoes Hold Firm—Corn Is Attracting More Attention—Advertising Campaign Bearing Good Fruit—Fruits Quiet Pineapple Strong—Peas Wanted.

New York, October 26, 1923.

TEMPORARY Quiet in Market—The New York canned foods markets showed no developments of outstanding importance during the past week, trading continuing in fair volume on a hand-to-mouth basis. Distributors have been operating quite extensively in the general market for the past several weeks. They are now taking in shipments of new pack goods which they have been purchasing, and are not in the market for additional large lots at this time, preferring to wait until they have checked their purchases against their sales and know just where they stand with regard to the necessity of buying more. The usual tendency to hold down stocks until after January 1st, inventory time, will not doubt be largely adhered to this year, despite the strong position of the market. There will, of course, be exceptions to this rule in the case of several commodities which are particularly strong.

Tomatoes Hold—Southern tomatoes have held up surprisingly well in price during the week under review. There has been a natural reaction following the extensive buying of the past several weeks, but, save in isolated instances, this reaction has not been accompanied by falling prices. There have been instances of packers shading 2½ cents on 1s and 2s, and possibly 5 cents on 3s in a few cases, but the majority of the packers have held firm at list. One explanation of the unusual strength this year is seen in the fact that buying by mid-Western distributors has taken up the slack left by the curtailing of buying by New York jobbers. The new pack has been largely marketed now, and the outlook for the remainder of the season would seem most favorable from the standpoint of the canner.

Corn in Limelight—Canned corn has been of rather outstanding importance during the past week or so. Following notification by Maine canners of short deliveries on new pack fancy corn, buyers endeavored to secure additional supplies from Wisconsin and other Western packers, but found the market on fancy corn well sold up in all sections of the country. The market for standard corn has strengthened in sympathy with the market for fancy quality, and we find a strong market in all sections. The canned corn market, by the way, has shown a complete reversal in form over the conditions obtaining last year at this time, when the outlook was very unpromising for the corn canners.

The National's Ad Campaign—The unusual demand for canned foods of all descriptions this year has been one of the most important topics in trade circles for some weeks past. Several theories for the improved consumption have been advanced, among them the theory that increased quality was the cause. Yet in one or two instances we find the quality not up to that of last year, as a general rule. A theory which has not yet been advanced, yet which appeals to the writer, is that the national advertising campaign of the National Canners' Association, which was rather a fiasco at the time it was staged several years ago, is now bearing fruit. The campaign came on at a time when the purchasing power of the consumers was limited, and so canned foods met determined sales resistance, despite the great publicity which they were receiving. But the splendid work of advertising canned foods must have borne fruit in the minds of many of the consumers, and it is quite possible that this is one of the factors making for increased consumption this year. The theory may be far-fetched, and many require the services of an expert in psychology to be proven or disproven, but it is nevertheless advanced as the thought of at least one market observer.

Salmon a Little Stronger—Weaker holders of salmon in the Seattle market are being gradually cleaned out of their stocks, and the market appears to be getting into the hands of the larger operators, who are holding pinks at $1.25 and reds at $2.23, as against the prices of $1.20 and $2.25 quoted by the smaller holders on these grades. The market for salmon, both on the Coast and on spot, is rather quiet at the moment.

California Canned Fruits—The Coast market continues quiet, although a gradual firming up in prices is noted. The market will probably continue rather quiet for the remainder of the year, it is believed, although prices may advance slightly, and in an orderly manner. British buying of California canned fruits is practically at a standstill just now, and with this important outlet temporarily closed, the Coast packers have to rely mainly upon the domestic trade for the purchasing of their goods. Any material increase in export buying would undoubtedly be reflected in an immediate strengthening of the Coast markets, however.

Pineapple Strong — Sliced Hawaiian pineapple is meeting with a good inquiry on all sizes at present. Prices have firmed up a little on the 2½ sliced in the New York market and offerings are not heavy. No. 10 pineapple is meeting with a good inquiry from the bakery trade.

Sardines Nominal—Prices on Maine sardines are quoted on a nominal basis, in the absence of important offerings. Many of the packers are withdrawn from the market, and are concentrating their activities in taking care of business already on their books. Comment of well-posted market authorities indicate a stronger market and higher prices before the 1924 packing season arrives.

Peas Wanted—There has been a steady inquiry on the part of jobbers in the local market for standard and extra standard quality peas, and stocks are growing scarce in first hands. Most of the Wisconsin packers are now quoting a minimum price of

$1.35 per dozen on standards. Buying of peas in the Southern markets, however, is reported as quiet.

The Swells Problem—General trade opinion seems to be that the question of canned foods swells will be held in abeyance until the annual convention of the Western Canners' Association, in Chicago early in November. Representatives of the canning industry of the entire United States will gather with representative wholesale grocers for a conference which is expected to result in a definite settlement of the entire problem. The National Wholesale Grocers' Association, which has been polling its members on suggested plans for handling swelled canned foods, will probably know by the time of the Western convention which plan its members are prepared to endorse, and will be able to submit its proposals then. The American Wholesale Grocers' Association is also expected to have a proposal for the settlement of the dispute ready. All indications point to a rather warm meeting, however, when the conference committees representing the two industries get together.

Holidays Coming—Canned foods are expected to be rather quiet for the next few weeks, as the wholesale grocers will be concentrating their attention on their holiday business. Retailers are beginning to stock for the Thanksgiving trade, and will shortly be in the market for Christmas supplies. In the canned foods line California fruits, Hawaiian pineapple, canned mincemeat, plum pudding, cranberry sauce, pumpkin, figs, etc., are expected to get a good demand.

Notes—P. E. Harris, of P. E. Harris & Co., well-known salmon canners, with headquarters in Seattle, is in the market, stopping with Butler & Sergeant, Inc. Mr. Harris is accompanied by Walter Munro, in charge of his sales.

W. F. (Billy) Leonard, of the Portland Packing Company, is visiting the New York market this week, stopping with H. F. C. Killian, his broker.

E. A. Simon, of Greenabaum Bros. Co., Inc., of Seaford, Del., was here this week, stopping with North & Dalzell, his local brokers.

Theodore F. Whitmarsh, president of Francis H. Leggett & Co., has been nominated a Class B director in the Federal Reserve Bank, succeeding Richard H. Williams, who died a short time ago. Mr. Leggett will take office the first day of 1924.

"NEW YORK STATER."

ST. LOUIS MARKET

Buying Only for Immediate Requirements — Occasional Large Buyer Seen—All Hands Promised Profit—Tomatoes Lead in Firmness—Fancy Corn Looked For—Peas Are Growing Scarce—The Scarcity of Fruits Makes Them Stronger.

St. Louis, October 26, 1923.

THE Market—The canned foods situation has not changed during the last few days, and is today just the same as it was a week ago. Buying is being done, but not in as good a volume as the conditions require. The same hand-to-mouth buying continues. Some distributors are purchasing for transient wants and what they want for the future. Others do not seem to take any interest in the future, and it is this class who are only buying for immediate requirements. Spot goods are in demand, and when they can be obtained they are taken quickly. Somehow it appears that goods of this kind always appear when wanted. Carryover vegetables are nearly gone, or disposed of to make room for the new pack.

This year's situation has been hard to solve. It is a pronounced fact that there are more large block buyers than ever before. It is largely due to this fact that the market is in such an unusual position. As a well-known broker here said: "With the coming of the larger buyers comes responsibilities to meet actual and required distribution needs. With a pack of canned foods not too large for the real needs of an increased consumer demand, the buyer is forced to cover rather than speculate on possible profits through any kind of manipulation. The better the average quality and fill, the better the material effect in stabilizing consumer demands. With the coming of a good sellers' position on top of the heap, instead of under, there is a reasonable certainty that everyone handling canned foods this year will do so with a reasonable profit all along the line."

VEGTABLES—Tomatoes—Tomatoes is one of the strongest vegetables on the list. One operator said that some of the larger canners are obliged to buy to fill orders, as they have not t surplus they expected when they booked their contracts. Southern goods are being moved to the consumer or are being put warehouses for future requirements. Advices from one Oh packer states that there has been only 20 per cent delivery No. 3 fancy, and 40 per cent on No. 2 of the same grade. Bo Ohio and Indiana pack have been short. All of this affec Southern. Brokers here say there is a better demand for No. Southern puree, and they are quietly cleaning up. Tomato pro ucts of all sorts are considered to be good bets to the packers.

Corn—Considerable attention is being given by jobbers corn, and all grades are being sought. With the Maine and Ne York shortage admitted, there is a strong call for fancy co from all sections, either on direct factory or in resales. Stan ard is affected and is held with confidence. Southern crushed in better request as a substitute for whole grain. Maine a New York short deliveries affect the market where certain grad are used.

Sweet Potatoes—There has been much interest shown sweet potatoes for present and later uses.

Peas—Peas are firm, but are in more limited quantity to turnover, because the desirable grades and sieves cannot had from first hands, and there is no urgent need for resal Standards and extra standard are harder to get than fancy line One broker here said he believed that peas would bring hig prices next spring before new packs appeared, and he would n be surprised if the price level would break a record. Many jo bers have sold out to reduce their contract stocks, and will ha to compete with each other for resale stocks later on.

Pumpkin—Pumpkin is strong, owing to short deliveries.

Fruit—It was not known when California packers advance their prices some weeks ago that packers were limited. It w thought that the advance was to inspire confidence. It now d velops that the canners did not overpack on their contracts. Th has caused a better demand, particularly for peaches in No. 2½ and No. 10s sizes. Clings are in better demand. Many canne are said to have sold out on the various grades, especially No. 1 low grades. This same was a drug on the market last year.

Apricots—Apricots are routine sellers.

Apples—Gallon apples remain quiet.

Milk—Trading in milk continues quiet and prices remai unchanged.

"MISSOURI."

CHICAGO MARKET

Market Livelier—Futures Going Out as Fast as They Come In—Buying Maryland and Delaware Tomatoes—Shortage on Tomatoes— Missouri Worries—Buyers—Corn Strong—Association Matters—Some Samples Are Exhibited.

Chicago, October 26, 1923.

MARKET Livelier—The brokers state that the activity the market for canned foods is well sustained and tha buying is livelier than it has been previously for abou two years.

It is evident that the buying of canned foods for future de livery by the wholesale grocers of this season's pack was ver light, and that they sold more futures to the retail grocers tha they realized, and are now busy searching for the goods an grades required for their private or house labels.

Brokers say that wholesalers are buying canned tomatoe freely from Maryland and Delaware. Virginia does not seem t be offering canned tomatoes freely, and I have heard of no sale to the Chicago market. It is quite probable that the South an Southwest is taking all the canned tomatoes which Virginia ha to sell.

A reliable report from Missouri is to the effect that man of the tomato canners of that State will be able to deliver no more than 50 per cent of their future sales, and that a full de livery will be exceptional in that State. Our correspondent say that there are several large canning combinations in that Stat that have packed, or bought, a surplus of canned tomatoes, bu that they are withholding them from the market until spring

when they expect to obtain much higher prices for them than can now be had.

This situation takes away from the big canned-tomato-consuming Central West a source of supply to which buyers had confidently looked. I do not think that a single price has been named to Chicago from Missouri canners on canned tomatoes of this season's pack, and have heard of no purchases made from that State by Chicago buyers.

The canners of Missouri candidly state that they prefer to sell their goods to points closer to home and to the big Southwest, for the reason that in selling to Chicago they have to compete with Indiana, Ohio and the Tri-States usually at a freight disadvantage, and that Chicago uses such a large proportion of private labels and is so exacting therefore as to quality, that they prefer to sell to localities where they can use their own labels and sell on grade rather than on samples.

Altogether this position seems to be complimentary to Chicago buyers, as it admits that they are exacting as to the quality of the goods they put their private labels upon.

I have seen samples of some tomatoes of Delaware pack this week on a broker's cutting table. They were the Viola brand, packed at Viola, Del., and Greenebaum Bros.' pack, made at Seaford, Del., and though the goods were offered for standard quality only, they were of good color, well filled, and were nicely handled. Taking the irregularity of the weather of this season into consideration, I would grade them as extra standard.

Corn—Iowa is selling some extra standard, extra sweet, canned corn to Chicago at a few cents under the prices of Wisconsin, Illinois and Ohio, but the price of standard corn is the same in all those localities, namely, 90c per dozen, and brokers say that the price cannot be broken by offers from buyers on large lots.

The Western Meeting—I note that the editor of this paper thinks that I dropped a brick in his vicinity when I proposed that some trade paper editor say the invocation at the Western Canners' Association Convention, November 7, 8 and 9, at Chicago.

Nothing of the kind! I had noticed that several trade paper editors seemed to object to an invocation and address by a minister at the opening of convention, and I attributed it to a feeling of jealousy at the distinction given the ministers, and suggested that the editors, or some of them, undertake the duty.

My purpose was to permit one of those pious editors to achieve a reputation as a convention opener. But I stand accused of malice, and of throwing bricks at them. "The wicked flee when no man pursueth, but the righteous are as bold as a lion." The last division of the verse applies to me.

It would seem that I was in error in announcing that conferences would be held between the committees of the National Canners' Association and the wholesale and retail grocers' associations and brokers' association at Chicago, November 5 and 6.

The committee meetings called were those of the National Canners' Association's Executive Committee and the Committee on the Definition of Standards in conference with the Committee of the Western Canners' Association and the representatives of the Federal Government as to the definition of standards. I have advised all the associations mentioned of the error.

Many attending the 79th Convention of the Western Canners' Association at Chicago, November 7, 8 and 9, 1923, will find it convenient to attend the annual convention of the Wisconsin Pea Packers' Association, to be held at Milwaukee, Wis., the following week, beginning November 13, 14 and 15, to be held in the Milwaukee Auditorium Building, with a big canned foods exhibit in Juneau and the adjoining hall. The Association has applied for special rates of one and a half fare over the various lines of railroad.

Pumpkin—Iowa seems to have raised a fairly good crop of pumpkin, and is selling some of it to Chicago, although there are only one or two canners in that State who are offering any. Their price seems to be 95c to $1.00 for 3s and $3.00 for tens, f. o. b. annery. The quality of the pack is fine.

Samples—I saw some extra standard, extra sweet, double-cut canned corn which was packed by the Grimes Canning Company, of Grimes, Iowa, this week, and it was entitled to be called "near fancy," and I have seen corn offered for "fancy" that was not so good.

I also saw samples of hominy packed by the Morgan Packing Company, of Austin, Ind., inside enameled cans, labels lithographed on the cans, which never tear or soil, and the hominy was as near perfect as any I have ever seen. Snow-white, and could not find a black eye or tip of the grain in the can I opened. took it home and fried it for breakfast, and in consequence got down to business late. I hated to leave it.

"WRANGLER."

MAINE MARKET

Heavy Rains Cause Improved Conditions—Industrial Conditions Also Better—Corn Canners Busy Making Pro-Rata Deliveries—Canned Apple Market Is Easy.

Portland, Me., October 26, 1923.

NEARLY an inch of rain has fallen during the past week, and conditions in New England are much improved. Hunting has been suspended in Massachusetts and New Hampshire, owing to the danger from camp fires, and in Maine every precaution has been taken to prevent serious fires. This rain has lifted the ban, and has made hunting easier, because it is less dry in the woods and less noisy. Game is reported to be very plentiful this year, and the out-of-State sportsmen who are flocking to the "happy hunting grounds" this season far outnumber and previous records.

Industrial conditions are also better, the recent rain having raised the water in storage basins and permitted resumption of business in some of the mills which have been idle because of lack of power. Maine is fast becoming an important State industrially, because of her almost unlimited water power and the reasonableness of labor restrictions. Nothing will have a more immediate and lasting effect on the food and grocery business in Maine than this constant addition to her manufacturing and consequent increase in population.

Corn canners are busy making pro-rata deliveries on their 1923 contracts. The average delivery is around 50 per cent, varying from 35 per cent from some who were unfortunate in pack and fortunate in sales, to 80 per cent and even 100 per cent from others who were more fortunate in production and less heavily sold up. There is still a good demand for Maine corn, but buyers and canners do not agree upon the proper price for such small lots as may be held in first hands. Fancy Maine Crosby corn is worth $1.75 factory, and some small transactions have been made on this basis. Golden Bantam is worth anything above $2.00 that the packer can get, but it is even more scarce than Crosby, owing to the fact that the 1923 growing season did not agree with Golden Bantam seed, and it is very late in maturing, too late to be canned. No. 10 Crosby corn is very short, and buyers still asking for offerings. Ear corn, Golden Bantam, fared rather better than some other styles, and the delivery on this was practically 100 per cent from all canners. No. 10 size is still offered in small quantities at $7.75 factory. The new No. 4 size, 7½ inches tall, has been very popular this season, and doubtless next year will see an increase in this style.

The sardine canners are running in mighty poor luck this season, which shows no sign of letting up during the few days left to them before the law prohibits further packing. The entire year's work has been far below anything recorded since the beginning of the industry, lack of fish and scarcity of labor have combined to make costs prohibitive, and the end of the season finds them with summer contracts still unfilled and no stock to take care of their usual winter business. An idea of costs may be had from a recent item in the Eastport paper, to the effect that, while the current $12 price to fishermen was considered prohibitive, it was actually known that as high as $18 was being paid in order to secure fish for this last few weeks' run. The season closes November 15th.

The canned apple market is easy, with goods already going out to the trade, factories at work, and orders coming in fast enough to suit the canners under the present factory conditions. Just at this time speculation among orchardists and competition among buyers are at their height, and until this flurry is over and orchardists settle down to steady business, canners are unable to ascertain just how much fruit they will get or exactly how much some of it will cost. The quality of fruit this year is said to favor the canner, being principally of the size most used in the fancy apple; but lack of higher-grade fruit has made the demand for this size very heavy, so that the supply and demand of the entire crop must be considered. Cider apples are high for the same reason, growers using judgment rather than a grader in grading their fruit.

"MAINE."

CALIFORNIA MARKET

Losses by Rains to Date Very Light—How the Crops Turned Out —Market Continues to Improve—Buyers More Anxious —Packs Cleaning Out—Tomato Pack Now On— Corporation Recently Withdrew All Tomato Offerings—Coast Notes.

San Francisco, October 26, 1923.

THE Crops—California crop conditions, as reported by the statistical service of the State and Federal Departments of Agriculture, are in good shape, with the losses sustained by rains to date very light. The apple crop is in better shape than was shown by the September report, now being estimated at 84 per cent of a normal yield. The output for the year is estimated at 7,148,000 boxes. The harvesting of the peach crop is at an end, and a yield of 390,000 tons is indicated, as compared with 420,000 tons last year. The output of pears will be about 112,000 tons, with the canned pack definitely below that of 1922. The dried tonnage will also be smaller. The prune crop has been harvested and is estimated at 62 per cent of a normal production, compared with 80 per cent last year. Olives improve with the advance of the season, with Northern and Central California making by far the best showing. Picking is now in progress in favored places. Figs were damaged by the recent rains and canning operations were cut short, the fruit souring on the trees. The output will be much lighter than was indicated early in the season. The crop of raisin grapes will be lighter than original estimates, the cool summer having caused mildew. The feature of the season has been the exceedingly large shipments of fresh fruits and the diminished quantity handled by canners and dryers.

The Market—The canned foods market continues to take on added strength, and buyers are showing an eagerness to place orders at prices which would not have been considered a few weeks ago. Advances are being made from time to time, and but few packers have been forced to come on the market to meet liabilities, a condition for which many buyers apparently waited. The longer the trade waits to secure its requirements, the more it pays, and there is every prospect that this condition will continue until the pack is disposed of. Trading among canners has already become quite general, but even with that few orders can be filled in full. California packers put up only such quantities as promised to move into consumption without difficulty, and there is now no doubt but that the cleanup will be practically complete.

Tomatoes—The packing of tomatoes is still under way on quite an expensive scale, the warm weather during the past week having ripened the crop rapidly. The California Packing Corporation recently withdrew its entire line from the market, but may have some limited offerings to make later should packing conditions continue favorable for a time. The pack is proving of good quality, and the inspectors in the field are having little to do.

Pineapple—Huge quantities of Hawaiian pineapple continue to reach this port from Honolulu, but stocks do not remain in warehouses very long, most buyers desiring immediate shipments. The steamer Wilhelmina recently brought in 138,961 cases, and almost every Matson vessel has a capacity cargo. Packing operations are still under way on a limited scale on the islands, and the output is well ahead of early estimates. Prices are firm, but premiums on contracts are not being paid, as was the case last year, and stocks are going into consumption, with only reasonable profits added.

Coast Notes—Shippers are being advised that shipments of many products to Japan will be admitted duty free until March 31, 1923, as a relief measure. The free list includes condensed milk, infant foods, rice, beans, barley and meats.

Federal Judge John S. Partridge recently adjourned Federal Court to a canning plant in Oakland to watch a peach-peeling machine in operation. The trip followed arguments in the case of the Dunkley Company, of Kalamazoo, Mich., against California canning concerns, charging that they are infringing upon the company's patented machines by using a similar machine made in California. The defendants in the action are Central California Canneries, Griffin & Skelly Co., Sunlit F Company, J. F. Pyle & Sons, Inc., Hunt Bros. Company and Anderson-Barngrover Manufacturing Company. The suit commenced so long ago that several of the concerns are ou business.

A number of California canners, wholesalers and ship have joined in signing a protest against any change in the p ent demurrage plan, or in the average agreement. The ave agreement provides, in effect, that forty-eight hours free t is granted to load or unload a car of freight. If the shi loads or released the car within the free time, he gets credit; if he has to hold some other car for a longer period, the cred balanced against the debit, these balances being made at the of each month. For years the average agreement has bee effect in other parts of the United States, but was not in ef in California, New Mexico and Arizona until the roads placed under Government control during the war. The der rage charges put in by the Federal Administration throug the United States carried the rate of $2 per day the first days and $5 per day thereafter. The Pacific Car Demur Bureau has announced its intention of filing an amendment the Interstate Commerce Commission, asking for a flat rat $3 a day and doing away with the average agreement, thi apply to the three Western States. Among the firms signing protest are the California Packing Corporation, the West Sugar Refining Company, the William Cluff Company, the G fith-Durney Company, the G. W. Hume Company and Haas B

The old Porterville cannery at Porterville, Cal., which not been in use for several seasons, is being utilized as a rec ing station for raisins this year.

A. M. Clair, of Juneau, Alaska, is promoting a plan for establishment of a cold-storage line for conveying fish f Alaska to San Francisco. A floating cannery will be fitted for the packing of varieties suitable for that purpose.

A new company, with Alexander B. Stewart at its head, been organized to operate the plant of the Curtis Corpora at Long Beach, Cal.

R. M. Barthold, vice-president of the California Pack Corporation, and Preston McKinney, secretary of the Cann League of California, will attend the conference on swells t held at Chicago, November 5 and 6, in conjunction with the convention of the Western Canners' Association. They are c mitted to the warehouse plan of handling spoiled canned fo and hold that destruction must be real and not accomplis through the medium of a typewriter or billing machine.

"BERKELEY."

The Muse Remodeled.

It's time that poems once so prized
Should be a trifle modernized.
'Mid jazzy strains so lightly tossed
Some little gems should not be lost.

The boy stood on the burning deck;
Said he, "I will not budge, by heck!
Here's heat enough and maybe more.
The coal strike may leave none on shore."

"Oh, curfew shall not ring tonight?"
Examined the flapper with delight.
"Late hours don't cause me any shock;
I'll dance till 12 or 1 o'clock."

"Drink to me only with your eyes,"
Though vamps are dangerous none denies,
I'd rather risk a glance or two
Than take my chances on home brew."

—Washington Star.

A SUGGESTION

"My daughter can do anything with the piano."
"Could she lock it up and drop the key in the river?
Sondagee Nisse (Stockholm).

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

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Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, NOVEMBER 5, 1923 No. 11

EDITORIAL

CONVENTION MATTERS — November starts off with a bang in Convention work for the canners, and as our Convention Dates column will show, the sessions of the various State Associations will go on, from then, in a quite continuous session.

The first and most important will be the sessions of the National Canners Association Board of Directors, at the LaSalle Hotel, in Chicago, because at these sessions all the work of the minor associations focus, and are given force and effect. Not that the minor associations are not able to take independent action, but because through the National the work that is of benefit to the whole canning industry is unified, the different and independent strings tied into one knot and the action presented to the world as the industry's united front. All Associations are now working in such complete harmony with the National that greater progress is being made and can be expected. This makes for the ideal in Association effort—business-like, efficient work by the various units, brought together under the auspices of the National body and presented to the world as the action of the canning industry.

THE SWELL GUARANTEE—First and foremost is the matter of the proper and, it is hoped, the final settlement of the swell guarantee matter. The N. C. A. will be ready to submit in all detail the warehousing proposition. The representatives of both of the big wholesale grocery associations will be on hand to consider this matter as also will be the representatives of the Chain Store Association, and from what we know of this warehousing proposition we believe they will find it so eminently fair to all parties concerned—food authorities, buyers and sellers—we believe they will consent to it and put it in force for next year's transactions. Certainly it will make an interesting session, and all canners in attendance upon the Western meeting are invited to take part in the sessions at the LaSalle.

STANDARDIZATION OF CONTAINERS—During the past several years there has been more or less desultory discussion of the standardization of the cans used in the industry, but no definite action has ever been taken, and it seems to us the time has come when this must be done. Secretary Hoover has been working along this line for many months, and has shown the immense benefits and savings to be effected in other lines; and canned foods, we are sure, will show equally as great. Moreover, we are now in a position before the public where their confidence must be nursed and nurtured if we expect to retain and promote the wonderful increase in consumption of canned foods now everywhere evident. Instantly all thoughts will turn to the No. 2½ and the No. 3 cans, and all will agree that there is so slight a difference between the two that one should be entirely discarded and the other accepted as the standard everywhere. The little housewives of our country are not as unobservant as many might suppose. They very quickly see the difference in these cans, where the two sizes meet on the grocer's shelf and are inclined to think that the smaller size is more or less of a swindle, the smaller being short measure, in her estimation, and the industry cannot allow such a thing to exist in the mind of the public. The No. 2½ is slowly, but surely, displacing the No. 3 size, and we urge that the change be made complete, so that there will be but the one size of tin offered the public. We do not believe that it is the best policy to cut to the No. 2½ size, because the No. 3 size is a full quart, and the public understands this, and it is always politic to run with the public understanding. The old basis upon which these sizes were originally decided upon—the No. 2 equal a pint, the No. 3 a quarter, and the No. 10 a gallon—are fixed measures in the public mind, and any deviation from them simply invites doubt and distrust. We call attention to the importance of this point, although we know that all the country has been following in the steps of the Far West, which brought out this skimped-size No. 2½ can. And if the industry is determined to have this, let's end the discussion and decide upon that as a fixed size. This is a work that should be done this fall, so that the canmakers and others may be ready to enter the new season without hitch.

But if you will look about you will see that there are all kinds of sizes and "cuts" beginning to creep in, and if this is not stopped in the beginning, there will result confusion worse confounded, and the whole industry will suffer from it. You know what happened before the Pure Food Law put a stop to slack-filling. To undersell a competitor, one canner cut his fill just a little; then the next man, to undersell him, cut that a little, and so on down, until, as the late Mr. Hosiah Going put it, they brought out a Shadow Brand, in which the product was merely passed over the can and the shadow allowed to fall in it. That has been stopped by the law which requires the statement of weight on the label; and now they are seeking to get around that law by cutting the size of the container, but stating the actual weight in the can.

Here is the copy of a circular letter sent out by one of the well-known canners of the country, under date of October 18th:

SPECIAL—PORK AND BEANS T/S

We have been working for some time on a special can of good quality PORK AND BEANS in TOMATO SAUCE to retail at 10c per can and make a profit for the Jobber and Retailer, and have decided on an 18-oz. tall can which has the **appearance** of a full No. 2 on the merchant's shelf. We have named a price of 75c per dozen f. o. b. factory on this special can, which will be packed 8 dozen to the case. In naming this low price we are anticipating a lower market on beans and will not be in a position to consider any lower offers.

We will be pleased to forward samples on request.

The "black letters" are ours, because there is the kernel in the nut and the danger point to the whole canned foods industry. The canner is technically not guilty in packing a smaller can if he puts the actual weight on his label; but after it leaves his hands, then what? It has "the appearance" of a No. 2 can, is known to the canners as a "short," because the full No. 2 can of such beans should have at least 2 ounces more to the can; but what does the consumer know about this? This merely puts in the hands of an unscrupulous retailer a chance to wreck the whole canned baked-bean business; is bound to react adversely upon the entire canning industry, because the consumer is the one who must be considered. Doubtless you can find the wholesaler willing to push this along, and the retailer, especially if his attention is not called to it, willing to palm it off on the public. The industry must protect itself against this kind of bad work and play four-square with its consumers, for they are far more important than wholesalers or retailers.

Again we notice that Maine has taken to the packing of a No. 4 can of corn, so now we have a No. 4, a No. 5, a No. 6, a No. 8 and a No. 10 can, all supposed to be a gallon, or real No. 10. The canner will reply he does not pack them as a No. 10, but as No. 4. Must we repeat what we have said above?

If the canners' conventions do nothing more this year than settle the swells question and adopt the standardization of cans, they will have done magnificent work for the general progress and prosperity of the industry. The National Canners' Association has a special committee on the standardization of tin cans, and we know they have studied this question in an exhaustive manner. Let the results of their determination be brought out and be put into effective force this year for next season's packings.

OUR THANKS—We want to take this occasion to thank our many friends for their co-operation in sending us new subscribers, for recommending this paper, for we have had a surprisingly large number of such actions this year, and it would seem that no new man or firm has entered the industry without being directed to us. We can no more make every issue of The Canning Trade invaluable to every man in the business than can a daily newspaper make every issue ring with important news matter. Some issues must be more interesting and valuable than others—we can't always give you a banquet, and if we did you would grow tired of it. But it is encouraging to note that canners and others realize that our constant drive to be of service to this industry can only reach a maximum of efficiency when all, or practically all, men in the industry receive that service. And that is why they recommend others to read it; why they help us to help the entire industry and so help themselves. We have waited many a long day for the canners and others to see that it is to their interest to spread the reading of The Canning Trade, to go out among the non-readers and advise them to read, to the end that they may be better informed, and, therefore, better competitors. In other words, that the work we do with this journal is their own work, for their own good, and ought to be helped and encouraged. The supply man, where he finds a canner who does not read The Canning Trade, invariably urges that canner to send in his subscription. Many of the brokers are doing this, and now the canners are taking up the practice. It is gratifying, and we thank you, gentlemen, because this knits our big family more closely together, and helps us all.

IS SLACK-FILLING RETURNING?—The recent issue of Notices of Judgment under the Food and Drugs Act shows two actions because of short weight in the packing of clams, two similar charges with respect to the packing of oysters, two alleged in the use of excess brine in the packing of kraut, one that the amount of jam delivered was not equal to the weight that was declared on the label, and one for misbranding in the case of imitation jelly. Ten seizures out of fifty are for violations of the simplest provisions of a law which has been in force for over 15 years and on which not even an amateur in the canning industry should not be well informed.

If a man were to go to the bank and arrange for a loan of a thousand dollars and the cashier passed out only nine-hundred through the window, there would be a prompt protest there and then. The canner who delivers only three and a half ounces for four, or seven ounces for eight is no better than the banker who would retain 10 per cent under a pretext of accommodation after having agreed to a certain loan. The fact that the shortage is small as affecting the individual is no justification for the principle, and if the practice in filling cans is tending toward the slack side, the sooner it is corrected the better for the entire industry. Some other canners might well weigh the contents of some cans and examine their labels.

CONVENTION DATES

November 5th, 1923—Board of Directors, Natior Canners' Association, Hotel LaSalle, Chicago, A. M.

November 7th, 8th, 9th—Western Canners, Hotel She man, Chicago. Semi-Annual Meeting.

November 13th to 16th—Wisconsin Pea Canners, M waukee Auditorium. Annual Meeting.

December 4-5, 1923—Iowa-Nebraska Canners, at Om ha, Hotel Fonteneke. Annual Convention a banquet.

December 6-7, 1923—Ohio Canners, Southern Hot Columbus, O. Annual Convention.

December 12th and 13th—New York State Canne Hotel Powers, Rochester. Annual Meeting.

January 21st to 26th, 1924—National Canners, Canni Machinery and Supplies, National Food Broke Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping informed as far ahead of time as possible, and keep this column correct and complete.



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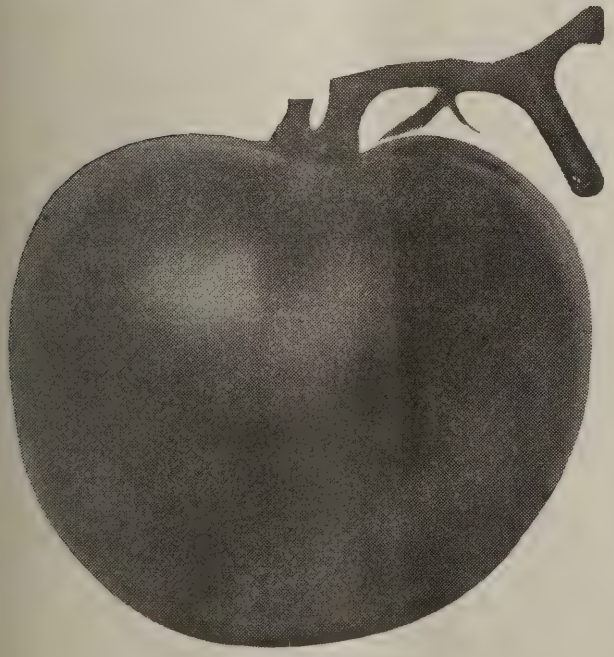
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THE LANDRETH

SPOT OR 1923 CROP SEEDS

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We have carefully grown stocks of——

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Our Imports and Who Use Them

Their Value and Diversification—Vital to Many Key Industries—Their Relation to the Well-being of All the American People.

Issued by the National Foreign Trade Council India House, Hanover Square, New York City.
October, 1923

(*Continued From Last Week*)

Imports for Canning Industries—Consider, for a minute or two, the use of preserved fruits, vegetables, sea-food and meat. The consumption of these foods in the United States is very great. There are in this country roughly some twenty-two million families. It is probably a fair estimate to say that in each family, on an average of once a day, use is made of some "put-up" food product — meats, fruits, vegetables, soups or oils, that have been packed in tin or glass containers for later use. One concern alone sells over thirty million cases of soups a year, with four dozen cans in a case.

This use of preserved food products has had an incalculable effect in the diversification of our modern life. It has facilitated our industrial development through lessening the importance of proximity to sources of food supply, and has improved our general condition of living by giving us, during several months of the year, palatable and appetizing eatables, which otherwise we should have to use in their dry or dessicated state, or do without. All this is made possible by our import trade.

Preserved foods are put up in glass or in cans of imported tin. If in glass jars, there is either a metal cap in which tin is an element, or a glass top held down by wires made of steel, coated with a mixture of zinc and tin; in either case a rubber ring is absolutely essential in sealing the jars. Both tin and rubber come from abroad. Without these two products some other method of canning fruits and vegetables might be found, but it would surely be much more troublesome and inconvenient, and probably more expensive.

Fruits are sometimes put up in bottles which are corked and sealed, usually with wax, often under a soft tin and lead top. The cork is obtained from the bark of cork-oaks which grow in Spain or Portugal; cork trees do not grow in the United States.

Vegetable Oil Imports—International trade in vegetable oils has assumed very large proportions in recent years. Many countries, mainly in the Orient, produce a surplus of oil and oil materials which are exported to countries which have crushing equipment, a local demand for oil, and markets for the disposal of by-products of the oil-crushing industry, such as cattle feed and fertilizer.

Drying vegetable oils have already been referred to in connection with the paint industry. The non-drying and semi-drying oils, among which are coconut, cottonseed, peanut, palm, palm kernel, soya bean and olive oil, are used primarily in manufacturing edible products, soap and toilet preparations. Cottonseed oil is obtained in the United States; olive oil comes from Italy, Greece and Spain. The other vegetable oils are obtained mainly from British India, the Philippines, Straits Settlements, Dutch East India, Egypt, China, Japan and Brazil.

Recent inventions have made possible to deodorize and decolorize these vegetable oils to such an extent that they can now be used for human consumption. Large quantities are now used in manufacturing vegetable shortening, lard substitutes and margarines. More important in the daily life of every American family, however, is the use of these imported vegetable oils in th manufacture of soap and toilet preparations. In 1921 over 188,000,000 pounds of coconut oil, 23,000,000 of palm oil, 16,000,000 soya bean oil, and huge quantities of rapeseed oil, peanut oil, cocoa butter oil and olive oil were imported. Approximately 2,000 000,000 pounds of soap and soap products are now being consumed annually by the 22,000,000 families in the United States at an average cost of $10 per family. The soap industry consists of 283 establishments, employs 16,558 wage earners, and turns out finished goods with an annual value of $240,194,619. All this vast industry, with its many ramifications, is now largely dependent upon imported vegetable oils. Every time you wash your hands the chances are you are using the products of foreig trade.

Imports for Consumption—Probably the most familiar ar most easily understood illustration of the connection betwee inward foreign trade and our every-day requirements is furnishe by the things we eat and drink. Our tea leaves come from Japa China, India and the East Indies. There is one town in Brazil- Santos, in the State of Sao Paulo—from which more than 6,000 000 bags of coffee beans are shipped every year to the Unite States. Each bag weighs 137 pounds, which gives a little ide of the amount of coffee imported by Americans every year. addition, we import coffee from Colombia, Venezuela, Guatema and other parts of Central America and the Dutch East Indie Another favorite drink is cocoa or chocolate. This is made fro cocoa bean obtained principally in British West Africa, Braz Ecuador, Dominion Republic and Trinidad. Cocoa is also use in the manufacture of chocolates of all kinds. Every chocolat coffee or vanilla soda uses an imported flavoring; so does ging ale and sarsaparilla.

Essential to the preparation of all kinds of beverages ar all sweetened foods is sugar. Approximately half the sugar co sumed in the United States is supplied from foreign countrie notably Cuba and Java; one quarter is imported from Porto Ric Hawaii and the Philippine Islands, and one quarter is produce in this country.

The following imported fruits are in common use: Banana from Honduras, Jamaica and other Caribbean countries; curran from Greece; dates from Turkey and India; figs from Turkey ar Greece; grapes from Spain and Canada; grape fruit from Cub lemons from Italy; olives from Spain; pineapples from Cuba ar Hawaii; raisins from Spain. Some of these fruits are grown the United States, but in such cases foreign sources are calle upon to increase our supplies.

A recent development of great interest is the importatio of fresh fruits and vegetables during our winter months. Th winter fruit and vegetable industries of Florida and Californ have been supplemented by imports from Mexico and Centr America. Even more striking have been our winter imports apricots, cherries, peaches, pears, plums and berries from Sou Africa and South America. How can these be grown during ou winter season? Simply because Cape Colony and Buenos Air and all other points south of the Equator have their summe when the United States and lands north of the Equator are ha ing their winter. Thus the demand for comforts and conven ences is bringing all parts of the world into closer and close relationship.

We import almonds from Spain, Italy and France; coconu from the Philippines, Trinidad and Central America; coconu meat from Oceania; shredded coconut from the British Ea Indies; Brazil nuts from Brazil; filberts and marrons from Ita and Spain; peanuts from Japan and China, and walnuts fro Italy, France and China.

Among the common breadstuffs we import—to supplemen domestic supplies—are rice from Hongkong and wheat fro Canada and Australia. Sago and tapioca, found in the Ea Indies, are not produced in the United States.

Of the vegetables, beans and lentils are brought in consi erable quantity from Japan; garlic from Italy, Spain and China onions from Spain; dried peas from Mexico and Japan; potatoe from Canada; mushrooms from France, and honey from Cuba.

Spices are particularly the product of foreign countries. Re pepper comes from Japan, Spain and Africa; cassia from Hong kong and China; cloves from East Africa and South Africa; gi ger root from West Africa and Jamaica; mustard from England nutmegs from the Dutch East Indies and British West Indie and black pepper from the Dutch East Indies and Straits Settle ments; cinnamon, pimento and sage are also imported.

Sanitary Cans for 1924.

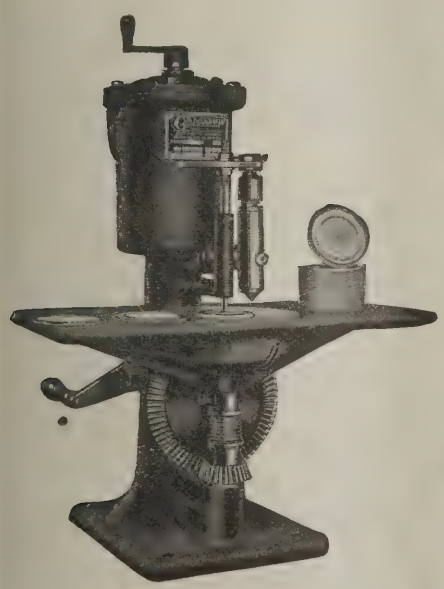
IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

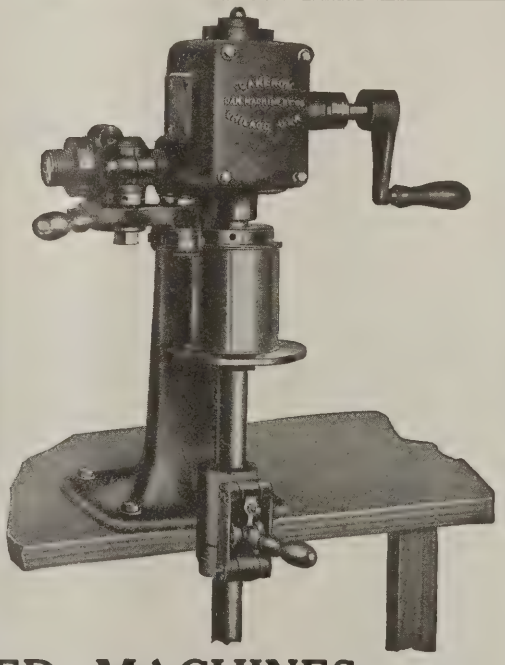
Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

23

PLENTY OF FRENCH PRUNES

Lot-et-Garonne Department Produces Twenty Times as Many Plums This Year as Last.

THE bulk of the French prune crop is produced in the Department of Lot-et-Garonne, in the consular district of Bordeaux. The Director of Agriculture of that department advises the American Consulate, under date of August 28, 1923, that this year's harvest of plums will be twenty times larger than that of last year. The prune merchants estimate that the harvest will be from 260,000 to 300,000 metric quintals for this year.

The consumption of fresh plums will amount to about 25,000 quintals, and about 15,000 quintals will be made into marmalades, while none is used for distilling. The total quantity which will be transformed into dried prunes will be about 200,000 quintals.

QUEEN OLIVE CROP IN SEVILLE

A FAIRLY large crop of queen olives is assured for 1923, Consul William C. Burdett reports to the Commerce Department, and while the crop will not be a bumper one, it is estimated that it will be 50 per cent larger than the 1922 crop. The extent of the crop will not be realized before the first day of November, but some basis for prices should be reached in October.

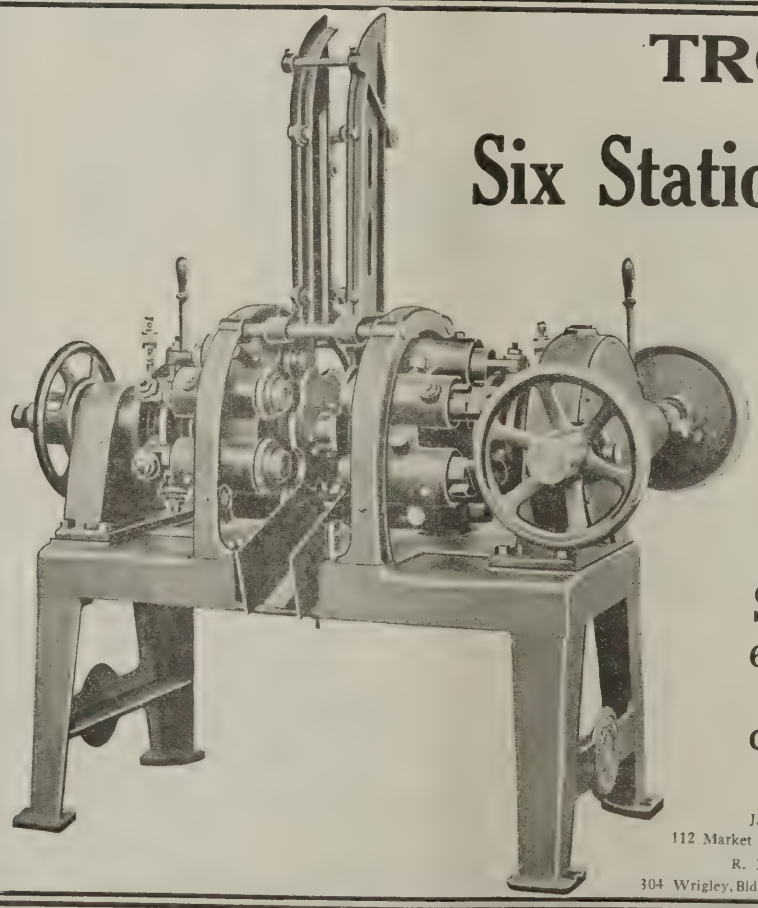
Most of the first-grade olives are shipped to New York.

HONGKONG MARKET FOR FRESH APPLES

THE demand for fresh apples in Hongkong is excellent, Consul Leroy Webber informs the Commerce Department, and practically the entire supply now comes from the United States. A good trade has been built up by American exporters, the average annual imports being estimated at about 12,000 boxes, one American exporter shipping 10,000 boxes per year.

Purchases are made direct by local firms, who import against orders placed with them by the smaller dealers. The contracts are generally signed with the fruit growers in the United States during July or early August, for delivery as soon as the crop is ready. Orders for shipment by certain steamers are generally placed by cable. The quotations are usually c. i. f. Hongkong, and payments are made on delivery of the goods.





TROYER-FOX
HIGH SPEED
Six Station Rotary Flanger

Speed 200 to 225 flanged can bodies per minute. A continuous speed - Six sets of Flanging Dies, each brought into position by 3" slides, working in bronzed bushed bearings. The slides actuated by stationary cams, so designed as to bring the dies quickly into position for flanging and then drawing the flange verp slowly. Giving high speed without cracking flanges. Gears enclosed, running in oil.

SEATTLE-ASTORIA IRON WORKS
601 Myrtle Street, Seattle, Washington.
Builders of TROYER-FOX
CAN MAKING and CANNERS MACHINERY

SALES REPRESENTATIVES

J. L. COLLINS,
112 Market St., San Francisco, Cal.
R. E. FAIRBANKS,
304 Wrigley, Bldg., 400 Mich Ave., Chicago, Ill.
GEO. H. DOWSING,
Metropolitan Bldg., Sydney, N.S.W.
THE H. S. GRAY CO.,
832 Fort St., Honolulu. T. H



More Speed—Less Cost in Conveying

From one end of your building to another, through crowded stock rooms, to or from the shipping rooms, cases of bottles and cans are carried quickly and smoothly by the force of gravity. Labor expense is cut, breakage loss reduced, and unnecessary delays eliminated.

The Mathews Gravity Roller Conveyer provides the simplest and most satisfactory utilization of gravity for conveying that can be had. It is the logical and lasting solution of your conveying problems and raises the general efficiency of your plant.

Portable sections make a flexible system readily adaptable to all parts of your building. Switches and other ingenious devices permit the routing of different products at will.

It is imperative that manufacturers take measures to offset labor shortages. The installation of a Mathews Gravity Roller Conveyer is a safeguard that pays for itself in labor saved. Our engineers are prepared to study conditions in your plant and estimate on the conveying system particularly adapted to your needs. Further details will be valuable. Write for them.

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

MATHEWS GRAVITY CARRIER CO.

123 Tenth St., Ellwood City, Penna.

Branch Factories: Toronto, Ontario—London, England.

Western Canners' Association Review

Issued from the Secretary's Office

12 East Grand Avenue, Chicago, Ill.
October 30, 1923

THIS publication is sent free of all charge to each of the members of this Association. No advertisements are accepted for insertion. Advertising should be done in the legitimate canning trade papers. They should be sustained, as they loyally support the canning industry and deserve support in the way of subscriptions and advertising.

This is not an official publication. No one is responsible for what appears in it but the editor, and its opinions are entirely unofficial and sometimes they are unacceptable.

The wholesale grocers are complaining that the allowance for labels made them by the canners is unfair, and that since the prices of labels have so heavily advanced that they should be allowed their cost. They want a conference.

The 79th Semi-annual Convention of the Association will be held at the Hotel Sherman, Chicago, on Wednesday 7th, Thursday 8th and Friday 9th of November, 1923. A rate of one fare going and half fare returning has been granted from all parts of the United States. When buying a ticket to Chicago get a certificate of purchase from your station agent; when validated at the Convention it will enable you to purchase a ticket back for half fare. That is, provided we have 250 railroad validations. We are more than likely to have that many, but be sure to get your certificate, as all will be needed, and yours may be the 250th.

The National Canners' Association will co-operate in this Convention, and Frank Gorrell, its splendid secretary, writes me as follows:

"We are calling a conference of our different committees for Monday, November 5th, 1923, in the morning at LaSalle Hotel, Chicago. These committees will take up the general business of the Association.

"On Tuesday, November 6th, 1923, our semi-annual meeting of the Board of Directors will be held at the LaSalle Hotel.

"As you know, we want any and every canner to attend the meetings of the Board, and the only limit we will put on the size of the attendance is the number that the largest meeting room of the LaSalle will hold. I think that is about 400. If any more come, we will adjourn to the city hall.

The principal subject to be discussed at the meeting will be the much-mooted swell controversy, although we will have a regular program of other matters. We have also arranged to have a meeting of the Committee on Definition and Standards for Canned Peas on the evening of Monday, November 5th, 1923, together with Dr. Blanck, of the Government."

Put this copy of the Review in your pocket and bring it to the Convention. It may be useful to you as a memorandum of things to take place.

Here is a synopsis of the program of the Convention of the Western Canners' Association. We think it is a good program. The floor is free to all members, however, and if the proceedings don't suit you, get up and start something yourself. There will be open discussion of all subjects, for which there will be plenty of time, and there will be no blinders or bridles and no silencers on revolvers. The fourth session, Thursday afternoon, will be "National Canned Foods Week Session."

WESTERN CANNERS' ASSOCIATION PROGRAM

79th Semi-Annual Convention—Crystal Room

OPENING SESSION, WEDNESDAY, NOV. 7TH, 1923, 10 A. M.

Invocation—J. A. Lee

Report of Secretary-Treasurer.
Appointment of Special Committees.
- (a) On Secretary's Report.
- (b) On Resolutions.
- (c) On President's Address and Recommendations.

President's Address—J. W. Hill, Des Moines, Iowa.

Address by President National Canners' Association—J. A. Anderson, Morgan, Utah.

Address by President National Wholesale Grocers' Association—J. W. Herscher, Charleston, W. Va.

SECOND SESSION, 2 P. M.

Address by President Canning Machinery and Supplies Association—Frank C. Engelhart, Chicago.

Address by General Manager Sales, American Can Co.—George W. Cobb, New York City.

Warehousing and Financing Canned Foods.
- (a) Representing Illinois Association of Warehousemen—A. H. Millward, Chicago.
- (b) Representing Philadelphia Warehouse Co.—William P. Cosgrove, Philadelphia.
- (c) Representing Eastern States Warehouse and Cold Storage Co.—Charles N. Dunn, Springfield, Mass.

General Discussion.

Address, "Insurance From Canners' Standpoint"—James E. Hoff, Milwaukee, Wis.

THIRD SESSION, THURSDAY, NOV. 8TH, 10 A. M.

Address by Vice-President Western Canners' Association—J. J. Rogers, Pendleton, Ind.

Address by President American Wholesale Grocers' Association—J. H. McLaurin, Jacksonville, Fla.

Address by Vice-President National Association of Retail Grocers of United States—John C. Sheehan, Minneapolis, Minn.

Address by President National Food Brokers' Association—Chas. P. Whiteman, Oklahoma City, Okla.

Address by President National Kraut Canners' Association—W. W. Wilder, Clyde, Ohio.

FOURTH SESSION, 2 P. M.
NATIONAL CANNED FOODS WEEK SESSION

Address by National Chairman—Royal P. Clark, Beaver Dam, Wisconsin.

Address by Assistant Secretary National Canners' Association—Frank Shook, Washington, D. C.

Address, "The Brokers' Co-operation"—Walter A. Front, Chicago.

Address, "The Wholesale Grocers' Co-operation"—Chas. E. Wilcox, Chicago.

FIFTH SESSION, FRIDAY, NOV. 9TH, 10 A. M.

Address, "Return of Swells From Laboratory Standpoint, Representing Research Laboratories, National Canners' Association"—W. D. Bigelow, Director, Washington, D. C.

Reports of Standing Committees:

Conference—E. W. Virden, Grinnell, Iowa (Chairman).

Auditing—Albert T. Bacon, Chicago (Chairman).

Traffic—William Claper, Grimes, Iowa (Chairman).

Cost Accounting—H. W. McCartney, Chillicothe, Ohio (Chairman).

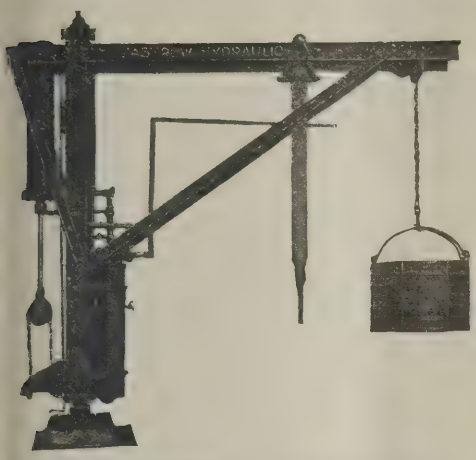
Factory Efficiency—E. B. Gill, Central Lake, Mich. (Chairman).

Soil Conservation—G. H. Seare, Chillicothe, Ohio (Chairman)

Membership—F. A. Stare, Columbus, Wis. (Chairman).

Seed Supply—R. C. Dickinson, Eureka, Ill. (Chairman).

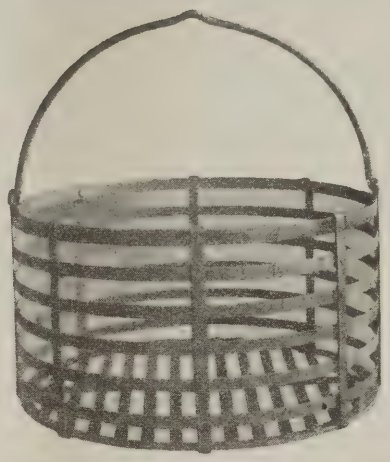
ZASTROW'S PROCESS ROOM EQUIPMENT



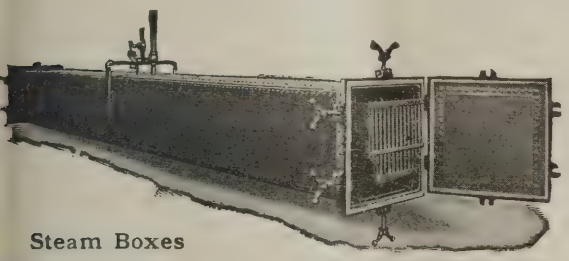
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

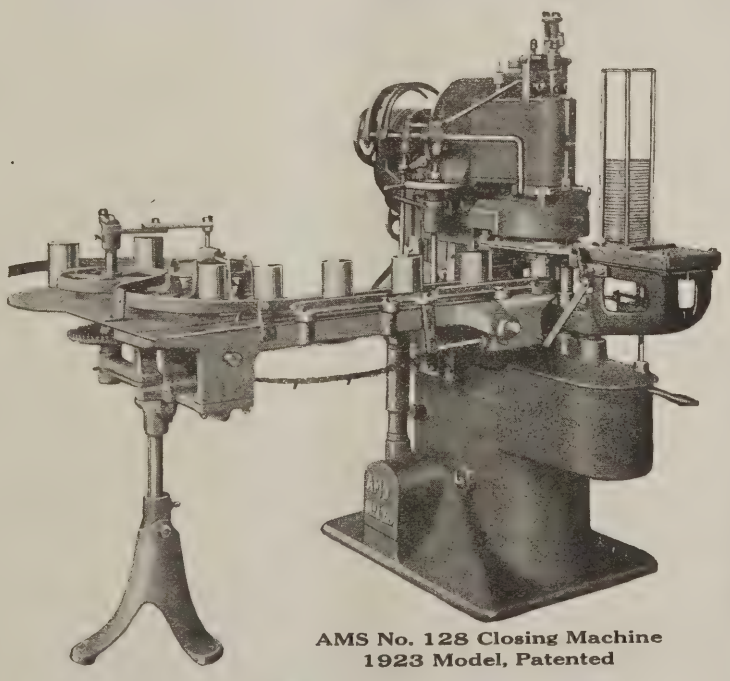
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ZASTROW MACHINE CO., Inc.
Foot of Thames St.,
BALTIMORE, MD.

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL ANITARY CAN YSTEMS PRODUCTS NEW YORK CITY

THE MAX AMS MACHINE COMPANY
101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

By-Products—George Stocking, Beaver Dam, Wis. (Chairman).
Publicity—John A. Lee, Chicago (Chairman).
Addresses by Ex-Officio Vice-Presidents, Presidents of State Associations:
Indiana Canners' Association—Clarence L. Turmail, President, Vallonia, Ind.
Missouri Valley Canners' Association—Roy Nelson, President, Crane, Mo.
Minnesota Canners' Association—W. H. Taylor, President, Lesuer, Minn.
Illinois Canners' Association—Robert Dickinson, President, Eureka, Ill.
Iowa-Nebraska Canners' Association—M. W. Jones, President, Sac City, Iowa.

SIXTH SESSION, 2 P. M.

Address, Representing Wisconsin Pea Packers' Association—W. E. Nicholey, Madison, Wis.
Address, Representing Canners' League of California—Preston McKinney, San Francisco.
Address and report of National Councilor J. A. Lee, Chicago.
Reports of Special Committees:
(a) On President's Report.
(b) On Secretary's Report.
(c) On Resolutions.
Continuation of Discussion on Reports of Standing Committees.

During the Convention there will be timely and appropriate discussion of many important subjects, and of the subjects on the program. All members, active or associate, are invited to participate, but canners only are eligible to vote.

Iowa is rapidly closing out her 1923 pack of canned corn. In thirty days hence it will be difficult to find any canned corn in that State in first hands. Maine is delivering 50 per cent on her future orders for canned corn, and Minnesota is doing about the same. Indiana, Ohio, Wisconsin and Illinois are indifferent sellers at 90c cannery for standard quality, and there is free buying.

What did we tell you about canned tomatoes? Indiana is sold out, Michigan is sold out, Ohio has only a few extra standards and fancies left. Buyers are jumping onto the small surplus in Maryland and Delaware, and the canners there are beginning to run from the brokers and hide what they have left.

That record pack of peas of nearly fourteen million cases is all shot to pieces, and looks like "the last of pea time." If twenty million cases had been packed, they could all have been sold before the 1924 crop arrived.

There are two conventions a year held by this Association—April and November—and the annual dues are good for the year. Heretofore the dues have been collected somewhat irregularly, causing confusion and occasionally a misunderstanding. Hereafter all dues will be payable in January, and all bills will go out the first week in January, and will carry a membership through the year. New members coming in before April convention will pay a year's dues; after that convention they will pay only a half a year's dues, so as to make all payments due January 1st of each year.

Everything in canned vegetables is cleaning up, and nearly all articles are short. In canned fruits the market has been overloaded so with fresh fruits—grapes, plums, apples, peaches and oranges—that canned fruits have been side-tracked for a little while; but cold weather is due, and that will remedy the situation and bring canned fruits into demand.

There has been a big crop of dried fruit produced in California—prunes, apricots, raisins, etc.—and prunes have been very, very low. This has drawn away consumers from canned foods to some extent, but the dried fruits are being rapidly sold out. Prices advanced last of this month (today) from half a cent to two cents a pound on prunes and apricots, and other goods are slated for a rise in price very soon.

That new constitution and by-laws of the Western Canners Association will be issued shortly after the November Convention. The name, address and business of each member will be printed in it and classified by States and lines of business. A copy will be furnished to each member, and we will then all know Who's Who and What's What and can proceed to use each other for our mutual benefit. Get that new member in and his name will be in the preferred list.

We are asked by several brokers who are members of this Association to request all canners to be more prompt in replying to correspondence and to try to be more helpful in their letters

USE
HAMACHEK IDEAL
VINERS AND VINER FEEDERS
For Better Pack of Peas at Greater Profit
FRANK HAMACHEK, KEWAUNEE, WIS.
Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters
ESTABLISHED 1880

Sinclair-Scott Company

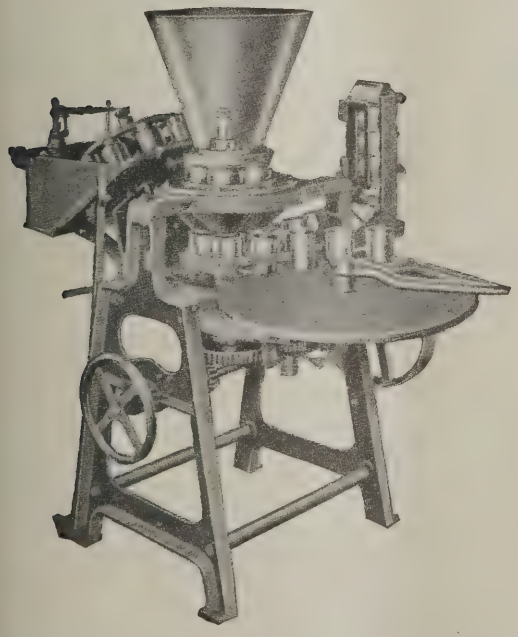
Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY

SALEM
NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT , Sole Agents for Canada

to their brokers in sending quotations:

First—Give quantity of each of offerings, grade where it is possible.

Second—State grade on labels and mark price.

Third—State whether in wood or fibre cases.

Fourth—State terms and cash discounts.

Fifth—State shipping point of goods.

Sixth—Quote all offerings, not just one or two items.

Seventh—Label all samples with factory labels and not with a piece of white paper poorly glued on.

Eighth—State if goods are unlabeled and available for buyers' labels.

The reasons for asking these things are as follows: So that the broker can sell entire lots where possible. So that freight rate can be ascertained for information of buyer. So that freight can be figured accurately. Fibre cases weigh considerably less than wood cases. So that goods can be sold for private labels when so wanted. So that samples can be identified with quotations by mail. So that shipping instructions can be secured. So that assorted carloads can be made up.

Mr. Thomas D. Guthrie, traffic manager of the American Wholesale Grocers' Association, Jacksonville, Fla., requests that all shippers of canned foods insert in their bills of lading notation to the effect that containers used in shipping their goods meet with requirements of Rule 41, Consolidated Freight Classification. This is very important and will save trouble. Your local agent will have a copy of Consolidated Freight Classification. If not, write to this office of the Western Canners' Association for one.

The Wisconsin Pea Packers' Association will hold its annual convention in the Auditorium Building, Milwaukee, Wis., on Tuesday, November 13th; Wednesday, November 14th; Thursday, November 15th, and Friday, November 16th, 1923. There will be a canned foods exhibit in Kilbourne and Juneau Halls. Write to W. E. Nicholoy, Business Secretary, Madison, Wis.

APPROVES STANDARDIZATION OF RAW PRODUCTS

R. T. O. GOERES, of the Lodi Canning Co., Lodi, Wis., believes that the Government should be backed up in its efforts to bring about a standardization of canning crops, and says something about the corn used for canning that should be listened to. He wrote as follows:

Lodi, Wis., October 24, 1923.

Dear Mr. Judge:

I enjoyed your article "Must Buy Crops by Grade" very much, and the sooner 100 per cent of the canners are convinced of this fact, the sooner our quality will be near perfect.

The pea industry has hammered away at this until they finally got results, and in my humble way of thinking the corn packers will have to take an awful hammering to get better results. We corn packers seem to be careless as to our crop grade. The big, course variety of Evergreen ought not be put into cans at all. It has been said: "There is no such a grade as Fancy Evergreen." If this is true, why not drift away from the Evergreen and substitute the more favorable varieties, such as Country Gentleman, Crosby, Narrow Grain, etc.? What is the use of packing a variety which in itself is not of a high quality? Minnesota has proven what can be done if the right product is used. What would Minnesota's reputation be today if they had not "specialized" rather than "packed" just any kind of "corn"?

You are doing a good work with your paper, and I am sure that it will have the needed effect, but I think you will have to keep hammering away.

The beet market is very active . The price of No. 3 cut beets has advanced to $1.35 per dozen, factory, but even at that price there are few to be had.

There is little corn left in the hands of the canners. Quite a little extra standard Evergreen has moved at $1.10½, factory. Near fancy Evergreen is selling for $1.10 to $1.20. Some nice sales have been made at $1.25, for No. 2 tin corn is practically gone, also the No. 10 peas.

Yours very truly,

T. O. GOERES,
Lodi Canning Co.

EMPLOYER CO-OPERATION

(Reprinted from The Superintendent, House Organ of the Ka
Kiefer Machine Co., Cincinnati.)

IN the manufacturing and merchandising of any product the are three principal divisions of effort or departments, unde which are included the multiplicity or detail that are requisi in a going concern. The three departments, if we may refer them as such, may be classified as follows:

1st—The securing of raw materials.

2nd—The manufacturing of such raw materials into the fi ished product.

3rd—The disposing of the finished product.

Given adequate capital and a reasonable knowledge of th particular industry, there is no difficulty in firmly establishin the first department or the first step toward success.

Given a practical understanding of the requirements of th trade that may purchase the finished product and by adoptin a policy of quality, fairness and equity, the selling of the factor output does not present obstacles of a serious nature, and th the third step may be completed.

In between these two departments is that of productio which naturally is the most vital and important of all, for production is so motivated, business success is gained or lost.

In none of the three departments does the human eleme enter so directly as in production. Equipment may be, and, fact, is, a factor that is rapidly standardizing production. Ne ertheless, there must enter in, to an astonishing degree, the d pendency upon human integrity and conscientious effort.

The head of an industry may build up a very strong organ zation, and yet the least important member may be an eleme of danger to the smooth operation of the whole.

The business leaks that cause serious loss and that are th cause of constant vigilance may arise from the most unexpecte source and in the least thought of department. In many i stances these result from misunderstandings and lack of appr ciation on the part of the employee of his responsibility, and ve often this lack of knowledge is the fault of the head of the fir

When a man hires another man to work for him, he pays certain wage and expects a certain amount of work in retur but if the employer is a smart man he expects more than ju the amount of actual labor—he expects intelligent effort, but secure that intelligent effort means co-operation between er ployer and employee. Very frequently the employee perform his duties to the very best of his ability, but because of lack knowledge, due to past environment or experience, he fails accomplish all that the boss expects of him, and then the ve man who should help him, on the contrary, blames him.

How often do you hear an employer say: "I am sorry, b this one or that one won't do." "They are unable to make good And how often you hear a most painstaking employee receive severe "balling out." The boss simply roasts them alive becau they did not think to do something that he who knows how do thinks they should have known or should have been able accomplish. He thinks they are lazy or indifferent, and in mo cases he is wrong. Don't get the idea that I do not believe discipline, because I do; but I do not believe in blaming a ma or a woman for what they do not know. If a man is blind, w do not censure him because he cannot see, neither do we censu a deaf man because he cannot hear. When I hear a man fi fault and fuss and scold an employee because the employee do not know as much as the employer, I feel like saying: "How you get that way?" It is probable that the employer's bank or a manufacturer who moves in a still larger niche says t same thing about him. And don't you suppose that the go Lord above looks down upon all of us and sees our many mi takes because we do not know any better? But He forgives just the same. Employers should realize that each man has h own niche. He may enlarge it, and any time that he does a knows as much as the one over him, he will push that one o of his niche.

Be human to your employees. Give them credit for all th know, and if they do not know enough about your business, tea them and help them, but don't scold them. If you want co-oper tion, if you want to eliminate leaks, secure maximum of produ tion with minimum cost, then co-ordinate all the knowledge a ability and muscle and strength in your business body and nouri it with a friendly word and a helping hand, and watch it pu the load up the hill.

ells Corporation

ning Machinery Company

les and Advertising to be Combined

resent Chicago Office of the e Canning Machinery Company come the General Sales Office two companies.

Sells will move to Chicago to ally direct the Sales and Adver- f both *Peerless* and *Sprague-* Machinery. Leland A. Babcock his collaborator in this work, nder them will be an organi- of Sales Engineers and Sales s constantly at your service in ving, remodelling or building ng Factories.

Our Sales Agents

O. Randall's Son, Baltimore, Md.
. B. Greene Co., Portland, Me.
on Supply Co., Salt Lake City, Utah
ank E. Rundle, Milwaukee, Wis.

Service Work Also to be Combined

The users of *Peerless* Machinery know *Peerless* Service. During the canning season we will extend the same attention to *Sprague-Sells* Machinery that we have endeavored to give to all *Peerless* customers.

We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
Millar W. Sells
Neal S. Sells

RAGUE - SELLS CORPORATION

HOOPESTON, ILLINOIS

ery Backed by Service

LES DEPT.
REET

Branch Sales Office
704 LEXINGTON BLDG.
BALTIMORE

THE DECENT MAJORITY

THE remarkable thing about the human race is not that a few people are hanged, but that so many escape hanging.

The remarkable thing about matrimony is not that so many persons get divorces, but that so many live together in peace and contentment.

A few wives are selfish fools, but most wives are good women who pet their husbands and try to do their part.

A few policemen answer grumpily, but most of them look human and set you on your way right gladly.

A few publications are nasty, but most of them maintain an unvarying respectability.

A few pounds of coal turn out to be slate, but most of the stuff will burn.

A few persons you serve say "Humph," but most of them say "Thank you."

A few boys go to the devil, but most of them turn out about as well as their dads.

A few taxi drivers will frisk you, but most of them charge you a reasonable price for the service.

A few friends will ask you to sign notes, but most of them wish to retain your friendship.

A few men use perfume, but most of them are regular guys.

A few shows are rotten, but most of them give you all the entertainment you pay for.

A few bosses are overbearing, but most of them endure well-meaning mediocrity because they haven't the heart to fire a man.

A few employes do only enough to get by, but most of them make an honest effort to deliver the goods.

A few foods are served with mayonnaise dressing, but think how many are really good to eat!

There is nothing perfect, but the world is rather a pleasant place to live in if the white of your eye is white and your tongue is pink.

CALIFORNIA BEAN GRADE ANNOUNCEMENT OF STATE DEPARTMENT OF AGRICULTURE

FOLLOWING is a copy of regulatory announcement No. 1 from the Bureau of Grain, Seed and Warehouse Standardization (L. M. Jeffers, chief) of the State Department of Agriculture of California, which establishes the first of the bean standards by the State under previously enacted legislative opportunity in this matter:

By virtue of the authority vested in the Director of Agriculture by the California Grain Standardization Act, approved June 3, 1921 (Stats. 1921, Chap. 718, p. 1231), the following standards are hereby established and promulgated as California grades for beans (other than any variety of limas). These standards will be in full force and effect on and after October 15, 1923, until amended or superseded by standards hereafter promulgated by the Director of Agriculture under said act.—G. H. Hecke, Director of Africulture.

Notice—The California Department of Agriculture has been co-operating with the growers and dealers for the purpose of establishing definite descriptive grades for California beans. Several meetings were held during the past year, and resulted in the drawing up of grades which included definite limits as to all factors and specifications as to size. These standards were to be established as State grades only upon their acceptance by all interests. Unanimous approval was secured on all points except the adoption of a No. 1 recleaned standard for limas and baby beans. It was therefore proposed that the Department establish as State grades the present grades of choice recleaned and No. 1 recleaned on all beans except limas and baby limas, and this suggestion was agreed to by the California Bean Growers' Association and the California Bean Dealers' Association (Northern Division). It is the intention of the Department to again take this matter up soon after January 1, 1924, and esta lish the more comprehensive grades for application to the 19 crop.

The establishment of these grades by the Department Agriculture need not change the procedure in securing certi cates of grade. Letters of authority to apply these grades w be issued by the director to the inspectors of the San Francis Chamber of Commerce and the Los Angeles Grain Exchang State certificates of grade may be secured by applying at Roo 244, 25 California street, San Francisco; 38 West Weber avenu Stockton, and 1217 L street, Sacramento.

California Bean Standards—Descriptive Standard for Choi Recleaned California-grown Beans: Choice recleaned bean other than any variety of limas, to contain not less than 98 p cent sound merchantable beans and not over 2 per cent in t aggregate of damaged, discolored, other beans, splits, adob and/or other foreign matter, and in no case more than 1 per ce of any one of the defects herein mentioned except splits. A to erance of 2 per cent shall be allowed for splits in the absence any other defect.

No. 1 Recleaned, California-grown Beans: The No. 1 r cleaned standard is established on the basis of the year's cro and agreed to by those interested in the bean industry. Suc standards as established for the 1923 crop are hereby promu gated as California standards for No. 1 recleaned beans.

Rules and Definitions Applicable to Choice Recleaned an No. 1 Recleaned: All percentages shall be determined by weigh Beans containing moisture in excess of 16 per cent shall not b graded. Beans containing more than ¼ per cent of rock sha not be graded. Aphis-damaged Blackeyes: If a bean is mis shapen in size or distinctly off color, it shall be classed as dam aged; however, if the defect is slight, a tolerance of 4 per cent aphis-spotted beans shall prevail in the choice recleaned stand ards.

NOTICE OF INTENDED PURCHASE

APPLES—Marine Corps, Quartermaster's Department, Wash ington, D. C., October 23, 1923. Sealed proposals, in dupli cate, will be received in this office until 11 A. M., Novem ber 6, 1923, and then be publicly opened for furnishing 1,60 cases apples, No. 2½ tins, for delivery to Depot Quartermaste Naval Operating Base, Hampton Roads (Sewell's Point), Va Proposal blanks and other information may be obtained upo application to this office. This office reserves the right to rejec all bids or parts thereof, and to waive informalities therein. Bid from regular dealers only will be considered. Schedule No. 20 C. L. McCawley, Brigadier General, the Quartermaster.

CALIFORNIA PEACH SEASON NOT VERY SUCCESSFUL

(From California Fruit News.)

GROWERS of peaches in California did not have a remuner ative season, in spite of the decrease in production fro last year. Eastern auction prices on Elbertas average scarcely over 95c per box. When costs of growing, picking packing, box material, freight, icing and selling charges are de ducted from this average market price, it is evident that som growers must have netted a loss on their crops.

The September crop report credited California with the pro duction of 384,000 tons of peaches, compared with 420,000 ton last season. About 1,350 more carloads of California peache were shipped as fresh fruit to Eastern markets this season tha during last year. The large carry-over of canned goods fro last season and the poor demand from Eastern jobbers cause a mid-July reduction in canners' prices of best-grade clings fro $45 to $30 per ton, and best free-stones from $35 to $25 per ton Other free-stones were reduced from $30 to $20, and canners prices for No. 2 clings also declined from a basis of $22.50 pe ton to $15. Dried peaches this year are several cents a poun lower than last season.

Stevenson & Company, Inc.

Can making Machinery,

Dies and Machinery made to order.

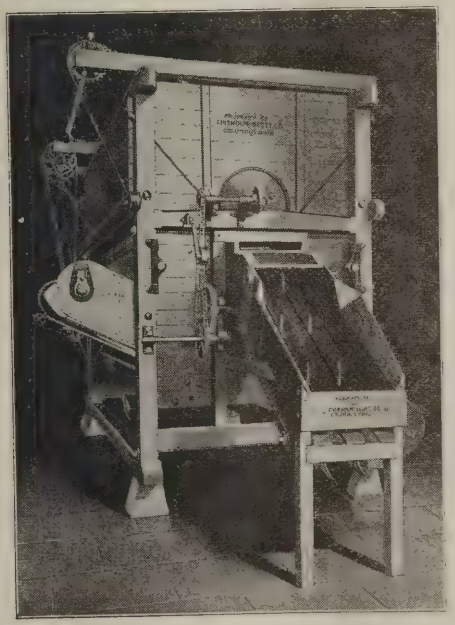
601-7 S. Caroline Street, - - - Baltimore, Md.

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THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

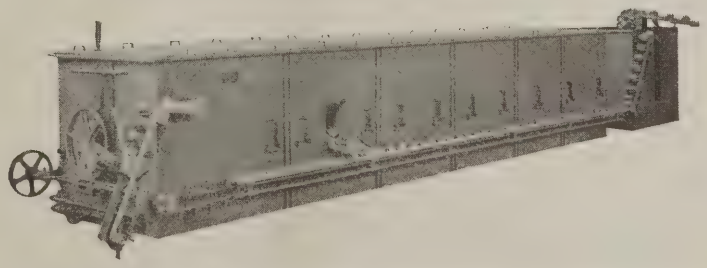
Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



About the middle of July San Joaquin Valley Elbertas, in boxes, were selling at a range of 70-75c cash track, the "usual terms" price being mostly 75c. By the first of August these prices had declined to 50-55c cash track and 55-60c f. o. b. usual terms. Placer county stock during this period was quoted about 10c higher. A slightly stronger feeling was experienced in early August, but Elbertas were cleaning up and an insufficient volume of f. o. b. sales were reported to establish price ranges. Most of the California peaches at that time were rolled to Eastern auctions, and the prevailing auction prices were commonly used as a basis for f. o. b. or roller sales.

After August clings constituted the bulk of California shipments East, Orange, Phillips and Levy clings being the main varieties marketed.—United States Department of Agriculture.

FUTURE PEAS SELLING

SAYS the Grocers' Supply Co. under date of Wausau, Wis., October 27, 1923:

"There is considerable of an undercurrent movement on future peas. Quite a few futures have been booked on a firm basis. We have sold some ourselves. There has been some orders placed S. A. P. No one has actually named prices, but canners are disposed to book orders that look good to them. This early future movement did not originate with the canners, but appears to be the result of a rather widespread desire on the part of the buyers to cover early.

"We have done nothing to precipitate an early activity on futures. Ordinarily it would be too early. However, the time to sell is when the other fellow wants to buy. And inasmuch as the trade is apparently ready for futures, we can see no good reason for delay. We do not anticipate that future prices will be generally named until after (perhaps immediately after) the Milwaukee Convention. This meeting is only three weeks off.

"There have been a lot of orders for standard No. 4 Alaskas and No. 5 sweets peddled around the State at a dollar. Canners show little interest in this class of business. It is going to be extremely difficult, if not impossible, to place orders for straight cars of standards with the better class of canners at any price. Orders to be attractive must be well assorted, not over 25 to 50 per cent standards.

"From our contact with the canners, it is our impression that the price on the better grades of peas will be about the same, or, perhaps, slightly higher, than last year.

"However, the price on standards will be from 5 to 10 cents higher, with this difference: the canner will hold firm at his opening price. There will be no 95c peas sold. A few, perhaps, at a dollar, but not many, excepting by the fellow with whom you are better off without.

Do not overlook the fact that the canner with an established reputation for packing quality, who delivers what he packs, is going to sell up early. He is the kind of a canner you want to tie to.

"LET'S GO!"

SMALL SPANISH ONIONS

THE Valencia onion crop has suffered somewhat from lack of late rains and the onions are small, says Consul Robert Harnden in a report just received by the Department of Commerce. No definite figures are available, but the average of various estimates place the crop at 3,520,000 bushels. It is stated in some quarters that the crop this year has suffered from a slight disease, but until the onions are pulled and placed in open huts to dry for a few weeks, it is impossible to verify this.

FRESH MILK FOR THE EAST INDIES

FRESH milk, something which nearly everybody in the United States simply takes for granted, is a rare article in the Far East, and a project that is of great interest to the Straits Settlements and Malaya in general is the introduction of dairy farms at Singapore for supplying fresh milk. The Australian trade commission to Malaya is promoting the scheme, and it has the warm support of the public health officials, the medical fraternity and others to whom the public welfare is delegated, says Vice Consul Wade Blackard in a report to the Department of Commerce. The first venture of this kind, which has just been opened in Penang, with every success, was founded by the Australians, who have now turned their efforts to Singapore. The dairy farms are supplied with animals of an approved quality from Australia. The sites selected are ideal ones, well watered, and near the points of milk consumption. The buildings and drainage are of the highest sanitary order. The cleanliness of the animals and feedstuffs are assured, so the milk supply may be regarded as pure and untouched by hands in its journey to the consumer. The plans provide that matured cattle only are imported, no breeding to be conducted, cattle to be sold for butchering at the end of the lactation period and replaced by fresh imports from Australia. In the opinion of the commission, British Malaya is capable of supporting dairies in a number of towns from Singapore to Penang, and the supplying of the cattle and their feedstuffs would provide a new and valuable trade for Australia, for there would not be sent a few heads now and again for new establishments, but a constant supply.

PEAR TREE PRODUCES TWO SUMMER CROPS

WHILE poor fruit crops have been harvested in all sections of the Netherlands, a remarkable exception is reported in a pear orchard near Appeldoorn, 55 miles east of Amsterdam. According to Consul Frank Mahin, in a report to the Department of Commerce, a pear tree in the orchard has produced an average crop which was picked the first of August, and a second crop has now developed from numerous buds which were then beginning to form. The owner of this orchard is confident that this second crop will attain full growth and ripeness before frost.

BELGIANS BUYING CANNED FOODS

WHILE the exchange situation in Belgium is depressing the food commerce of that country, the effect on canned foods is slightly different from that of fresh staples, Commercial Attache Cross informs the Department of Commerce. American canned whole fruits, though regarded as a luxury product, meet with no local competition, and, therefore, sell in limited volume, regardless of exchange; it even appears they could be further popularized by a consistent sales campaign. The same is true of salmon. On the other hand, canned tomatoes meet close Italian and Spanish price competition, and the sales of the American article is thus rendered difficult by this factor. Price of the local product is also the principal factor in canned vegetables and jams, especially in Belgium. Restoration of the local cattle census, by assuring a sufficient fresh-milk supply, prevents household use of condensed milk, which is usually replaced among bakers by powdered milk of Dutch or native origin.

WHY MEAT GETS MOULDY

THE causes of mould growths upon cold-storage meat have been subjected to a very exhaustive investigation by the British Department of Scientific and Industrial Research, which has just issued a highly technical report describing the moulds as plant organisms of fungi, which, unlike many bacteria, do not produce poisonous substances. According to the American Consulate at London, in a statement to the Department of Commerce, "Black Spot," the most widely known meat mould, is due to the dark threads of the fungis ramifying in the superficial layers of meat. "White Moulds" are of two kinds: those which form small spots on the meat are common, but they barely penetrate the surface; the "whiskers" kind frequently projects its growth more than half an inch and collapses in a dry atmosphere. A certain degree of humidity at certain temperatures alone produces these moulds. The threads are so delicate that they cannot withstand exposure to relatively dry air, but in a close atmosphere saturated with water vapor moulds develop with great luxuriance upon suitable substrata as, for example, bread or cheese; in a contrary manner, bread or meat which has been dried and subsequently kept in a dry atmosphere will not permit the growth of moulds. Meat fungi are remarkable at being able to grow at low temperatures. Thus, meat in cold storage is liable to attack.

NEW PULLEY CATALOGUES

THE W. A. Jones Foundry Co., of Chicago, has just issued two new and interesting catalogues:

Catalogue No. 27—Pulleys.—Is full of new and valuable information on cast iron pulleys, such as weights, illustrations and extra lists for special types, rubber covering list; also describes, illustrates and lists "Lemley" ball-bearing loose pulleys, and ring oiling loose pulleys. Steel, wood and paper pulleys are also listed.

Catalogue No. L-28—Friction Clutches.—56 pages of valuable data on Lemley friction clutches, most of which is entirely new. Sleeve clutches, cut-off couplings, clutch pulleys, ball-bearing clutch pulleys, gas engine clutch pulleys are completely covered with price lists, dimensions, illustrations, horsepower ratings, etc.

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PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction
and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

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100%

We are filling your 1923 crop contract

IN FULL

on:

Alaskas	**Rogers Winner**
Advancers	**Rogers Canner Gem**
Horsfords	**Rogers Green Admiral**
Perfections	**Rice's No. 13**

"No Finer seed can be obtained from any source."

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN ***TELLS***

Breeders & Growers
Chicago

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment: Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—8 Disc Sprague Hawkins Exhauster
1—40x60 Closed Retort
2—40x72 Closed Retorts
1—35 H. P. Buckeye Horizontal Engine
1—Sprague Lowe Hand Filling Table
1—Sieward Deep Well Pump
Process Kettles – Crates – Shafting – Hangers – Pulleys and other Canning Equipment.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—

We have on hand at bargain prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A-1107 care of The Canning Trade.

FOR SALE—2 Horizontal Baker Retorts and cages.
1 Ayars Pea Filler with briner
1 Ayars Pea Filler without briner.
2 Townsend String Bean Cutters.
1 International Time Recording Clock.

These are in Bankrupt stock of Eau Claire Canning Co. of which I am trustee and can be purchased cheap.

Address G. R. Bones, Trustee Eau Claire Canning Co.
121 Lake St., Eau Claire, Wis.

FOR SALE—2 Huntley Monitor No. 6 Graders. Used but one season. 1923 models in perfect condition.

Apply Box A-1109 care of The Canning Trade.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE

— — Multigraph,
with printing attachment
— — Addressograph,
with about 1400 names of wholesale Jobbers

Excellent condition cheap

Apply The Trade Company, 107 S. Frederick St.. Baltimore, Md.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.

H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Two story brick building at Hudson, Colo. Designed for pea canning factory. Power and city water. Also two pea filling machines and 100 H. P. Boiler. Will sell separate items if desired.

John H. Post, Receiver. 1151 Logan St.. Dever, Colo.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Practical canner for New Jersey factory, who understands the packing of cold process fruits, Tomato Soup, Cranberry Sauce and Maraschino Cherries. State age, salary expected, educational experience, references and full particulars in first letter. Excellent opportunity for right man. Replies confidential.

Address Box B-1099 care of The Canning Trade.

High class canned foods saleman will entertain offer with reliable broker or canner. Address Box A-1096 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Preserves. Would like to make connection.

S. R. Shelmer, 478 4th. St., Brooklyn, N. Y.

WANTED—Position as processor by a successful manufacturer of Catsup, Chili Sauce, Jams, Jellies, Preserves, Pork and Beans and other high grade food products. Wish position where I will have opportunity to make permanent connections. Can furnish best of references.

Address Box B-1103 care of The Canning Trade.

Experienced canned foods salesman acquainted with buyers and brokers over the entire United States wants to get in touch with reliable canner, wanting to increase sales and distribution.

Address Box B-1105 care of The Canning Trade.

CHEMIST—10 years in canning and other food products, desires permanent connection with canner or wholesale grocer in laboratory and plant. Experience in production of Tomato products, Pork and Beans, Marmalades, Jellies. Vicinity New York or Philadelphia preferred.

Address Box B-1108 care of The Canning Trade.

A. C. GIBSON CO., Inc.
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CASE STENCILS — RUBBER LOGOTYPES — CHECKS
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BOXES and BOX SHOOKS
FOR THE CANNERS
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We want to sell your Canned Foods for you to the best Jobbers in the country.

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Brokers CANNED FOODS
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Why Not Eliminate
the chief cause of swells and flat sours by the use of
Wyandotte Sanitary Cleaner and Cleanser
which insures a safe, superior, distinctive and economical sanitary cleanliness. **Order from your supply house.**
Over 2,000 distributing centers insure prompt delivery and short haul.
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Winter Time
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Let me help you—
Improve The Quality Of Your Product.
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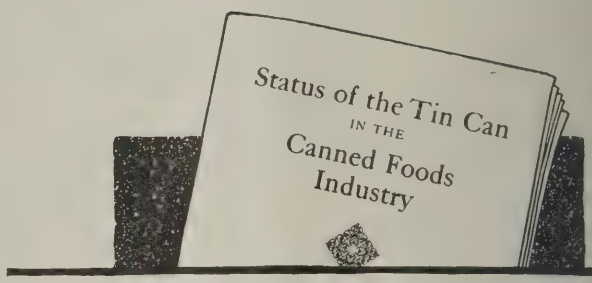
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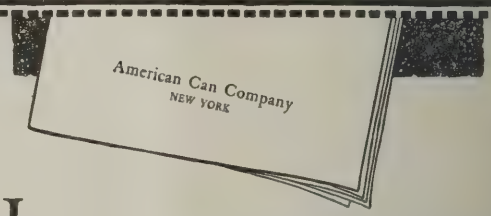
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CHICAGO, ILLINOIS

Officially endorsed by National Canners Association

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Ship Your Canned Goods in These BETTER BOXES

H & D Standard Canned Goods Boxes are the perfect containers for all canned goods shipments, Millions of cans have been shipped in them. to all parts of the country and they have always arrived unscratched, undented and intact destination.

H & D Standard Canned Goods Boxes are strong, lightweight and inexpensive. They come folded flat for easy storage, yet are instantly assembled for packing. A trial order will convince you of their superitority.

H&D Corrugated Fibre Shipping Boxes



Write us Today for Samples and Prices Stating Quantity Required and Sizes and Number of Cans to the Box.

The Hinde & Dauch Paper Co.,
Member Canning Machinery & Supplies Assn.
800 Water St. Sandusky, Ohio
Canadian Address; Toronto
King St., Subway and Hanna Ave

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. timore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get her prices for their goods; some few may take less for a personal reason, but these prices represent the eral market at this date.

timore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co.
(*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
e Mammoth, No. 2½	Out	4.40
e Mammoth, Peeled, No. 2½	Out	....
Mammoth, No. 2½	Out	3.90
e, Large, No. 2½	Out	....
e, Large, Peeled, No. 2½	Out	....
, Large, No. 2½	Out	3.85
e, Medium, No. 2½	....	....
, Medium, No. 2½	Out	3.70
e, Small, No. 2½	....	....
, Small, No 2½	Out	3.50
White, Square, No. 2½	Out	....
White, Round, No. 2½	....	....
Green, Square, No. 2½	Out	....
Green, Round, No. 2½	Out	....

BAKED BEANS†

, No. 1	.80	.80
auce, No. 1	.80	.80
. No. 2	1.10	....
auce, No. 2	1.20	.95
, No. 3	1.40	1.40
auce, No. 3	1.50	1.45

BEANS†

g, Standard Green, No. 2	....	....
g, Standard Green, No 10	....	....
g, Standard Cut White, No. 2	....	....
gless, Standard, No. 2	1.25	....
gless, Standard, No. 10	....	....
e Wax, Standard, No 2	....	....
e Wax, Standard, No. 10	....	¶4.00
s, Extra, No. 2	....	¶1.00
s, Standards, No. 2	....	....
s, Soaked, No. 2	.80	.75
Kidney, Standard, No. 2	.90	¶.90

BEETS†

l, Whole, No. 3	1.25	¶1.30
dard, Whole, No. 2	1.10	1.15
e, Whole, No. 2	....	Out
No 3	1.35	¶1.10

CORN‡

Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Evergreen, No. 2, f.o.b. Co	1.20	1.05
Shoepeg, No. 2, f.o.b. Co	1.25	1.15
Shoepeg, No. 2, f.o.b. Balto	1.30	1.20
Std, Shoepeg, No. 2, f.o.b. Co.	1.35	1.25
cy Shoepeg, f. o. b. factory	1.45	1.40
Crushed, No. 2, Baltimore	.95	.95
Crushed, No. 2, f.o.b. Co	.90	.90
Std. Crushed, No. 2	1.00	1.00
Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
a, No. 2, f.o.b. County	....	Out
a Standard Western, No. 2	....	1.25
dard Western, No. 2	....	1.10

HOMINY‡

No. 3	Out	....
dard, Split, No. 3	.95	¶ .85
dard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

inds, No. 2	.95	¶ .90
inds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

dard, No. 2	1.20	¶1.20
dard, No. 3	Out	Out

PEAS‡—

1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
5 Sieve, 2s, f. o. b. Balto	Out	Out
nds, 2s	Out	Out
Standards, 1's, No. 4 Sieve	Out	Out
Sifted, 1's, No. 5 Sieve	.90	Out
Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
y Petit Pois,, 1's	1.30	Out

PUMPKIN‡

dard, No. 3	1.20	1.20
dard, No. 10	4.25	¶4.00
sh, No. 3	....	....
sh, No. 10	....	....

SAUERKRAUT‡

dard, No. 2	.95	....
dard, No. 2½	1.20	....
dard, No. 3	1.25	....
dard, No 10	4.25	....

SPINACH‡

dard, No. 2	1.00	1.05
dard, No. 2½	1.30	1.35
dard, No. 3	1.40	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.10	1.10
Standard, No. 3, f.o.b. County	1.10	1.15
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES‡

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued

PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.60	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.40	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.35
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00



The Markets

BALTIMORE, NOVEMBER 5, 1923

WEEKLY REVIEW

The Market All In Favor of the Sellers—Money to Be Made by Waiting—Next Spring Looks Very Rosy to Holders of Surplus—A Virginia Canner Complains—Future Peas Selling and Reason.

LET THE MARKET ALONE—That is the best piece of advice that we can give you right now—to get out of the market, lock up your warehouse and forget about what goods you may have, except to keep them from freezing, and you will probably make more money by that forgetfulness than the other fellow can make fussing in the market. There are some men, of course, who cannot get their noses from the grindstone, but must keep both eyes constantly on the market and its changes, and thus keep themselves in a constant state of worry. There ought not to be many canners compelled to go into the market at this time, and we do not believe there are many of them who have anything to go into the market to sell; so it ought not to be hard to carry out this advice. If we had a nice little surplus of anything or of all things, we would just look up the warehouse, tell the buyers the sale's over, and wait until next spring. And we have a hunch that the gamble on the goods would make us a very nice profit by that time. That is the situation of the canned foods market as we see it, and while we know that the brokers will not like this, because they want to see sales and active trading because that is where they make their money—and they deserve it—still it is our mission to advise the canners as we see it, and that we have done.

So far as the market is concerned, the canners are sitting pretty. There has come a lull over buying, but it is notable that the market is rather gaining strength than losing from this apparent inactivity, and this is true in every section of the country. Considering the fact that the buyers have been, and are, taking in their futures in large supplies, the wonder is that there is not weakness about the market. But it is beginning to be seen that in their future purchases they covered only a portion of their wants, and that immediate demands will about clean them out, leaving nothing for the future. These buyers know that the supplies of canned foods in canners' hands are a negligible quantity, and they see that there is very grave liability that the entire supply will have gone long before spring demand can be satisfied, but they are not worrying and not taking steps to cover these needs. That is how the market is now described, but it is noticeable that there is a steady stream of buyers in the market, and that their demands are steadily sapping the stocks of goods, some of them to the vanishing point. The strong feature of the whole situation is that prices are more than holding firm, though we have no advances to record at this time.

TOMATOES—Packers in the counties moved their quotations up to a par with the city quotations last week, and they are fully there this week. If we had to quote the market here, we would say that the rock-bottom on tomatoes is: No. 1 tins, 65c, mostly 70c; No. 2 tins, 92½ to 95c up to $1; No. 2½ tins, $1.35 up to $1.40; No. 3 tins, $1.37½ up to possibly $1.50 depending upon the holder; No. 10s, from $4.75, so quoted, but mostly from $5 up. No. 9s are from 80 to 85c.

From down in Virginia comes a complaint from one of our readers about a postcard sent out by one of the well-known Roanoke (Va.) brokers, and which read:

"The tomato market has settled at 90c for 2s and $1.30 for 3s. There is a fair demand at these prices, most especially for mixed cars of both sizes.

"We would be pleased to have you write us in return mail advising the number of cases, both 2s and 3s, you have on hand, and also advise if you will be interested in seling at 90c and $1.30, so that we can call you as we receive the orders at these prices.

Awaiting your prompt advice, we are ——"

The reader complaining wrote upon the bottom of this card:

"With dope like the above reaching unposted small Virginia canners, we ask you what can we who KNOW our costs do to combat such methods?"

The original postcard is postmarked October 24th.

This is a game that thrives on ignorance, and we can see no way to combat it except to do some missionary work among these "small, unposted Virginia canners" (and canners of other states as well), and have them read The Canning Trade, for instance, and become posted. The means is at their hands, but they will not enjoy it, and it seems to us that the best thing any canner could do would be to see that they do employ it, and do become posted. If there is any other way we will be glad to give it space in these pages. If the tomatoes quoted by this broker are full standards, there is no good reason why they are not worth as much as full standards of the Tri-States or other sections; and if this be so, and if the holders understood the real condition of the tomato market, they would not part with the goods for any such money as there offered. But what is the use railing against the broker as long as there are "suckers" of this kind to be caught? We have had our say about this sort of thing many times and in no uncertain tones, but after all it rests with the seller, and therefore the seller must be given attention and jacked up. Lest you may think we are trying to "feather our nest," we hasten to assure you every subscription on our list costs us nearly $2 for every $1 we charge (in actual figures about $5 for which we charge $3). Taken on this basis, we are doing our share to lessen the crop of "unposted" or "suckers," and one might think that we are not anxious to extend this service. If you do so think you are wrong. We want them all, because when they are all better posted there will not only be fewer "suckers," but the entire industry will be on a higher plane, the industry that much better, and we will profit from the improvement. This industry needs more readers and more thinkers, in the highways

byways, and then we will have fewer "unposted" canners and more "sucker" fishermen.

THER ITEMS—Corn, peas, and, in fact, all other items of canner foods come under the same category as the above in market considerations, and it is useless, therefore, to repeat e. If anyone wants to know the exact condition of any par-lar item he will find it recorded in one of the market reports ewith, and we merely have to add that conditions are the same ll sections. A feature relative to peas is that it is reported re selling of peas has opened up. This is usually early, but ot to be wondered at. Despite the large pack of yeas this r, following right behind the big pack of last year, it has been that if the pack had been half again as large there would e been found a waiting market for all of it. This is a big trib- to quality, and it will be a crime if the canners ever forget it. evidently longheaded jobbers see an advantage in securing r share of well-known packs before someone else takes them and as price is always a secondary consideration where quality oncerned, they see the wisdom of getting in early, knowing t they do not have to put down any money and will not have ay more than a fair price for them when they get them. So, le it may seem unusual to hear of futures selling at this son of the year, it is not surprising, and it conveys a lesson ch other canners might profitably learn. There are some can- s in all lines of goods who deliver their futures with one hand accept orders for the next season's supply with the other, that certainly makes very satisfactory business.

OHIO EXTENDS HEARTY WELCOME

RESIDENT ARTHUR HAMILTON, of the Ohio Canners' Association, writes us as follows:

"Through The Canning Trade I want to extend a cordial invitation to the canning industry to be present at our annual meeting, December 6th and 7th, Southern Hotel, Columbus, Ohio, and I ask all who expect to attend to notify us at the earliest possible moment."

He adds that a fine program is being arranged, that a theatre ty will be given to all, and he particularly requests that the ies make a special effort to grace the occasion with their pres- e. A further hint is that hotel reservations be made at once. Ohio usually does things in a big way, and it looks as if the 3 Convention is planned to top them all. The word has been en you.

NEW YORK MARKET

rket Prices Stiffening—Apple Week in New York—Scarcity of Cheap Fruits—Tomatoes Hold Steady—Corn Selling—Overlooking Government Business Peas Steady.

New York, November 1, 1923.

ARKET Is Tightening—While there have been no sensational price advances in canned foods during the past week, there has been discernible a gradual stiffening of ues, and prices are tending upward on several items in the e. Stocks of canned foods remaining unsold in canners' hands very light, and the packs of many commodities will be en- ly out of the canners' warehouses by the end of the year.

"Apple Week"—Apple Week is being observed in New York s week, and column upon column of publicity boosting the vir- s of the apple have been secured in the daily press by the ss agents working on the drive. The high light of the week he convention of apple growers and the Eastern Apple Expo- on at the Grand Central Palace this coming week. Numerous le canners will be here for this event, it is reported.

Low-Grade Fruits Scarce—Standard and seconds California its are quite closely cleaned up, according to stock sheets of various packers as sent to their sales representatives here. e pack of low-grade fruits was curtailed to some extent this son, and few canners carried any sizable surplus after they taken care of their future business. Stocks of choice and cy fruits in table sizes are also light, but sufficient to take e of present distributive demand.

No. 10 Fruits Firm—Material strength has been noted in the rket for No. 10 canned fruits during the past week, particu- ly on the pie grade. Canners' holdings are light, and offer- s in the re-sale market are also generally confined to rather all quantities. Peaches and apricots have stiffened somewhat in price, and pineapple is also tending upward.

Pink Salmon Higher—Quite some interest has been shown in pink salmon during the week, and holdings below $1.25, Coast, have practically vanished. One well-known packer, here during the week, ventured the opinion that if demand continues at its present level for the next sixty days the low grades of salmon will be entirely cleaned up by the first of April. Buying by the South has been a particular feature of the salmon market this year. Salmon canners are greatly concerned over the gradual tightening of Government restrictions against salmon fishing in Alaska.

Tomatoes Steady—A steady inquiry for 3s and 10s Southern tomatoes has been noted during the week, and prices have held firm on these sizes, with offerings small. Standard 1s and 2s, however, have developed a little easiness, owing to selling pressure on the part of a few canners anxious to clean up small unsold stocks of these sizes. Distributive demand was routine during the week.

Standard Corn Selling—Some of the chain stores have again been featuring standard Southern corn at 3 cans for 25 cents, while others are selling it at 10 cents per can. As a result of these comparatively low-price sales, there has been quite a good distributive outlet for standards. Packers continue to quote the market firm on the basis of 95 cents to $1.00 per dozen, f. o. b. cannery.

How About Government Business?—Many canners are, apparently asleep at the switch, to judge by a reading of the awards in various Army, Navy and other Government purchases of canned foods. The different Government bureaus notify the trade of their requirements far enough in advance to enable all canners to get in on the bidding, but it is noticeable that generally only the larger canners submit bids, while numerous wholesale grocers and canned foods jobbers are represented. In many instances jobbers and wholesale grocers who are successful in getting the orders go to the canners for the goods immediately. If the wholesalers can get in successful bids, and then go to the canner and buy to cover and still make a profit, it is evident that the canners are passing up a good bet.

Sardine Scarcity Continues—Maine canners are still "up in the air" insofar as their sardine business is concerned. Some of them are still oversold, and are making strenuous efforts to cover on their business before the closing of the packing season. Only a few of the packers are still quoting, and these are attaching so many strings to their quotation basis that prices are, in reality, quite nominal. Demand from the distributing trade continues active, stocks being short all along the line.

Peas Are Steady—No change in the canned pea situation was reported during the week. Buyers are still endeavoring, with more or less success, to obtain further supplies of Wisconsin pack, and are able to pick up small lots here and there. The Southern market is neglected for the time being, but the trade is looking for a renewal of interest in Maryland and Delaware offerings in the near future. Southern canners are believed to have only light stocks on hand.

Rumor Merges Packing Corporation and N. Y. Canners—A rumor which was heard in several quarters of the market a few days ago merged the California Packing Corporation and the New York Canners, Inc. Inquiry from officials of the California Packing Corporation promptly "unmerged" them. Investigation by a local paper disclosed the fact that the entire rumor was founded upon the fact that a few brokers had seen President James Moore, of the New York Canners, Inc., stopping in to pay a little social visit to A. L. North, of North & Dalzell, who represent the Del Monte end of the Packing Corporation account in New York. Of such fabric are some of the many rumors which find their origin in this market woven.

Milk Is Weak—Evaporated and condensed canned milk are showing considerable easiness on the local market. While canners are talking rather bullishly regarding the future outlook, Government statistics regarding holdings are directly to the contrary. In the interim the trade is operating conservatively, and buying only for immediate needs.

White Meat Tuna Scarce—There has been a continued active inquiry for white meat tunafish reported, the market being firm at $1.25 for halves and $25.00 for 1s. Stocks are very light on spot.

Cranberry Sauce Sells Well—Jobbers are getting a good inquiry for canned cranberry sauce, and sales thus far in the season have been satisfactory. Massachusetts packers are quoting Cape Cod berries at $1.90 for fancy 2s and $9.00 for 10s, strained,

f. o. b. cannery. Jersey packers quote the market at $2.00 for fancy strained 2s and $9.50 for fancy strained 10s, f. o. b. cannery.

Pumpkin Stocks Better—Indiana pumpkin canners who were talking pro-rata deliveries on new pack a fortnight ago have now changed their tune. Most of them are filling their orders in full, and some of them are now in position to take on additional business. The market for prompt shipment is being quoted as follows: Standard 2½s, 90 cents; 3s, 95 cents; 10s, $2.75; extra standard 2½s, 95 cents; 3s, $1.00; 10s, $3.00; fancy dry pack 3s, $1.12½; 10s, $3.50, all of the foregoing f. o. b. cannery, packed in plain tins. For pumpkin packed in enamel-lined tins, packers ask 8½-cent premium for 2½s, 10 cents for 3s, and 25 cents for 10s.

Notes—P. E. Harriss, well-known salmon packer, spent a few days in Boston this week. He has been visiting in the New York market for several days past, stopping with his brokers, Butler & Sergeant, Inc.

James Walsh, of the Keough Canning Co., Glassboro, N. J., was here during the week, making his headquarters with North & Dalzell.

Baltimore's brokerage trade was represented here during the week by Mr. Fredericks, of Harry H. Mahool & Co., Inc.

Mr. Church, of Thomas Roberts Co., Philadelphia, was here during the week.

Charles Engle, of Sergeant & Nicholoy, canned foods brokers, of Milwaukee, was in the local market during the week.

Ralph Crary, former well-known Wisconsin pea canner, was here during the week.

S. E. "Steve" Comstock, prominent canner, of Newark, New York, was visiting friends in the trade during the week.

"NEW YORK STATER."

ST. LOUIS MARKET

Market Prices Firm—Tomatoes Are Gaining Strength—Higher Prices Looked For—Corn Advancing—Peas So Well Sold Up That Offerings Are Few—Spinach Is Strong.

St. Louis, November 1, 1923.

FIRMNESS Evident—Business, locally, is of a routine nature, with a firmness prevailing on almost every item. Hand-to-mouth buying continues to prevail as in the past, and none of the distributors seem to be inclined to increase their holdings to any extent. Even the largest distributors are carrying on this policy and refuse to buy except what they wish for their immediate requirements. While this does not mean that there is a lack in volume of business being done, it indicates that brokers are handling small orders many times. All this is being done in spite of the fact that stocks in first hands are being reduced, and there is not the heavy carry-over of the past season to fill in when a scarcity comes in the late winter or spring.

Tomatoes—Buyers of tomatoes are going rather slowly on account of the strength of the market. Standard Southern are held at good prices, and it is more difficult to buy them at inside prices than it was earlier in the season. Fancy hand-packed Southern are sparingly offered, because there was a lack of labor, and this caused a short pack. There is a good demand, although there is a fear expressed by the jobbers that it is dangerous to work up prices too high. In some instances canners have sold at a few cents below market values, to effect a clean-up of a small lot, to meet some financial obligations, but there have been but few instances where this has been done. In fact, tomatoes are showing an unusual degree of strength for this season of the year. Puree and catsup are also prominent. Tri-State canners, it is said, are not particularly anxious to let go, and there are no supplies in the Middle West. Some of the latter will make short deliveries of fancy in No. 2 and No. 3 cans. California canners, like the Tri-State, believe there will be a lively buying on the coast on account of the Middle West markets, and, therefore, all sizes of standard pack and puree are held firm.

Corn—Corn is more than holding its own. Fancy lines from first hands would be a ready seller if brokers could get packers to take on additional business. The Maine shortage is one reason for a strong demand. Standards are being bought readily.

Peas—There is a firmness in peas, and they are being sparingly offered, as first-hand offerings, in desired kinds, have been very closely sold out. Distributors quickly buy any odd lots that are offered. Resales are increasing because of the shortage all over the country. Regarding Wisconsin peas, a well-known St. Louis broker gave out the following information: "Peas continue in daily demand. If there was any doubt about peas moving into distributive channels at the price levels of the past several months, that doubt has been swept away by the persistent call which in many instances constitutes reorders. As last advised, there is little left for the buyer to choose from. Of the total pack in Wisconsin this year, aggregating seven million cases, there is less than 5 per cent remaining unsold. The situation today as regards available spot stocks can be compared to that which rules on the first day of May last."

Spinach—There was a light pack of spinach in the South, and the result is that the market continues firm.

Fruits—A quietness prevails in California and Northwestern fruits because first-hand offerings are not being pushed. The spot market is steady. Peaches are firm, and apricots are showing a steady tone. Pineapples are steady to strong on all lines.

Blueberries—Maine blueberries are in better demand for jobbing lots. Stocks are mainly in the hands of those who can carry them, as they believe the advancing season will mean advancing prices.

Milk—Neither evaporated or condensed milk are showing much life. There seems to be more of a desire to liquidate than to buy. Some concessions are being made by weak holders, so prices are irregular. There is a surplus in the hands of the manufacturers, so spot or country holdings show about the same strength. Only a buying from hand-to-mouth business is being done.

Fish—Maine sardines are showing some strength, and there is an advancing tendency in the market. Salmon are quiet and no change in the market is reported.

"MISSOURI."

CHICAGO MARKET

Market for Canned Foods Continues to Show Activity—Wholesale Grocers Anxious to Keep Their Private Brands Going —Many Notes of Interest to the Trade.

Chicago, November 2, 1923.

THIS market for canned foods continues to show activity in buying at wholesale and a large distribution to retailers. It is evident that the wholesale grocers sold more futures in canned foods to the retail grocers than they realized, until they began to fill their orders.

It is the custom among the wholesalers who sell canned foods for future delivery to the retail grocers under their own or house labels to fill their orders 100 per cent, even though the crop is short and canners make pro-rata deliveries.

The reason is that the wholesalers do not care to make short deliveries to their customers, as the retailers object to it, holding that wholesale grocers have the whole country and its canning facilities at their command, and if an article in canned foods is short in one locality, the wholesalers can obtain a supply from some other State, whereas the canners who deliver short or on a pro-rata basis are dependent upon the crop in the locality of their canneries or nearby.

Then the wholesale grocers are always vigilant and anxious to keep their private brands going and their customers who handle them at retail well supplied all during the season in order to avoid the replacement of their brands with those of competitors.

It is quite true that wholesale grocers do have the advantage of selection throughout the entire country for quantity and for quality, and that they avail themselves of that privilege. This is one reason why the wholesale grocer nearly always has fine quality under his labels—he has the whole country to choose from.

An effort on the part of wholesalers to buy extra standard and fancy canned tomatoes in Maryland and Delaware has brought the information from several brokers located in those States that none above standard quality are to be had. I have seen some of the Delaware and Maryland standards, however, and they certainly are fine this season, although the canners are selling and pricing them as standards.

There is an irregularity, however, that precludes them from ng classed as extra standards, which is that the crop seems ave been spotted, as some cans run perfectly ripe, while others w evidence of unripeness or partially so.

I have seen some samples of fancy narrow grain corn from a packed by the Grimes Canning Co. which, in my opinion, y equaled fancy Country Gentleman corn, and was cheaper.

The supply of canned pumpkin is better, as a number of ners in Indiana and Iowa, finding that the demand exceeded supply, have packed some surplus above their sales, and are offering it to the trade. Among them are the Morgan Pack- Co., Austin, Ind., and the Dexter Farmer Canning Co., of a.

The State of Michigan has had a fine business with Chicago year, and has sold a large proportion of her output to Chi- o, Detroit and St. Louis. That State packs a fine variety of ned foods and does not depend upon one or two items, as is case in some States.

The output of Michigan canneries consists of cherries, pears, les, blackberries, blueberries, red and black raspberries, plums all kinds, corn, tomatoes, peas, graded and sized white and en beans, lima beans, kraut, pumpkin, squash, beets, succo- h, gooseberries and peaches, and several Michigan canneries winter canning of pork and beans and red beans.

It will be seen that the variety produced in that State of ned foods is great, and freight rates are low, as there is a ter rate to Chicago and Detroit from many canning points Michigan of 20 cents per hundred pounds, and a low all-rail e from all points.

There is no good reason why Ohio, Indiana, Illinois, Iowa and sconsin cannot plan to pack a variety of canned foods as does chigan in a few seasons' preparation, and thereby avoid the nger of depending upon one big staple crop like corn, peas or natoes and of taking the risk of a failure of that crop.

Then it is evident that, if properly arranged for, a varied duction would be more profitable than the production of a gle staple, even thought the cost of production for the first son or so might be high.

Why should the Central West allow the business for canned its to go to the Pacific Coast when it can be kept at home? matic conditions do not furnish a sufficient argument to jus- it. The difference in the freight rates alone between nearby duction and freight from the Pacific Coast would be a fine fit for the canners of the Central West.

It seems that the shipment of fresh oysters in the shell and erwise to all parts of this country by express has about super- ded the sale and use of canned cove oysters, as wholesalers said to buy the latter now in 25 and 50 case lots, whereas y used to buy them in carload lots.

It may be that the high prices which have prevailed for sev- l years past have caused the falling off of sales, but some- ng surely has in this market.

The California Wholesale Grocers' Association has wired a test to the Western Canners' Association against the adoption the Zoning Warehouse Plan for the collection and destruction swells. The telegram will be presented to the Executive Com- ttee of the National Canners' Association, which meets No- mber 5 and 6, 1923, at Chicago, as well as to the Western nners' Association.

The Wisconsin Pea Packers' Association meets in annual sion at the Auditorium Building, Milwaukee, Wis., November 14, 15 and 16, 1923, and there will be a fine canned foods monstration and exhibit in Kilbourn and Juneau Halls in the ditorium Building at the same time.

The Indiana Canners' Association will meet in annual ses- n at Indianapolis, November 25 and 26, 1923. President Clar- ce Tourmail says that he expects to have a fine meeting.

"WRANGLER."

CALIFORNIA MARKET

Buyers Call for Immediate Shipment—Speculation Is Entirely Lacking—Packers Likely to Fill Future Tomato Orders in Full—Cut-out Weight of Tomatoes—Salmon Is Quiet—Coast Notes of Interest.

San Francisco, November 1, 1923.

THE Market—The California canned fruit market is showing but little change, but is marked by a steadiness that is very pleasing to the trade. Oysters are not large, but they are numerous, and available stocks are being steadily whittled away. Immediate shipment is still being specified, and canners are getting out orders with all possible dispatch. Neither wholesalers or retailers have anticipated their requirements as far in advance as usual, and the speculative element has been entirely lacking, despite the steady increase in prices. Withdrawals are now of such frequent occurrence that it is rarely the case that orders can be filled in full.

Tomatoes—Ideal weather conditions are still being experienced in the San Francisco Bay district, where the bulk of the tomato pack is made, and it now seems likely that canners will be able to fill all orders that have been accepted to date. The early rainfall did no damage, and clear, warm weather has been the rule of late. Some of the large factors are entirely out of the market, as far as tomatoes are concerned, but will probably have some limited offerings to make when the packing season closes. From the present outlook it seems likely that packing operations will extend into November.

The Canners' League of California has been giving considerable attention of late to the question of drained weights on tomatoes, and has issued a communication to members on the subject. The bulletin reads as follows: "From time to time we receive requests for cut-out weights on the various grades of canned tomatoes. It is impossible to comply with these requests for the reason that the nature of the product prohibits absolute uniformity. If made low enough to cover extreme conditions, under which every good canner must at times operate, such figures would lead down the bars to any operator who might desire to just "skimp by."

"While going-in weights can be determined at the time of packing, yet these weights obviously cannot determine the cut-out weights. In no case should cutout drain weights alone be considered, for they are only one factor to assist in determining whether the tomatoes are up to grade. All of the facts surrounding each lot should be taken into consideration. Tomatoes vary from year to year, and those grown in one locality may vary from those grown in another locality. If the tomatoes received from the growers are running green. it is possible to get a cutout materially above the average, but the product would be a poor delivery. Rich, red color is one of the foremost requirements in high-grade tomatoes, but ripeness, of course, always is at the expense of firmness, and thus a can of particularly well colored, ripe tomatoes may drain light, although the full value is in the can.

"Another reason which makes it impossible to determine definitely the cutout weights is that canned tomatoes of the most desirable color will break up somewhat in shipment. Thus, a lot of tomatoes which had a good cutout at the cannery may cut out considerably less after it has been moved across the continent. In fact, one of our members mentions an instance where a lot of tomatoes of a most desirable color and general grade drained two ounces less in San Francisco than at the plant at San Jose. This is further evidence of the inability to standardize the cutout definitely. Arbitrators or buyers should take into consideration all of the above facts in order to determine whether a fair and just amount of tomato meat was put into the can originally."

Salmon—There is not a great deal of activity in the canned salmon market, despite the fact that the Alaskan pack is light. Pink salmon is coming in for more attention than Alaska reds, owing to the marked difference in price. The trade is inclined to buy its stocks of canned fish largely as they are needed. The last of the salmon fleet has arrived at San Francisco from northern waters, bringing receipts to 1,035,339 cases.

Coast Notes—The California Packing Corporation, which recently withdrew its entire line of tomatoes, has come on the market again with offerings of No. 2½ Solid Pack at $1.65. This grade opened at $1.50 and was later advanced to $1.60.

The California pimiento crop is three weeks later than usual and the outlet is that the pack will be very light. Some packers do not expect to pack more than 20 per cent of the quantity put up last year, but should weather conditions remain satisfactory a better showing may be made.

The California Walnut Growers' Association will shortly put out an addition to its line of vacuum packed walnut meats in the form of a tin which will contain between three and four ounces. This tin is being put out to meet a popular demand for a 25-cent selling article, the eight-ounce tin having proved too large for many buyers. The larger tin will, of course, be continued.

J. C. Mullins, a tuna packer of Los Angeles, Cal., recently visited the San Francisco trade, accompanied by his broker, Wm. G. Goldberg.

C. L. Rowe, with Libby, McNeill & Libby, Chicago, is visiting the San Francisco office.

B. J. Jones, of the Seattle branch of the American Can Company, is paying a visit to the San Francisco office.

The San Francisco trade recently enjoyed a visit from C. T. Lee, of New York, director of sales for the Nestles Food Company, who is touring the Pacific Coast territory.

E. B. Deming, salmon packer of Bellingham, Wash., was a recent visitor at San Francisco.

Haas Bros., of San Francisco, Cal., have arranged to take over a two-story warehouse building to be erected at Fresno, Cal., and will use it as their San Joaquin Valley branch.

"BERKELEY."

MAINE MARKET

General Business Very Good—Maine-packed Peas Now on the Market—Maine Corn Growing Scarce—Apple Pack Goes Merrily On—Notes.

GENERAL business in Maine during the present fall has been very good, indeed, especially considering that many industrial centers have been hampered by factory shutowns. Recent rains have somewhat alleviated the water shortage, and work is being resumed in nearly every town, so that the temporary lull will have no serious effect upon trade in general. Retailers report that they are having a good demand for all kinds of foodstuffs, particuarly canned foods, as the garden yield this season was light.

The Maine-packed peas are now on the market, and are proving very popular here as in other centers. While the season was consistently unfavorable and the experiment sadly handicapped, the limited amount produced was of very fancy quality and certainly enough to encourage further experiments with pea canning another season.

Maine corn grows more scarce each week, and many small lots have been traded during the past month. The few blocks, none very large and some very small, which are now held in first hands will doubtless be carried through the winter for spring selling, as canners anticipate a very hungry market before many months. Recent prices rumored on fancy Crosby corn have ranged from $1.60 to $1.75, and on Golden Bantam around $2.00 or more.

The apple pack goes merrily on for the time being, but will doubtless be of shorter duration than usual, owing to the shortage of fruit. $3.50 is a fair price on regular grade Maine apples, and is being accepted by the buyer as often as offerings can be had. Canners are getting a bit wary about accepting heavy orders, as the apple crop has been rather light and the demand for fresh fruit holds active. This inclines the grower to boost his price for apples suitable for canning, and makes production costs too high for profit. While some of the canners are still a bit shy of the cider proposition and the possible difficulty with the ever-changing rulings on shipping and sale, others are working under permits, and are, if anything, increasing their business this year.

The E. S. Noyes Co. of Augusta, has opened its new apple cannery at Livermore, and reports finding that locality very satisfactory for its work. It has a very modern factory and improved equipment, and is running to capacity. Other new shop this season are operated by E. W. Marble, at West Farmington and by J. M. Lawrence, at Skowhegan.

The sardine business has no chance of recovery before i legal end, and, as a consequence, prices are mounting with eac new sale. Quarter oils keyless are easily bringing $4.50 whe they can be bought, and will doubtless be worth $5.00 if any good are carried over for later selling. This has been the poorest sea son recorded for many years, and a sad contrast to the immens business done during the wartime demand.

This is the time of year when Maine clam canners usuall get interested, but this season they seem to show distaste fo the subject when it is mentioned. The cost question of last yea has again arisen to annoy them, since it is impossible to ca clams for commercial selling at the costs which are entailed Diggers are few and their prices high, and they are not incline to co-operate with the canners in any way. Prices are alread uncertain, running from $1.20 to $1.30 for 5-oz. and from $1.8 to $2.00 for 8-oz.

"MAINE."

BUFFALO CANNED FOODS EXHIBIT

Plan for Canned Foods Exhibit to Be Held During th Seventeenth Annual Convention of the National Canners' Association, Canning Machinery and Supplies Association, and National Food Brokers' Association, at Buffalo, January 21-26, 1924, Inclusive.

FOR the Food Exhibit at Buffalo, Elmwood Musi Hall will be furnished with its meeting rooms, pip organ and stage, from January 14th to 31st, in clusive, light, heat, electric current, custodian, assis tant custodian, three special officers, carpenter, ma chinist, head porter, four regular porters, two char women and two laborers, also the necessary polic patrolmen to watch the building and protect the ex hibits during the period of time above mentioned. Thi is all to be furnished free of charge.

Shipments, therefore, of supplies by exhibitors ca be made for delivery direct to Elmwood Music Hall a any time on and after January 14th. This will enabl all shipments to be made in ample time for arrival an preparation for the opening of the Exhibit on the 21st

Music—Arrangements will be made for an orga recital or some other form of music for each afternoo and evening. (Cost to be apportioned equally amon the booths.)

Lectures—It is planned to have well-known au thorities on foods lecture each afternoon, and possibl arrangements can be made for interspersing the lec tures with lantern slides and movie films. If there i space available, the committee may permit dancin each evening from 9.00 to 10.30.

Booths—The contractor has agreed to furnis booths 10x12 feet each, back panel to be 4 or 6 fee high, all woodwork and beaver board panels painte ivory, signs lettered with black letters (exhibitor' name and address). Booths with sign will cost $12.75 Allowance for division panels between booths when no used will be 75c. each. Counter shelves 18 inches wid and 10 feet long may be added to any of the booths a additional cost at $1.50 each. The ceiling, stage, sid wall and balcony to be decorated with American fan and clusters for the sum of $125. (This last item wil be apportioned equally among the booths.)

Members desiring to participate in the exhibi should apply to the National Canners' Association 1739 H Street, N. W., Washington, D. C., for space.

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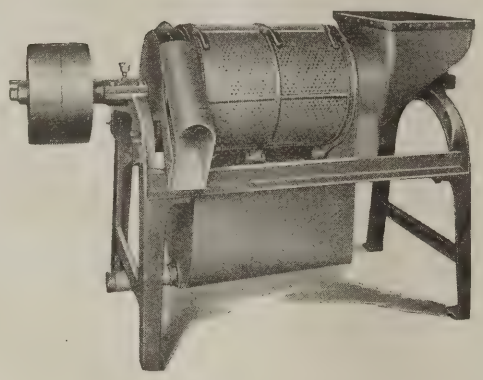
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A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

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26

SMILE AWHILE

MISPLACED KICKS

A young married man met a friend of his bachelor days a insisted on taking him home for lunch. His wife was unpr pared for visitors. Calling him aside, she told him she had on one dozen oysters, and that when his friend had eaten his quo of four he must not be asked to have any more.

In spite of his promise to remember, when the guest h eaten his four oysters, the host pressed him to take more. T wife looked distressed and the friend declined. The husband i sisted, the wife looked on in agony, and the guest refused firm to have the rest of the oysters brought from the kitchen.

Later the wife said to her husband: "How could you ur him to have more oysters when I had explained to you that the weren't any?"

"I'm sorry," said the penitent husband, "but I forgot abou it."

"Forgot! What do you suppose I was kicking you under th table for?" retorted his wife.

"But you didn't kick me," said the husband.

NO TROUBLE OVER HER TRUNKS

The cave man had some advantages. He never had to pa excess baggage charges when he took his wife on a trip that wa to last for a week.

HIRED

Salesman—I'd like to work for your concern, sir.
Manufacturer—Doing what?
Salesman—Taking orders.
Manufacturer—What experience have you had?
Salesman—Been married 30 years, sir.

SLANG

Daughter—Has my mail come yet?

Mother—Daughter, you must stop using that terrible slang —Goblin.

GOOD NIGHT

"Unless you consent to be mine," he said, "I will leave thi town and never come back to it."

"I'll think it over," she replied, "but, remember, that's promise."

THAT BIRTHPLACE

Absent-minded Professor P. Smith had left his berth in the sleeper to find a drink of ice water, and was hopelessly lost in the middle of the aisle. It was about midnight and the train was speeding through the country.

"Don't you remember the number of your berth?" asked the conductor.

"I'm—er—afraid not," was the reply.

"Well, haven't you any idea where it was?"

"Why, uh—oh, yes, to be sure."

The professor brightened up perceptibly. "I did notice at one time this afternoon that the windows looked out upon a little lake!"—Judge.

DISTINGUISHED

"What do you mean by calling my husband a fish egg?"

"My dear madam, I merely meant that he was one in a million!"

WHAT COULD BE BETTER?

"Bridge, bridge, bridge," stormed Mr. Wampus. "You'll die at the bridge table."

"Bury me with simple honors," said Mrs. Wampus, sweetly.— Life.

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIAL

MAKE RESERVATIONS AT BUFFALO — Now that the Convention fever is on in full force, most canners are turning their attention to the big annual Convention in Buffalo the week of January 21st, and it is timely to tell them that if they have not made their hotel reservations, to do so at once. All reservations are handled by a Committee on Hotels in Buffalo, and those who have reserved their rooms thus far—that is, those who have written in for rooms—have been assigned by the Committee this week. All reservations will be made in this way, but if you wait until the last minute, you cannot expect to be taken as good care of as if you come in early, before all the best rooms have been assigned. Write to Hotel Statler or Hotel Buffalo, or any hotel you care to, and your request will go into the hands of the Committee, and you will be assigned to the hotel desired, if possible, or to an equally satisfactory hotel, depending upon the time at which you make the request. We are promised splendid accommodations and that Buffalo is going to take fine care of us, and you may depend upon that. Don't wait until the last minute and then "kick" about the accommodations you get. There will be a big crowd, lots of whom have already registered. So take this tip.

HELP YOUR PRODUCTION MEN—Dr. W. D. Bigelow, of the National Canners' Laboratories, tells us that the Laboratory has sent out many very important bulletins this year—important to the production men of your factory—but that in investigation he found that many of these bulletins have been kept in the office or filed away with correspondence, or otherwise put aside, instead of being handed to the men who could use them profitably and as they were intended. This is a costly oversight on the part of the office, and it should be corrected. These bulletins should be handed over to the men who can use them and would welcome their help. It ought not to be necessary to make such a suggestion, but that it is necessary was proven on a number of occasions this past year.

THE WAREHOUSING PLAN ADOPTED—In the long discussed proper settlement of the swell-claims matter, we have had much to say about the proposed plan to establish regional or sectional warehouses to which such spoiled goods could be sent, and there passed upon by experienced, trained chemists and others, and proper settlement made. It was announced that the Executive Committee of the National Canners' Association would take up this question at its Chicago meeting on the 5th and 6th, submitting the plan in its entirety and acting upon it if the members thought well of it. It has been the talk of the industry for many months, and many of the best brains of the industry have been thinking it over and studying it. This was clearly shown when the special meeting of the Committee having it in charge assembled at the LaSalle on Monday morning and discussed it from every angle for many hours. Most of these men had worked out of their minds every possible objection to it, and when the U. S. Bureau of Chemistry joined the 19 State food authorities with its approval of the idea, the Committee heartily endorsed it. But it must be said that most men came to the meeting with a lurking doubt in their minds, mostly as to the extent of its cost to canners. They were fearful that its cost would make it prohibitive. A few moments' study of the plan dispelled that idea entirely, and it was little short of wonderful how all grasped the real intent and great possibilities of the movement, and we believe that if the cost had threatened to be four times what it could possibly be, they would have adopted the plan because of the immense benefit it will be to the whole industry. The cost will not be heavy, and the National Canners' Association will assume most of it, and will gain more from meeting the real troubles of the industry right out in the field, in the further training of its specialty men of the Laboratory, than any cost now possible to estimate.

The account of this will appear in the report of the Executive Committee meeting next week in all its details, but we will not detract one bit from that by pointing out here the salient features of this plan and what its enactment means for the good of the industry.

Dr. Geiger, of the U. S. Health Service Bureau, very plainly told the canners that he doubted if they really understood what spoiled canned foods meant to the industry. "You look upon it as a loss, trivial or great as the case may be, but it is more than that to the health and food authorities of the country. A spoiled can of food is to a health enforcement officer as a red rag in a bull's face—they can see all kinds of trouble from it." He had statistics to show that in the City of Chicago alone in 1920, 1921 and 1922 there had been destroyed 6,000,000 pounds of canned foods, much of which were possibly not actual spoils, but were soiled or dented cans, flippers, springer and other not well understood troubles. But this amount gave a black eye to all canned foods, and if these figures be multiplied, as they must to cover all sections of the country, it could readily be seen what a tremendous force for evil this matter has become against the consumption of canned foods. So he urged the canners to take hold of this problem, as it was essentially and entirely their own; that they must protect themselves by getting such goods off the market and making it impossible that they should ever get into the hands of unscrupulous dealers for resale. This put a different complexion on the matter, and made it a very serious consideration. The canners have been anxious to rid the buyers of the troubles incident to spoiled canned foods, but here is a matter of far more grave consideration.

So far there have been selected nineteen points, covering the entire country, at which regional warehouses are to be established, and in each instance state and city health authorities have been consulted, and all have expressed an eagerness to take part in the work, to have their chemists on hand during the examinations so that these chemists may see and understand the troubles and thus better understand canned foods. Think what this alone will mean as compared with the old style of handling goods that were claimed to be spoiled. If one can in a case bursted it be-

spattered all other cans, ruining the labels and making the cans a dirty, sticky, unpleasant mass. Generally the whole case was thrown aside as spoiled goods and destroyed. Now the 23 good cans will be kept in the food supply, relabeled after cleaning, and sold for what they are—perfectly good goods. The State and local food authorities will gain a true insight into canned foods; they will become their friends and champions, and this alone is worth a pretty penny to the industry. But above all the really spoiled cans will be destroyed under the supervision of the food authorities, after they have learned the cause of the spoilage, and there will be no possibility of them getting into anyone's hands to be used. Still another added advantage to the canners is that they will learn what caused the spoilage from the expert, trained men who are competent to examine and study such spoilage, and the canner may be able to change his methods or in some way avoid the trouble in all other goods. Today you pay a spoilage claim without knowing what the trouble is; pay hundreds of them if they are trivial in amount without caring what the trouble is that caused the spoilage.

So this warehousing plan will not only assure you of payment for only such goods as you should pay for, but after the goods have gone out into the markets of the world will keep the spoiled cans from being a detriment and a hindrance to the consumption of all canned foods; will educate the State and local authorities upon canned foods and be a lesson to the canner to mend his ways or change his methods to avoil further spoilage. The great thing is that the goods must be gotten off the market when they spoil, and this the warehousing plan does surely, efficiently and cheaply.

In putting the plan into force there is no radical change from the old method: the goods are merely shipped to a designated warehouse instead of back to your factory. Instead of being examined by an inexperienced or disinterested party, the spoiled goods are examined by experts of the N. C. A. Laboratory; instead of a claim that rankles in the back of your head as unjust, a robbery by the buyer, and a feeling on the part of the buyer that you are a poor canner, not knowing your business, a definite, scientific disposition of the case is made, the buyer is reinsured in full for his loss, the canner pays no more than he justly owes, the public is protected against bad food, the food authorities are considered and worked with in perfect harmony, and every possible interest served in the highest possible way.

It is possibly the greatest thing the industry has ever done, and no canner will fail to heartily endorse it when he understands it.

It had to be done so that it would be ready for the opening of future selling as it must be incorporated in all future contracts. It is ready and here is the clause that should be inserted in your contracts, drawn up and accepted by the Committee, and which you are urged to use.

> Goods sold under this contract are packed in compliance with the "Food and Drug Act of June 30, 1906", and are guaranteed against spoils.
> (a) If sold for delivery from future pack, to July 1st following date of billing.
> (b) If sold for delivery from spot stocks, for six months from date of billing,
>
> Payment shall be made by seller on certificate of indentification and destruction of spoiled goods at Zonal warehouses, maintained by the National Canners' Association, to which spoils shall, at the request of the seller, be shipped by the buyer for official inspection, identification and destruction,
>
> Claims so established shall be paid within thirty days at invoice price, and freight to warehouse, if incurred.
>
> All claims for spoils must be made and bills rendered by buyers to seller on or before July 10, in case of sales against future pack, and not later than six months from date of billing, in case of sales from spot stocks.

STAND TOGETHER—If you are a canner, whether you be a member of the National Canners Association, of your local or State Association or of no Association whatsoever, adopt this plan, and stand with your industry. No sane or honest buyer can object to anything in this plan, and they are sane and honest, and when they understand it, and its effect upon the ultimate consumption of canned foods, they will be back of it more strongly than the canners. It is the first few months that will be the hardest when some designing buyers, or buyers and brokers who do not understand the intent and purposes of the plan, try to persuade you to sign contracts giving them a flat allowance, saying that others are doing this. Others will not be doing it; the largest and the best canners, and vast majority of the smaller canners will use this contract and stick to the warehousing plan. It is the salvation of the industry and the solution of this distasteful question. But it will only go over rightly when all canners stand together.

TO BURN OR NOT TO BURN, OR BOTH

Plant Refuse Divided Between Fire and Soil

EVERY fall after the vegetable patch and the home grounds have been given their clean-up and all refuse and plant remnants have been gathered in a heap, the amateur gardener faces the question: "To burn or not to burn?"

Soil experts tell him "the more vegetable matter you work into your soil, the better crops it will grow," and advise him to dig in all the leaves, stalks, weeds and other vegetation that he can get hold of in order to keep up the supply of humus in the soil.

The plant disease expert, on the other hand, emphasizes the value of the bonfire as a means of destroying fungus enemies of our garden plants, which, if not thus dealt with, will pass the winter comfortably on the old dead plant remains and be all ready for business when next year's garden vegetables are started in the spring.

Which advice is he to take? Shall he sacrifice humus and protect next year's crops from disease or shall he gain some vegetable material in the soil at the risk of loss from diseases next season?

The Bureau of Plant Industry of the Pennsylvania Department of Agriculture points out a middle ground in this matter which satisfies both sides without taking undue chances either way. The State plant specialists advise the burning of refuse from such garden plants as are likely to carry disease into the coming year, the refuse from all other plants to be dug under as the soil expert advises.

Among the plants which should go on the bonfire are: Potato and tomato stalks, cucumber vines, beet leaves, beans, asparagus tops, celery, refuse, and from the flower garden the above-ground parts of hollyhock, all fallen rose leaves, the entire aster plant, including the roots, and the old tops of phlox.

Plants which may be dug into the garden soil with comparative safety include: Weeds, the refuse of salsify, spinach, parsnip, onion, horseradish, corn, lettuce, turnip, cauliflower, cabbage and carrot. If additional vegetable material is desired and a good supply of barnyard manure is not available. the leaves of shade or other trees make a good substitute. While these leaves often carry diseases, none are likely to affect garden plants, and they may be used safely as a source of humus.

CONVENTION DATES

November 13th to 16th—Wisconsin Pea Canners, Milwaukee Auditorium. Annual Meeting.

December 4-5, 1923—Iowa-Nebraska Canners, at Omaha, Hotel Fonteneke. Annual Convention and banquet.

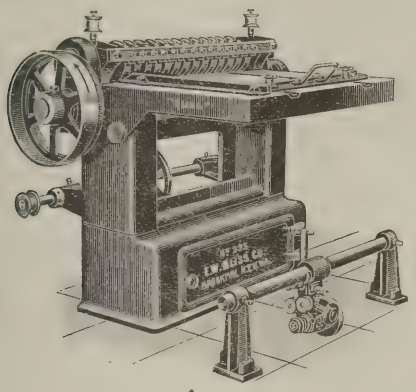
December 6-7, 1923—Ohio Canners, Southern Hotel, Columbus, O. Annual Convention.

December 12th and 13th—New York State Canners, Hotel Powers, Rochester. Annual Meeting.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers, Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping us informed as far ahead of time as possible, and so keep this column correct and complete.

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CUTS plain or decorated tin plate "dead true,"—guaranteed. Every sheet and strip perfectly square and parallel. It solves all slitting troubles. It did this for others,—it will do it for you.

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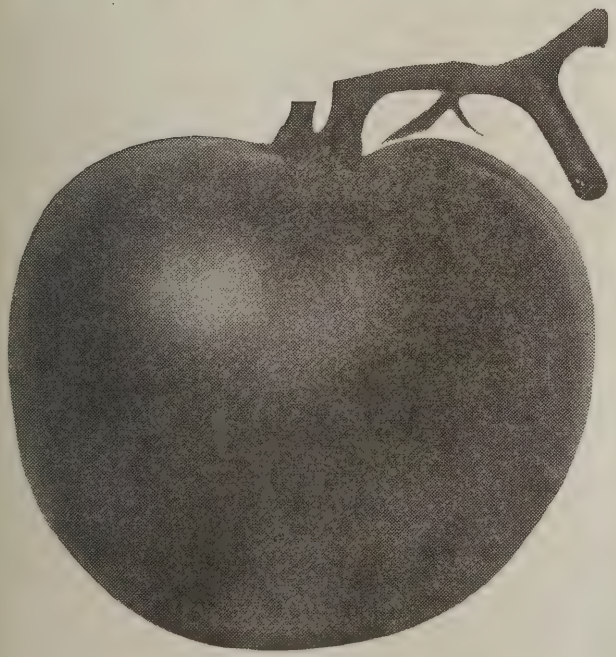
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Before buying any of your Spot Seeds, take the matter up with us, stating kinds and quantities you want and let us quote you.

We have carefully grown stocks of——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

ANALYSIS OF PEANUT BUTTER

By R. O. Baird

Commissioner and Chemist

North Dakota Agricultural College, Fargo, N. D.

THE large spread in the price of the various brands of peanut butter suggested to the writer that an adulteration might be found in this food product. Fifteen samples of peanut butter were purchased by the food inspectors representing the different brands placed on the market in North Dakota.

The samples were thoroughly mixed and placed in glass containers. An approximate analysis was made of the samples according to the methods adopted by the Association of Official Agricultural Chemists. It was necessary, due to the high oil content, to thoroughly mix the samples before each weighing.

Extration was also made of the oil and a determination made of the refractive index and iodine number.

In Table No. 1 will be found information as to the manufacturer or jobber—the brand—contents claimed and found—shortage, if any—the kind of container and the cost per pound to the consumer.

PEANUT BUTTER

Table I

Sample No.	Manufacturer or Jobber	Brand	Contents Claimed Per Oz.	Contents Found Per Oz.	% Shortage If Any	Container	Cost per Pound to Consumer
1351	Beech Nut Packing Co., Canajoharie, N. Y.	Beech Nut	6.25	6.19	0.97	Glass	$0.64
1356	Stone-Ordean Wells Co., Fargo, N. Dak.	Bulk	16	16	0.00	Bulk	0.25
1357	Kidd & Co., Chicago, Ill.	Perfection	12	10.94	8.83	Glass	0.44
1358	Bayle Food Products Co., St. Louis, Mo.	Acorn	16	14.60	8.20	Pail	0.27
1359	Sprague Warner Co., Chicago, Ill.	Monsoon	16	15.88	0.75	Pail	0.30
1360	Fargo Mercantile Co., Fargo, N. Dak.	Argood	16	15.00	0.62	Pail	0.26
1361	H. J. Heinz Co., Pittsburgh, Pa.	Heinz	10	11.00	0.00	Glass	0.43
1362	Winston Harper Fischer Co., Minneapolis, Minn.	University	12	11.13	7.25	Glass	0.40
1363	Geo. R. Newell Co., Minneapolis, Mnn.	18-K	16	18.25	0.00	Pail	0.17
1364	Griggs Cooper & Co., St. Paul, Minn.	Home	8	7.50	6.25	Glass	0.53
1365	Foley Bros. Grocery Co., St. Paul, Minn.	Foleys	16	16.94	0.00	Pail	0.24
1541	J. H. Allen & Co., St. Paul, Minn.	Dainty	11	11	0.00	Glass	0.35
1542	Reid Murdock & Co., Chicago, Ill.	Monarch	10	11.25	0.00	Glass	0.42
1543	W. B. & W. G. Jordon Co., Minneapolis, Minn.	Dakomin	22	20.94	4.82	Glass	0.26
1544	The Standard Trading Co., Minneapolis, Minn.	Como	8	8	0.00	Glass	0.50

It will be noted in the above table that over one-half of the samples were short weight. This shortage is due in most cases to leakage of oil. In this connection it might be well to state that the pails used are a continual source of annoyance to the retail dealer. The large percentage of peanut butter is put up in tin pails, and the oil leaking out, running over the shelves and counters, makes a nasty mess, to say the least.

The price per pound ranges from seventeen cents to sixty-four cents. Consideration, of course, must be given to the products put up in small glass jars, as this naturally increases the price per pound.

There was no adulteration detected in any of the samples analyzed. The nutritive calories per pound shows peanut butter to be a valuable food product high in fuel value. The keeping qualities of peanut butter are very good. Samples that have been in the laboratory almost a year do not show any evidence of rancidity.

THE EDWARDS FAMILY GATHERING

ALL old hands in the canning game and many of the second and third generations remember Julius S. Edwards, Secretary of the Western Association for years, and whose proud boast is that he is one of the first and, therefore, oldest canners in the business. Recently the Edwards brothers had a family gathering in Atlantic City, and the account of it as given in The Atlantic City Evening Union proved interesting to us, and we know it will to you. We regret we have not the photos to reproduce with it.

"Gathered around the festive board in the Colonial Room of the Haddon Hall this afternoon at 1 o'clock (October 20th) and for the first time in forty years, eight brothers, children of the late Dr. and Mrs. Steen Edwards, of Bridgeton, N. J., met in reunion and celebrated the occasion with a banquet tendered by Devoux B. Edwards, one of the brothers, a prominent florist in the resort.

"There were forty people at the table, which brought together the brothers and their families and the latter's children from all parts of the United States. One of the brothers came from Palo Alto, California, in order to attend the celebration, and it was his first visit to the East in forty years. It was a double anniversary for Leslie E. Edwards, who journeyed from the Golden West, for today he is celebrating his 66th birthday.

"The oldest brother, who claimed the seniority in years at the table, was Julius Edwards, of Bridgeton, where he was formerly a packer, but has since retired. He is 74 years old. The youngest member of the family was Veila Warren, granddaughter of Leslie Edwards, who is just two years old. The other six brothers who sat around the festive board were Theodore E., 71, of Bridgeton; Rev. Odin R., 68, of Quakertown, Pa.; Adolph E., 63, of Bridgeton; Devoux B., 59, of Atlantic City; Otto B., 56, of Lansdowne, Pa., and Valdemar E., 52, of Bridgeton.

"The eight men all boast that their present excellent health is due to the abstainence from intoxicating liquors and tobacco. Leslie Edwards claims that he has never had a headache in his life. The total ages of the eight is 508. The father, who was a surgeon in the Seminole Indian uprising, died at the age of 89. He celebrated his golden wedding after marrying at the late age of 38. Dr. Edwards was a native of Copenhagen, Denmark.

"A second reunion will be held by the family at the Edwards homestead at Bridgeton on Monday. This place is now occupied by Theodore Edwards, who is a florist in that town.

"Devoux Edwards, who has been in the florist business here for the past thirty-five years, and is a prominent member of the Lions Club, started to work for $1.50 a week in Bridgeton forty-five years ago. He was employed by A. M. Heston, former treasurer of Atlantic City, when the latter operated the Bridgeton Chronicle, and in commenting on the fact today Mr. Edwards said: 'I was employed as an apprentice boy, and after working for three weeks I asked Heston for a raise to $3. This he refused, so I quit and went into the floral business, where I have been ever since.'"

We but voice the feelings of the entire industry when we wish our old friend Julius and his brothers et al. many more years of health and happiness.

CANNED FOODS WEEK

An Address by President C. P. Whiteman, National Food Brokers' Association, Before the Western Canners' Association, Chicago, Nov. 8th, 1923.

WHEN Col. Lee, your Secretary, asked me to address you gentlemen, he said I could talk about anything that I might have on my mind. The biggest thing on my mind at the present time in connection with the canning industry is Canned Foods Week, and that is what I am going to talk to you about.

Selling goods is like courting a girl. You must go often and have the right line of goods. I do not believe most of you men, the rank and file, are really sold on Canned Foods Week. I say this because of the manner in which most of you support it. You know if a fellow is in love with a girl, he is going to sell himself to her and put it over, as it were, at all costs. He figures that she is worth all the effort that he can possibly put forth—all of which generally spells success. Now, if

Sanitary Cans for 1924.

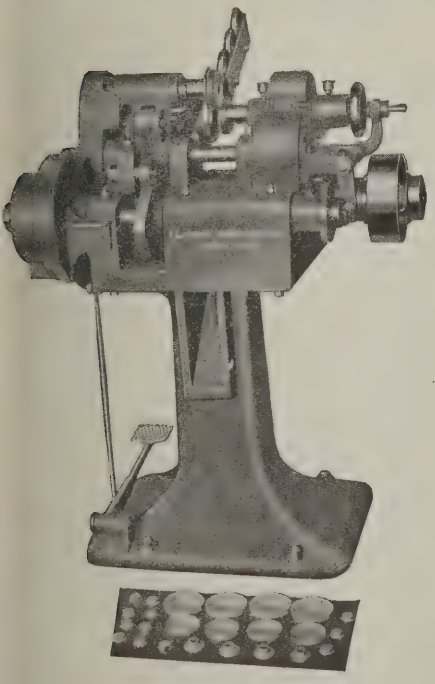
IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
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General Responsibilty.

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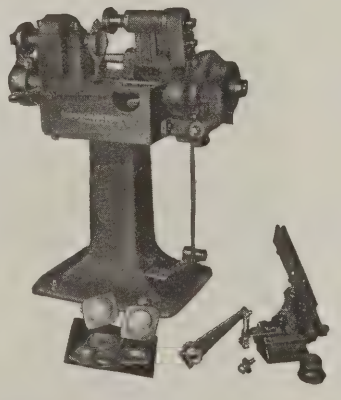


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We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

you fellows were sold on Canned Foods Week to the extent the fellow is sold on the girl he loves, its success would be assured before you start. It takes enthusiasm and effort to put anything over that is worth while With the proper support from the canners, Canned Foods Week can be made one of the biggest annual events in the canned foods game. Most of you evidently are not in love with Canned Foods Week or are not sold on it as you should be, because if you were, it would not be like pulling eye teeth to get a few dollars from each one of you to put it over.

The way I see it, every new consumer that is created, due to Canned Foods Week, is an additional asset to every one engaged in the canning business. The more people we get to eating canned foods, just that much more canned foods are going to be sold—and every one in the game has a shot at that business.

I feel sure there is not a man here but what would put a hundred dollars into any kind of a legitimate proposition if he felt reasonably certain he would get two hundred dollars in return. Well, that is just about the basis to figure on for what you put into Canned Foods Week. I honestly believe you get back just about double what you put in. You are probably saying to yourself right now, "How do you get that way? Show me!" Well, if you were on the selling end like we brokers are and could see the results first hand, you would not ask such a question. Do you know there are thousands upon thousands of people that rarely ever eat canned foods of any description?

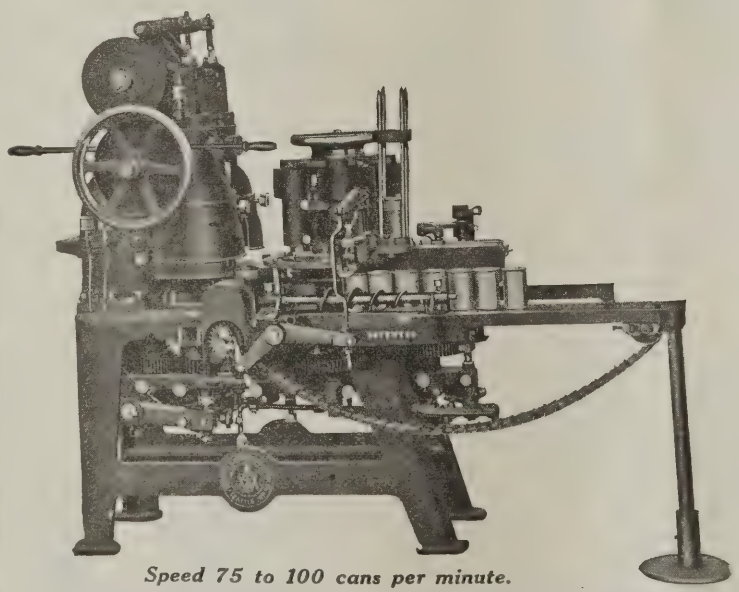
How are you going to get these people to eating canned foods? Educate them. How are you going to educate them? Right here is where Canned Food Week comes in. You get more publicity, for every dollar spent, of a constructive nature from Canned Food Week than from any other source. How do you get so much for your money? Because you have so many different agencies working for you; the wholesale grocers, the brokers, the retail grocers, the newspapers, etc. Are you aware of the fact that brokers, jobbers and retailers put in a vast amount of time on Canned Foods Week that should cost thousands of dollars if you could hire them to do it, to say nothing of the thousands of dollars they put into it in real money. You could not hire these people for money. They put in their time for the good of the industry, and nothing else.

Now, if the jobbers, brokers and retailers (who are certainly less interested than the canners) put in so much of their time and money, pray tell me why is it such a hard matter to get the proper support from the canners, whose very existence depends on the consumption of canned foods! I think I hit the keynote of the whole proposition at the beginning of my talk the majority of the canners are not sold on Canned Foods Week.

I sincerely hope that what I have said here today will be given some thought by at least a majority of those present, and after thinking it over they will become sold on Canned Foods Week and "kick in" with sufficient amount of money to put the proposition over as it should be this time.

If you will furnish the material, the brokers will see that it is properly used. Thank you!

Who Pays the Bill —



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When your neighbor canneryman can, by uptodate methods, the elimination of waste and highest efficiency, make his opening price so low that you are forced to take a loss or hold your pack for later advances.

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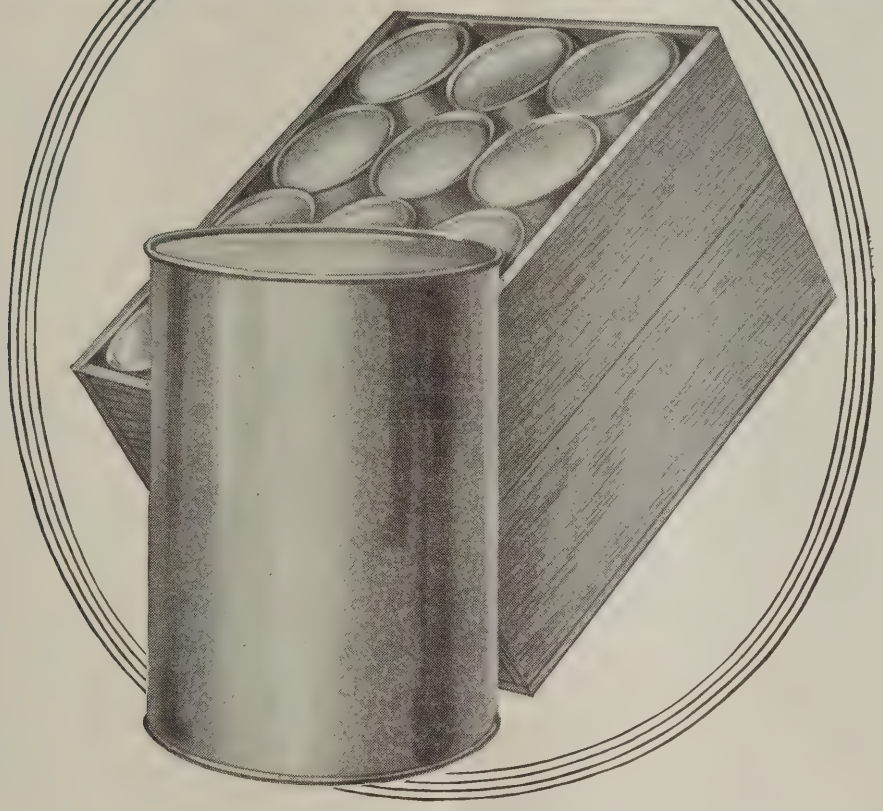
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There is a Heekin Can for every need, from the small fruit and vegetable cans to the large lard or sorghum containers.

Mother nature specifies the crop you will pack. Heekin Cans will be delivered at your door to meet these specifications.

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HEAVY EXPORTS OF APPLES

By John S. Dennee

Agricultural Statistician, United States Department of Agriculture, Division of Crop and Livestock Estimates, Bureau of Agricultural Economics.

EXPORTS of apples have been exceptionally heavy this season. And most shipments are going to England and Scotland. Movement has been stimulated by the short crop overseas, and by the high opening prices. Foreign markets have thus far proved move profitable than domestic trade for shippers of Eastern apples. But recently British prices have declined sharply.

For the three months—July, August and September—total exports this season were 179,869 barrels and 566,744 boxes, compared with 136,432 barrels and 257,582 boxes during the corresponding period a year ago.

During the entire 1922-23 season exports amounted to nearly 593,000 barrels and 3,491,000 boxes.

This present season the early fall varieties of apples were less abundant in the Eastern States, and were mostly sold in domestic markets. But the large crop in the Northwest provided an early surplus of boxed apples for export. The abundant main crop in Virginia and West Virginia was the chief source of a very active September movement to foreign markets.

The peak of the barreled movement seems to have passed, but shipments of boxed stock are increasing.

Apple growers in the Cumberland-Martinsburg-Winchester belt of the Potomac Valley have found the export trade a welcome outlet for their record crop this season. Shipping records for the three weeks preceding October 20 show that factors in the apple deal there have been quick to take advantage of export opportunities made possible by the failure of Great Britain's crop.

Price returns from exported apples have been in striking contrast to those of some other agricultural products for which outlets are sought in European markets.

Apples are perhaps the only American crop being sold abroad at greater profit than in this country.

Average net returns will probably be higher at the season's close than those from domestic markets, even though heavy exportation has relieved American markets of excess offerings.

Growers and shippers in the Potomac Valley, attracted by the excellent price returns from exported apples, have exported every 2¼-inch apple available. Jonathans moved first, followed closely by York Imperials. And Ben Davis 2¼-inch have been moving to English markets for some time.

It is estimated that 25 per cent of the apples shipped from the Cumberland-Martinsburg-Winchester belt have gone into the export trade. But the peak of the movement has been reached and a rapid decline in volume is expected.

Perhaps the most important contributing factor to heavy exports has been the lack of profitable signs of improvement. On the other hand, export prices have declined since October 11, due to heavy supplies.

The wisdom of exporting just now is questioned by some dealers, and, although net returns are still above the domestic price to growers, many expect a further break in the English market.

Outstanding requirements of the export market are good color and medium size.

The total production of apples in the United States this season is estimated by the Bureau of Agricultural Ecomonics, Department of Agriculture, at 10 per cent less than last year—190,727,000 bushels; in 1922 the harvest was 201,252,000 bushels. The commercial crop of 1923, based on October 1 condition, is forecast at 33,104,000 barrels, against 30,955,000 barrels last year.

IT COSTS TOO MUCH TO SELL OUR FOOD.

B. F. Yoakum, in The Nation's Business.

THE importance of co-operative marketing and organized association of consumers for direct dealing between producer and consumer, is a subject I have discussed with farm organizations, consumers and commercial bodies.

Response and willingness to formulate a plan to commercialize farming met with enthusiastic and hearty support from the farming element, but not from the commercial and banking interests. A few, engaged in commerce and banking, gave cordial endorsement, but as a general rule business interests were cold and indifferent. They thought little, and cared less, concerning the forecasts which I then made regarding agriculture, which are now so generally in evidence.

I then foresaw that the margin of profit between the producers and consumers especially of food was being gobbled up through a marketing system, which has steadily become a greater burden upon both the producer and the consumer.

At some expense and a lot of time I have undertaken to locate the principal cause of this big economic waste between the farm and the table. I had a careful investigation made in several of the largest centers of population. The information I acquired from this investigation and from other sources is interesting and is sufficiently accurate for us to approximate the real situation.

When I first began to investigate this subject the business and financial world were not ready to co-operate with the farmer. The situation is now different. No subject is receiving more attention than the farming industry, commencing with those at Washington down to the smallest community politician. Bankers, manufacturers and commercial interests generally are beginning to realize the importance of the relations of the farming industry to the general business and welfare of the country, but they have not as yet gone to the root of the real difficulties. They have not extended the kind of co-operative effort that is needed. I do not mean by this in a monetary or credit way.

A wise policy for the readers of The Nation's Business to pursue for the greatest good would be whole-hearted co-operation with the farmers in their efforts to establish closer contact with consumers. Farmers, for the first time, are organizing in a permanent and substantial manner. They have seen all other industries grow and prosper, while theirs has gone down to a point of bankruptcy. They know that, unless their business can be made profitable and placed on a sound business basis, it is better for them to seek other vocations.

The farmers know the need of an equitable marketing system that will take them to the heart of the big consuming centers. They also know that all the big organizations—industrial and labor—have been able to get what they need for the protection of their respective interests through political power. Therefore, the farmers, through their organizations, are seeking political influence that will aid them in advancing the best interests of their business. I can't make my meaning any clearer than to quote an extract from a recent letter written to me by a genuine farmer of many years, and influential in one of the large farm organizations of the country whose membership consists only of real and practical farmers. He says:

Let me assure you that our affiliation with the American Federation of Labor is only in a fraternal way. We are associated together by a common bond of interest. We are laboring for the mutual benefit of both—**industrially** and **politically**. I mean both organized and unorganized laboring people. So you see, there is no amalgamation between the Farm Labor Union and the American Federation of Labor; just a mutual working understanding.

I have read your Third Series. You bring forth some points in a way that is startling to readers of your articles, and I am proud to say that they are going to be a great means in assisting the farmer in receiving equal rights, both industrially and politically.

When the business interests of the country realize that it is costing $2 to distribute foodstuff, including cost, profits, commissions, etc., to each $1 paid the producer, they will realize that it is of paramount importance to their business and the continuation of the country's prosperity that they throw their influence and force toward co-operative work with the farmer that they may carry on their business with a profit to themselves and under the same general rules that govern other industries. As financial heads and managers of great industrial enterprises they must know that no business, big or little, can operate on one-third of the dollar others pay for their goods. It can't be done!

For the purpose of showing what a tremendous loss the farmer sustained in 1922 by this burdensome distribution cost, I will use for comparison the potato, a standard daily food that finds its way to every table:

Taking the financial results to farmers on potatoes as they are with what they should be, the total potato crop of 1922 was in bushels, 451,185,000.

The average farm price for potatoes was 56 cents per bushel or (using round figures) $252,000,000.

Estimating the consumer paid 3⅓ cents per pound, or $2 per bushel of 60 pounds, the cost of these 56-cent potatoes to the consumer was $902,000,000.

Had the farmer received two-thirds of the price paid by the consumer, he would have received $601,000,000.

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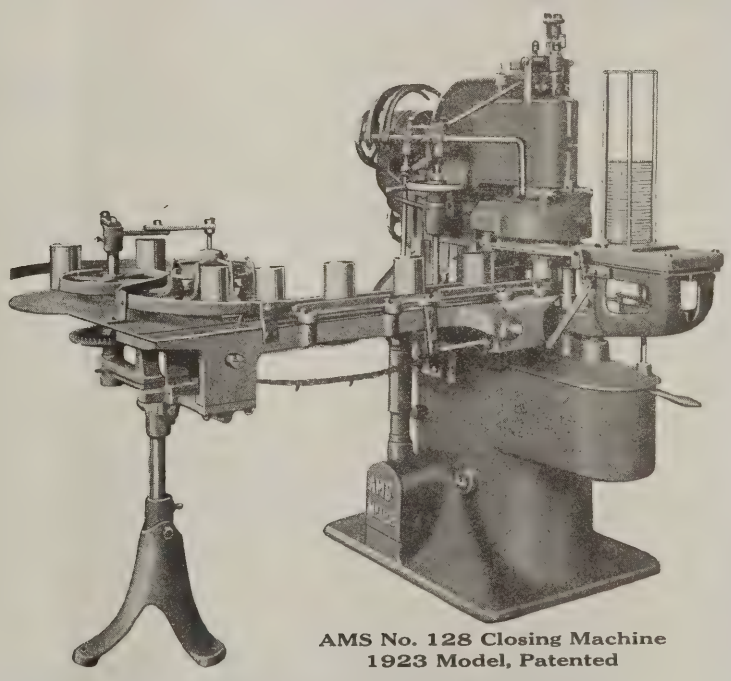
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A difference between the farm price as it was and what it should have been of $349,000.000.

New York is the third potato-producing State of the Union. There are 193,195 farms in the State.

The 1922 crop report of the United States Department of Agriculture showed that the average price for potatoes received by the farmer was 56 cents per bushel. I wrote to the department inquiring what the consumer paid for these 56-cent potatoes. Officials replied they did not have the information and that "the ideal way to make this comparison is to take the farm price of certain shipments of potatoes and the price of same in the retailer's market." This I have done for two years, and the results of my investigation disclosed, among other things, that Long Island potatoes sold on the farm at 60 cents a bushel were sold at retail to the consumer in New York at the rate of three pounds for 10 cents, or $2 per bushel. In this connection I find that this difference between farm prices and retail prices prevails at all times, regardless of the price paid to the farmer. To illustrate, if the farm price of potatoes is $3 per barrel, the retail price to the consumer is 5 cents per pound, or $9 a barrel, 180 pounds.

I made similar tests on other articles of food besides potatoes, and in some cases these sold to the consumer at 300 per cent in excess of the prices paid to the farmers. All of these tests were made on foodstuffs grown within thirty or sixty miles of New York, the greatest center of food consumption in the world.

The wheat farmer has suffered tremendous loss. His wheat has cost 30 cents a bushel more to produce than he can sell it for, yet dealers make large profits by selling bread to consumers.

From a survey made by the Bureau of Markets of New York City, under the direction of Mrs. Louis Reed Welzmiller, deputy commissioner, with a corps of 125 market inspectors, it was found that the retailers were making from 30 to 50 per cent profit on bread sold to consumers.

An inquiry affecting 3,500 bread makers demonstrates another important fact, which I have asserted, which is that the profit made on a food article can be checked, and that every charge between the farm and the consumer be made known, so that all unnecessary costs, profits, commissions and expenses can be cut out. The best and quickest way for this to be accomplished is through producers' and consumers' co-operative orga izations. One is the grower, the other the buyer.

Getting back to the political aspect arising from the lo neglect of the farmers' interest by the Government, the questi as to whether or not organized labor will become an asset liability to the farmer is debatable.

In a recent publication touching upon this subject, form Vice-President Thomas R. Marshall says:

"The farmer seems to think that the farm-labor combin tion is of benefit to him; the labor side is easy to understan if the laborer has to pay more for farm products, he will ha to have more pay—and he very probably will get more. T condition of the farmer is anything but funny; the thoug however, that the farmer should hook himself up in a politi combination with the fellow who has been responsible for condition is, to me, amusing."

The farm-labor proposition analyzed presents some qu tions that may be regarded as fundamental. As I have sa there are approximately 34 million farm population cultivati 6½ million farms, who have the job of feeding the other million people, 40 million of whom are workers. As far ba as 1911, before the Southwestern growers, I said:

"The two classes who will receive the greatest bene through co-operation between themselves are those who produ the food and those who consume it. The closer relations a established between the two, the better it will be for both."

Therefore, may it not become advantageous to the farm to utilize industrial labor, who may in addition to being lar consumers, be helpful to the farmer through their politi strength and influence? Unquestionably, the farmer would better off, from a business standpoint, by avoiding entangli political alliances. They have been "chestnut pullers" for othe long enough.

"A business which produces enormous new wealth annua is a business which, when concretely organized, can stand alo without amalgamation with other interests, except where it made to its interest and under terms of its dictation."

The farm value of last year's crop in the United States w $7,500,000,000, deducting the value of animal products, cott and tobacco. Therefore, as the farmer receives only one-thi

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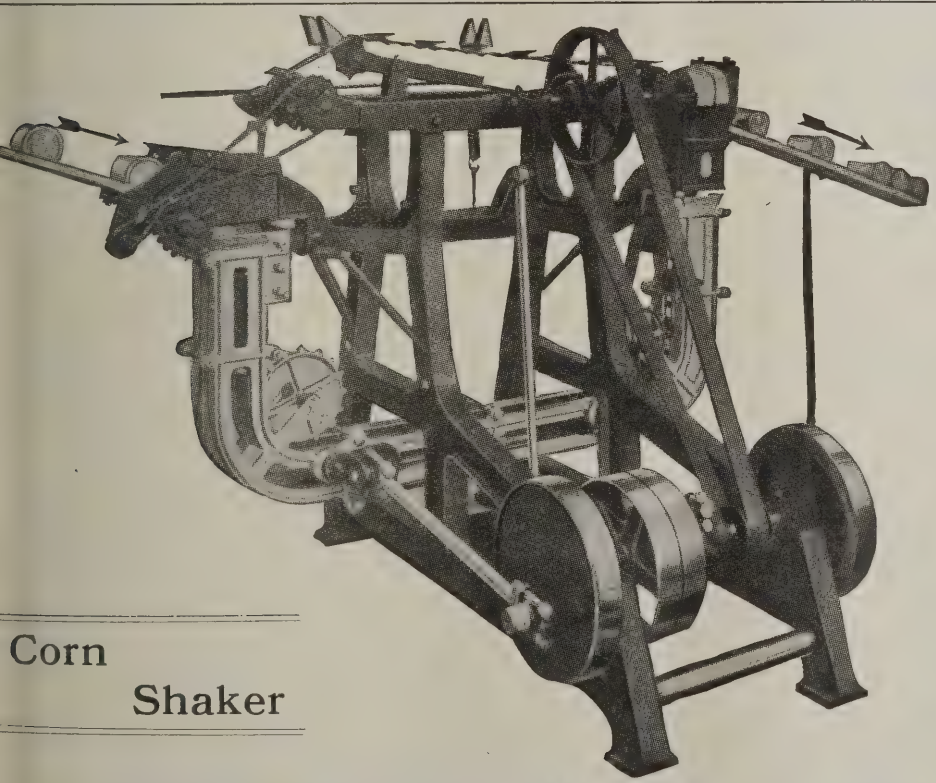
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of what the consumer pays, as established by the highest authorities and common knowledge, a simple sum in arithmetic tells us that the consumer pays $22,500,000,000 for the $7,500,000,000 crop, distribution costing the enormous sum of $15,000,000,000. I contend that this division should be reversed, the farmer receiving the $15,000,000,000 and $7,500,000,000 going to the distributor.

For instance, in New York City 80,000 concerns are selling foodstuffs of all kinds to 6,000,000 people. On the basis of five to a family, 400,000 food-dealer population in New York are supported through distribution, not to mention the army of employes—office help, clerks, delivery people and others—or one food-dealer population to every fifteen of city population, exclusive of employes.

Hartford, with a population of 138,000, has 1,000 food dealers, or 5,000 food-dealer population, which means one food-dealer population, exclusive of employes, to every twenty-eight of city population.

In Trenton, a total population of 128 000 has 700 food dealers, or 3,500 food-dealer population, which means one food-dealer population, exclusive of employes, to every thirty-six of city population.

Boston, with a population of 760,000, has 4,000 food dealers, or 20,000 food-dealer population, which means one food-dealer population, exclusive of employes, to every thirty-eight of city population.

Dallas, with a population of 165,000, is served by 1,035 food dealers, or 5,175 food-dealer population, which means one food-dealer population, exclusive of employes, to every thirty-two of city population.

There are 6,500,000 families on farms, and estimating five to the family gives approximately 33,500 000 farm population. Taking as a basis the figures shown by my investigation, there are about 3,793,000 food dealers engaged in selling foodstuffs of every kind produced by the 33,500,000 farm population. Using the same ratio as for farm population, five to the family, there are about 19,000,000 food-dealer population to each one and three-fourths of farm population. Or, to put it another way, there is one dealer selling foodstuffs of all kinds from each one and a three-fourth farms—a heavy load for the farmer to carry.

At the same time I can see how those engaged in a losing business may be influenced to join with labor which promises to find ways and means through which a marketing under which producers can market their products and retain for themselves sufficient to pay all expenses, taxes, interests, etc., with a fair surplus.

In asking for a more efficient marketing system, the fact should not be overlooked that the agricultural interests do not seek to impose in any way new tax burden upon the public nor conditions that will in any manner disturb the business of the country. They only want what rightfully belongs to them, and every business interest can afford to unstintingly support such a policy.

The next big thing of national importance in connection with the farm problem is to push co-operative consumers' associations in large consuming centers. With family food bills constantly increasing and the farmer producing at a loss, it opens up a big problem of the greatest mutual interest to the producer and the consumer, which all interests should exert themselves in the most earnest manner to correct.

Producers' and consumers' co-operative associations will become nation-wide, and will exert an influence which will carry power sufficiently strong to force the recognition that they deserve, eliminating the enormous burden that the farmers and consumers are compelled to carry.

MARKET FOR CONDENSED MILK IN AUSTRIA AND HUNGARY.

By Prentiss M. Terry, Assistant Trade Commissioner, Vienna.

AUSTRIA is importing less canned milk this year than in previous years, and only a small part of it is coming from the United States, while in 1920 43 per cent of the total American milk imports was American made.

Fresh Milk Supply Increased.—Of several reasons for the falling off of the United States sales of milk to Austria one is that there is much more fresh milk on the market. During the war thousands of animals, including a large number of cows, were slaughtered to replenish the meat supply, but since the war Austria has not only imported cows from Hungary and Poland, but has also expended great efforts in improving its own local stock and increasing the numbers. As a result of these improvements in stock and imports there is at this time more fresh milk on the market than at any time since the war, and while the supply is still below normal, there is almost enough to cover th local demand. During the first quarter of 1923 Austria importe 1,570 metric tons of fresh milk from Hungary.

Government Control Ended.—Fresh milk is to be had now i the cafes and restaurants and can be bought in the local dair shops without ration cards. In many places whipped cream i served, which indicates a decided improvement in the fresh mil supply of the country; for until a year ago milk sales were co trolled by the Government and were allowed to be made onl upon presentation of a card showing that it was to be used fo children or for the sick. The selling of whipped cream was an o fense subject to fine. This increase in the supply of fresh mil has naturally been marked by a corresponding decrease in th consumption of canned milk, which is now used largely in cook ing and baking.

Canned Milk Imports Largely from European Sources.— The Netherlands is the largest exporter of milk to Austria, a shown in the table below. The Netherlands also supplies Vienn with a large amount of canned skim milk with 3 per cent butte fat, a much cheaper product than the American standard, whic contains 8 per cent butter fat. This 3 per cent milk is used i cooking.

The American milk compares favorably in quality with tha produced in the Netherlands, Denmark and Switzerland, but i more expensive. The Swiss produce a grade which is more ex pensive than the American product, but it contains 13 per cen butter fat, as compared to 8 per cent, and the high-class trad prefers this to the American brands, which cost very little les As a result of these conditions the United States has been re cently exporting only an insignificant amount of canned milk t Austria, while for the years 1909 to 1913, inclusive, such export averaged about 2,000 metric tons annually.

Imports of powdered and condensed milk into Austria.

Years.	Nether-lands.	Denmark.	Switzer-land.	United States.	Total
	Met. Tns	Met. Tns	Met. Tns	Met. Tns	Met. Tn
1920	1,354	272	3,126	4,946	11,49
1921	5,700	1,662	1,943	2,243	16,18
1922	4,393	1,063	890	3,033	12,16
1923 (first 6 mths)	2,401	894	813	366	5,97

Of Austria's total imports of powdered and condensed mil the United States supplied 43 per cent in 1920, 14 per cent i 1921, 25 per cent in 1922, and only 6 per cent during the first si months of 1923.

Fresh Milk Preferred in Hungary.—In 1913 Hungary was a exporter of fresh milk and milk products, although in that yea 218 metric tons of condensed milk were imported. But this, i is reported, was largely consumed by the non-Hungarian elemen of the population, since the Hungarians prefer fresh milk, o which there was a sufficient supply and which could be obtaine at a low price. In 1919 and part of 1920 the stock of cows wa so greatly reduced in Hungary that the importation of condense milk became a necessity. But in 1920 Hungary began to in crease its stock of cows by breeding and by foreign purchases with the result that the importation of condensed milk was grad ually curtailed. In August, 1923, Hungary was not importin any foreign milk.

According to the milk-import statistics, Hungary importe 155 tons of condensed milk in 1920, all of which came from th United States. In 1921 the imports amounted to only 53 tons none of which came from the United States; 27 tons came a compensation from the Netherlands, to which Hungary had sen wheat and rye, and 26 tons came from Switzerland in paymen for oats. In 1922 Hungary imported only 6.4 metric tons o canned milk, all of which came from the United States. Durin the first three months of 1923 the official statistics show no im ports of condensed milk from any source.

Exports of Fresh Milk.—It is interesting to note that i 1920, even though Hungary had a very low supply of milk, 5 tons of fresh milk were exported to Austria. In 1921 this was in creased to 64 tons, while in 1922 fresh-milk exports amounted t 1,435 metric tons, all of which went to Austria. For the firs quarter of 1923 Hungary has exported 1,570 metric tons of fresh milk to Austria. These exports are sent from those province bordering on Austria, near the industrial cities of Wiener-Neu stadt and Vienna. The peasants of these provinces find it t their advantage to ship to the nearest market, since Hungary does not possess refrigerator cars. This helps supply the Aus trian demand for fresh milk, and marks a corresponding decrease in the requirements for condensed milk on that market.

At present the Hungarian Government will not grant per mits for the importation of condensed milk. It is considered a luxury, and only in case of sickness or upon an order from a phy sician is it to be obtained, and then only at fancy prices.



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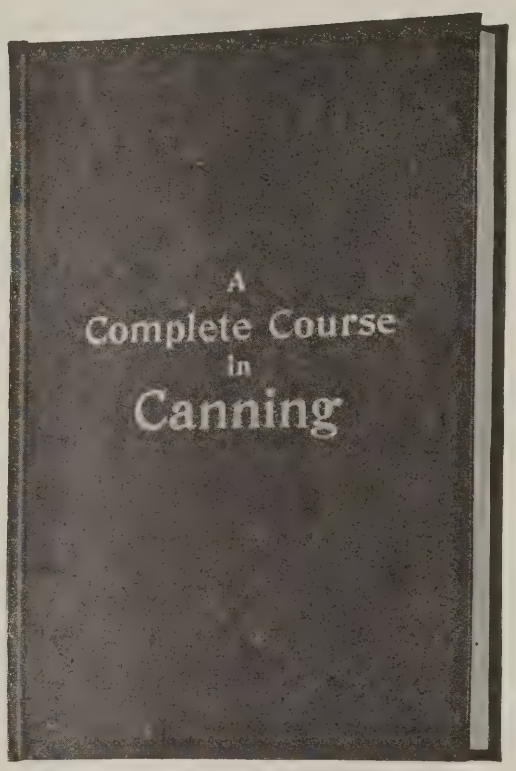
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Buffalo, N. Y., Oct. 20, 1923

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Machines that are now offered
Trade, and will energetically c
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We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
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THE ECONOMY IN PREPAYING "DELIVERED" GOODS.

By "Pop" Corn, in the National Wholesale Grocers' Bulletin.

THOSE of us doers, who are of necessity constantly in the spotlight, frequently find it advisable to become news reporters—not for the purpose of stimulating applause, of course—but rather with the idea of engendering confidence in our efforts and also passing on the real inside story of results. "It is generally agreed by everyone, everywhere, and every time, that the manufacturer who sells at a delivered price should prepay freight," my wholesale grocers have chorused me. "What is 'Pop' Corn doing about the fact that some manufacturers sell at delivered prices but do not prepay freight?" The answer is, as always, that "Pop" Corn is well aware of this evil and that he is on the job! I have pondered this problem, and I am going to open up and tell my wholesale grocers about one of my great victories for them. I always plan my moves with the greatest circumspection. I make sure that I am right first, and then I proceed to get results in just the way to get results.

In this case I selected a most representative manufacturer; one who stands high with us all. My train dropped me off in the metropolis early in the day, and I immediately repaired to the best hotel in town to rest and dress for the occasion. Dressing (an important detail too many business men overlook these days) is a ceremony with me. It includes just the right suit, hat, shoes and gloves. It includes a cane and the most carefully selected neckwear and matched hosiery (I always indulge my flare for a splash of color here).

"Well, this is honor, pleasure and surprise combined, 'Pop,' I am delighted. You look prosperous and happy too, and I cannot help but wonder what you came up to do to us this time." Such were Frank's cordial greetings, which I reciprocated in this fashion:

"Frank, I appreciate all that, and further I reciprocate the personal references If I look prosperous and sleek, it is because I am doing a big work for good business men But you know my clientele. They could talk for themselves, but 'Pop' Corn is doing the talking for them these days.

"Frank, you are known as a man of some general influence in the food manufacturing field. I am here to enlist your support in my campaign to get all manufacturers to prepay freight, when they sell at a delivered price, wholesale grocer's point."

"'Pop,' I find you are reasonable, as always. Please tell me in detail, though, if you are prepared, why wholesale grocers want that policy."

"'Pop' Corn is always prepared. Here is the story, Frank. In the first place, a 'delivered price' policy, in itself, presupposes the prepayment of freight. Do you follow me?"

"You are right again."

"But aside from that, the question of economy and efficiency is involved. Where the manufacturer does not prepay, my clients are compelled to make a memorandum record of the freight bill in their offices. They must invoice the freight to the manufacturer. They must pass the record on to their journal clerks, and then on to the bookkeeper, who in turn must post it on the ledger account against the manufacturer. But I am not through yet, Frank. Now let us turn to the manufacturer. When my grocers make a freight charge back to the manufacturer against his account, it has to pass through the hands of some one of the manufacturer's employes to be checked up. It also has to pass through the books of the manufacturer in many different entries. I firmly believe that the policy I declaim against was invented by the Bookkeepers' Union. Do you follow me, Frank?"

"I most certainly do, 'Pop.' You have thrown a flood of light on this situation."

"Then, Frank, I want you to do two things. First, amend the phrashing of your inquiry when I entered. You asked 'What have you come up to do to us this time?' You see, I didn't come up here to do anything to you. I came here to do something for you manufacturers."

"'Pop', the amendment is accepted. But your fine memory does deserve a compliment."

"The amendment is duly passed. Then, Frank, I do want to enlist your services in this matter. Can 'Pop' Corn and his wholesale grocers depend on your active and continuing support in this matter?"

"You and they can—to the hilt."

"Frank, one readily understands why you are where you are, after such a visit as this. Believe me, my own appreciation of your fine qualities is equalled only by that of my wholesale grocers."

This sketches one of the day-by-day results of "Pop" Corn's struggles for his wholesale grocers. If that other old battler, J. Caesar, were commenting on such results as these, he would resort to such blare as "I came, I saw, I conquered." But Juliu was not as modest as your old "Pop" Corn.

A PRETTY GOOD RELIGION.

By "Uncle Jerry," in The Farmers and Merchants Messenger.

ONCE when Tom Dreier, house organ editor, and Frank B Gilbreth, industrial engineer, were talking about religion the latter said: "My religion is to do everything I can to increase the number of happiness moments in the lives of my fellow human beings."

"Now, you may not entirely agree with me, and of course you are entitled to your opinion, just as I am entitled to mine but it does seem to me that that's a pretty all-inclusive sort of religion to live up to.

Never very religious myself, I yet have always taken off my

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Whether you label by hand or machine - - on tin, glass or other surfaces - - there are special ARABOL adhesives that have been tested and indorsed by the Canning industry for 35 years.

Let us know your adhesive requirements and we will gladly send free samples for a test.

THE ARABOL MANUFACTURING CO.,
Executive Offices - 110 East 42nd St.,
NEW YORK

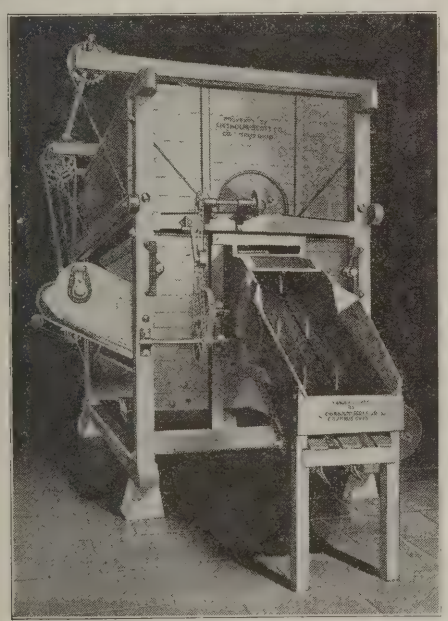
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ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



mental hat to the person who is sincerely so. For the hypocrite —the man or woman who uses religion as a cloak—I have nothing but the deepest contempt. Such people (and I know quite a few) must certainly be a thorn in the side of God.

My own work in the world I have conceived to be the spreading of the cheering, helpful word. It is a delightful work. More and more opportunities come to me these days for circulating what I write. Each month now, through the various house organs I edit and the magazines I write for, I am talking to pretty nearly half a million people. And, say, if I can put a ray of hope into the minds, if I can inject a bit of kindness into the hearts, if I can spread a touch of fellowship among even a very small proportion of those readers—don't you think I am helping along a practical, workable religion such as is embodied in Mr. Gilbreth's idea?

There are men who know every line in the Bible "by heart," and yet they are scoundrels. We must LIVE our religion here and now, in our work, in our play, in our offices and in our homes.

LEADING WHOLESALE GROCERY EXECUTIVE URGES PRESENT AS TIME FOR CLOSE CREDITS

By C. R. Winslow

Nash Shareholders' Co., Minneapolis, Minn.

In National Wholesale Grocers' Association Bulletin.

Note—As the wholesale grocer or jobber is generally recognized as a good trader, canners may learn a trick worth knowing from the article herewith. This may cause some of them to "eat crow" or "take their own medicine," but they cannot object to the canners following the advice they themselves give.—The Editor.

JOBBERS in the wholesale grocery business and in other lines unite in pronouncing 1923 a year in which it is most difficult to show net profits.

Volume is not lacking, but the narrow margin of gross profit and the persistent high percentage of expense of doing business render net earnings negligible. These conditions affect the retail trade in exactly the same manner. For this reason it is to be expected that to the usual number of failures from all causes must ultimately be added a rather large number of failures which will be the direct result of the present adverse trade conditions. This is especially true in all districts where the distribution of food products is carried on by the country merchant in territories where the main occupation of the consuming trade is agriculture. The most doubtful asset in the country merchant's financial statement today is his accounts and bills receivable.

Type Statement—A review of a large number of financial statements from country merchants in 1922 and 1923 revealed a large number in which the net worth of the merchant was just about equal to the sum of accounts and bills receivable. So many of these were submitted that one jobbing organization referred to them as "Type Statements."

Below is reproduced a copy of an actual statement selected from among these Type Statements:

Assets	
Merchandise	$16,000
Book Accounts	24,000
Notes	9,000
Fixtures	1,350
Cash	900
Real Estate	2,800
Insurance Premiums	265
	$54,315
Liabilities	
Owing for Merchandise	$20,000
Owing to Bank	5,000
Taxes	320
Trade Money	150
	$25,470
Net Worth	$28,845

The pressure from accounts of this type for more credit has been one of the most fruitful causes of the credit man's troubles in 1923. Farmers without money wanted more goods in exchange for more promises to pay. Retailers too often succumb to the pressure and bring the same pressure on jobbers to increase their lines of credit. Here originates one of the most fruitful causes of failure—the increase of the past-due account.

A Suggestion—It is doubtful if it is ever sound credit practice to increase any past-due account, no matter what the reason or what the promise for which it is increased. The outcome is nearly always unnecessary loss. This is no reflection on the good faith of the farmer or the retailer. It is rather the inexorable fact that a farmer who is behind a season's purchases cannot catch up and in one season pay two season's store debts to the present selling prices of farm products. The retailer trades his goods for accounts which do not convert into money as fast as his bills mature. Extensions or liquidations follow as soon as the condition becomes extended enough to catch him in the jam of uncollected accounts and unpaid bills.

A Policy—There is only one way to handle such accounts with safety, and that is to insist on payments equal to purchases until accounts receivable are reduced by collection. It is no kindness to give a retailer time on more goods with which to increase his own accounts receivable—eventually throwing him into bankruptcy or a trusteeship. Jobbers and retailers both have enough frozen accounts to carry over until better times without acquiring new loads of the same type or increasing old ones.

This is a gruesome process which involves some orders held and strained relations between old friends. It also means that some business will leave old channels and seek new ones. This is what we want to talk about in this article. The jobber who gets new business under these conditions should have it understood that it is accepted on regular terms. This is for the safety and protection of all.

Watch Out!—There never was a time when credit men should so carefully scan the sheets of ledger interchange where the order comes from a retailer who has been stopped from increasing a past-due account somewhere else. It should be handled with care. If it is unsafe for the jobber already interested to increase the account. it is equally unsafe for an outsider to step in and take the liability.

Is this not a field for comity and co-operation among jobbers? It contributes to discpline and to sound methods by the retailer when he finds that while his account is past due in one quarter and no increase invited, it is also regarded with caution in other quarters. Like the farmer, what most country merchants need is not more credit, but less debt. Everything which the jobber can do to bring this about stabilizes business for all.

Another frequent cause of credit loss is inertia. Under present conditions events transpire quickly. Sudden failures are happening everywhere. Accounts which were shipped or increased a few days previous to failures get into our losses because of trusteeships, bankruptcy or extensions which happen suddenly. It is a time to scrutinize every order, having in mind the effect of shipping it on the account. If we are in a worse position after shipping than before, we should hold it. We are in a worse position every time we ship an order which increases a past-due account. Making them pay was never more important than right now!

Get Busy!—If an account ignores the usual collection methods, do not remain inactive. Do something promptly. There may be forces at work which do not appear on the surface. Follow up the slow man with diligence.

Lack of thorough investigation is another cause of many unnecessary credit losses. In every list of creditors appear the names of those who got in for the first time just before the failure or permitted their accounts to increase while the retailer was failing. At a recent meeting of creditors a jobber presented his statement for an amount $600.00 less than the debtor had listed the liability in his schedule. On investgation it was found that an order taken several weeks previously for future shipment had been OK'd at the time it was received and shipped without any fresh investigation the week before the failure. It had not yet been charged to the customer's account, but he had included it in his schedule. This was not losing money; it was throwing it away.

We have mentioned these three causes of unnecessary credit loss in failures

1. **Increase of past-due accounts.**
2. **Inertion.**
3. **Lack of investigation before shipping.**

A period of low net profits is a time for tight credit handling. Such a period is upon us. Let us do what is necessary to prevent unnecessary loss, as we may be sure that the necessary and normal loss will be enough under present business conditions.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

The Little *Pea* with the *Big "Rep"*

ROGERS WINNER

Smallest seeded canners' variety in existence.
Runs 1000 more seed to the pound than Alaska.
Just as early, and a better yielder than Alaska.
Pays you far better, averages 90% in 1's, 2's and 3's. Originated by A. L. Rogers, and perfected by years of careful breeding and selection.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Originators
Breeders & Growers
Chicago

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—In stock for immediate shipment. Boilers, Engines, Pumps, Tanks and Stacks; new and rebuilt. Address Louis A. Tarr, Inc., N. W. Cor. Sharp and Conway Sts., Baltimore, Md.

FOR SALE—

1—8 Disc Sprague Hawkins Exhauster
1—40x60 Closed Retort
2—40x72 Closed Retorts
1—35 H. P. Buckeye Horizontal Engine
1—Sprague Lowe Hand Filling Table
1—Sieward Deep Well Pump
Process Kettles – Crates – Shafting – Hangers – Pulleys and other Canning Equipment.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—

We have on hand at bargain prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition. We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A-1107 care of The Canning Trade.

FOR SALE—2 Horizontal Baker Retorts and cages.
1 Ayars Pea Filler with briner.
1 Ayars Pea Filler without briner.
2 Townsend String Bean Cutters.
1 International Time Recording Clock.

These are in Bankrupt stock of Eau Claire Canning Co. of which I am trustee and can be purchased cheap.

Address G. R. Bones, Trustee Eau Claire Canning Co.
121 Lake St., Eau Claire, Wis.

FOR SALE—2 Huntley Monitor No. 6 Graders. Used but one season. 1923 models in perfect condition.

Apply Box A-1109 care of The Canning Trade.

FOR SALE—Corn canning factory located in Central Indiana. Good railroad facilities and labor conditions. Ample acreage can be secured; Country Gentlemen Corn at $12.00 per ton, Evergreen at $9.00 per ton.

Address Box A-1110 care of The Canning Trade.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

WANTED QUICK—One Monitor Style "X" Washer, must be in first class condition; also one No. 10. "Wonder" or Anderson Cooker and one No. 3 "Wonder" or Anderson Cooker.

Wire or phone A. K. Robins & Company, Baltimore, Md.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE

— — Multigraph,
with printing attachment
— — Addressograph,
with about 1400 names of wholesale Jobbers

Excellent condition cheap

Apply The Trade Company, 107 S. Frederick St.. Baltimore, Md.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.

H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Two story brick building at Hudson, Colo. Designed for pea canning factory. Power and city water. Also two pea filling machines and 100 H. P. Boiler. Will sell separate items if desired.

John H. Post, Receiver. 1151 Logan St.. Dever, Colo.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. altimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get igher prices for their goods; some few may take less for a personal reason, but these prices represent the eneral market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
hite Mammoth, No. 2½	Out	4.40
hite Mammoth, Peeled, No. 2½	Out	....
reen Mammoth, No. 2½	Out	3.90
hite, Large, No. 2½	Out	....
hite, Large, Peeled, No. 2½	Out	....
reen, Large, No. 2½	Out	3.85
hite, Medium, No. 2½	....	....
reen, Medium, No. 2½	Out	3.70
hite, Small, No. 2½	....	....
reen, Small, No. 2½	Out	3.50
ips, White, Square, No. 2½	Out	....
ps, White, Round, No. 2½	....	....
pe, Green, Square, No. 2½	Out	....
ips, Green, Round, No. 2½	Out	....

BAKED BEANS†

ain, No. 1	.80	.80
Sauce, No. 1	.80	.80
ain, No. 2	1.10	....
Sauce, No. 2	1.20	.95
ain, No. 3	1.40	1.40
Sauce, No. 3	1.50	1.45

BEANS†

ring, Standard Green, No. 2	....	....
ring, Standard Green, No 10	.....	....
ring, Standard Cut White, No. 2	....	....
ringless, Standard, No. 2	1.25	....
ringless, Standard, No. 10	....	....
hite Wax, Standard, No 2	....	....
hite Wax, Standard, No. 10	....	¶4.00
imas, Extra, No. 2	....	¶1.00
imas, Standards, No. 2	....	....
imas, Soaked, No. 2	.80	.75
d Kidney, Standard, No. 2	.90	¶.90

BEETS†

mall, Whole, No. 3	1.25	¶1.30
tandard, Whole, No. 2	1.10	1.15
arge, Whole, No. 2	....	Out
ut, No 3	1.35	¶1.10

CORN‡

d. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
d. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
d. Shoepeg, No. 2, f.o.b. Co.	1.15	1.15
d Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
x. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
ancy Shoepeg, f. o. b. factory.	1.50	1.40
d. Crushed, No. 2, Baltimore	.95	.95
d. Crushed, No. 2, f.o.b. Co.	.90	.90
x. Std. Crushed, No. 2	1.00	1.00
x. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
xtra, No. 2, f.o.b. County	....	Out
xtra Standard Western, No. 2	....	1.25
tandard Western, No. 2	....	1.10

HOMINY‡

ye, No. 3	Out	....
tandard, Split, No. 3	.95	¶ .85
tandard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

2 Kinds, No. 2	.95	¶ .90
2 Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

tandard, No. 2	1.20	¶1.20
tandard, No. 3	Out	Out

PEAS‡—

o. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
o. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
o. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
o 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
o. 5 Sieve, 2s, f. o. b. Balto	Out	Out
econds, 2s	Out	Out
. J. Standards, 1's, No. 4 Sieve	Out	Out
. J. Sifted, 1's, No. 3 Sieve	.90	Out
. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
ancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

tandard, No. 3	1.20	1.20
tandard, No. 10	4.25	¶4.00
quash, No. 3	....	....
quash, No. 10	....	....

SAUERKRAUT‡

tandard, No. 2	1.00	....
tandard, No. 2½	1.15	....
tandard, No. 3	1.20	....
tandard, No 10	3.85	....

SPINACH‡

tandard, No. 2	1.00	1.05
tandard, No. 2½	1.35	1.35
tandard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.10	1.10
Standard, No. 3, f.o.b. County	1.10	1.15
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.30	1.45
Seconds, No. 3, f.o.b. Baltimore	..	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.60	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.40	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	2.80	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, NOVEMBER 12, 1923

WEEKLY REVIEW

Canners Are So Well Cleaned Up They Are More Interested in Futures Than Spots—A Very Contented Lot—Some Buyers Feeling Around for Futures—A New Selling Clause to Be Added to New Contracts—How Some of the Flat Allowance Demands Work—"Sucker" Class Getting Small.

THE New Contract—It may seem too early to speak about future sales at this time, when the season of 1923 is not yet over for some of the canners, but time moves so rapidly in these days that we no sooner end one big effort than we are forced to begin the next; and whether we want to consider the selling of future canned foods or not we are forced to do so because their sale is right here or very near. It must be remembered, of course, that the pea canners have been done their work for some months, and as the market has taken their 1923 pack down to an unusually low level for this time of the year, they are ready to consider their 1924 operations. And there are buyers willing to consider their futures, so what else can be expected but that futures will be sold.

This proximity of future selling was well shown at the meeting of the National Canners' Association Executive Committee in Chicago this week, where the delegates were reminded that preparations for the 1924 season were not merely to be considered, but that action would have to be taken at once if contracts were to contain the clause in question. And so they set to work to perfect the Warehouse plan, in this settlement of the swells dispute, and whipped it into shape and adopted it, together with the form of clause that is to be added to all future contracts. This form is printed in our Editorial, and we refer the reader to it, and merely wish to say that it is the product of some of the smartest canners in the business, former President Pames Moore being one of the draftees, and the clause has his entire endorsement, which means that it carries legal approval as well as good canners business. The biggest canners in the business will sell on this plan, using this clause in all their contracts, and so the so-called little canner, who may say that the buyers will insist upon the flat allowance and that he cannot afford to refuse, can well afford to refuse and insist upon this form of spoilage settlement. Of course if a canner hasn't backbone enough to protect himself he will not be protected, and he probably is not worth protecting; but there is nothing in saying that he cannot stand alone, that he cannot do this while all others are doing otherwise, because he will not be standing alone, and all others will not be doing otherwise. If there are any canners who sign up on the old flat allowance plan it will be spineless canners just like themselves, for the men of vision and backbone, and ability to conduct their own business will use this new plan to the man. Of that you may rest assured, and can assure your fellow canners whom you meet. If you stray off and try to stand alone, the way the canners have been stalked since the earliest days, you may expect to sign any kind of a contract the buyer, and his broker, puts under your nose. If you will stand with your fellow canner—and that means with the leading canners of the country in every section, you can expect protection and you will have protection. There is nothing unfair in this warehousing plan contract to either buyer or seller, but if we are a buyer and could induce a canner to give us a flat allowance of ½ of 1% we would do it, because it would be just like finding money. If the swells did not amount to that much we would be ahead just that much, and if they amounted to more then we could bill the canner, so why not insist upon that sort of a contract if the canner is fool enough to grant it. Picture this, for instance: One of the leading chain-store men bought from a well known kraut canner a carload of kraut, in cans, every week. The 600 cases of kraut, in the car, supplied just one case to each of his 600 stores, and so of course it went directly into the shelves, and since he had to buy every week, it is supposed was sold out each week. Yet he demanded and received the flat allowance of ½ of 1%, although this kraut never had a chance to swell. Of course if a canner does not care for profits he need not bother himself about such things, although he owes a duty to other canners in the same line of business, and should not impose losses on them.

CANNERS are Comfortable—As we stated last week, the canners are sitting pretty, resting easy and not in the least worried over anything, least of all any small surplus they may have of any product. One had only to mingle with them and talk over matters on the floor of the meetings, canners of all manner of articles and from all sections of the country, and he found this condition. "What kind of a year have you had?" "Oh, very fair, quite satisfactory; had a right nice pack." "Pretty well sold up?" "Yes, we are about cleaned out." That is a sample of the talk. And it is just as true of the machinery and of the supply man—they all seem happy and well contented this year, although for most of them it is the first good year in five, and they need it. But there is one thing about them: the jobbers will find it hard to take their goods away from them, except at the prices they put on them, The "sucker" class is growing very small and hard to find. Of course there are some because there are some who enjoy their ignorance and do not want to learn or be posted. There are decidedly more who look with pity upon the canner who cuts the price, and with distrust upon the broker who says that Jim has cut the price, and then asks him to meet it. In other words there is more backbone evident in the industry to day than was ever seen before. Is this market data? You just bet your life it is, for it has been the lack of backbone that has caused all the troubles in the canned foods market for years—that and the lack of information or the energy to try to get it, and the belief that every other canner is a crook. They are very rapidly becoming informed, and they

joining in Association work in a way that is astounding. In the membership of the National Canners Association was with total cases of about 18,000,000. So far this year the bership shows 503, with nearly 44,000,000 cases, and more more are coming in every day, Virginia, for instance, has led its membership to over 50, some States are practically %, and more will be soon. The local and State Associations doing the same thing. The canner who stays out is decidedly e now, and is to be pitied. Because he is uninformed, poorly ed, the victim of every shark.

HE Market—We have said that the canners at these two big meetings are so low in spot supplies that they are not interested in the market. So there is not much of a market. atoes, corn, peas and most other items are all strong and ing firm, although demand is slacking off as might be cted at this season of the year. One hears now and then of e canner who has eased up in his prices and taken some rs, but his fellow canners only wonder why he did it, and se to meet the price. And the orders come along just the e, if they want them, but not many seem to want them.

There was some talk of pear canning on the Peninsula week, but it is very light there; only a few run up to meet e little orders on the books. Out in Western Maryland fine es are going begging for buyers. They cannot get the help ick them, and the freight is so high that it does not pay to te them and market them in that way, so they are offering n at any price to anyone who will call and get them. Prices rom 5c to 10c per bushel in the orchards were said to have made, according to the daily papers. We know they are ping them in bulk carloads, loose, with the doors wide open the track hands helping themselves wherever the car stops.

The spinach canners of Baltimore have been forced to run on this crop by the high prices which have been maintained he fresh shippers, who have been taking the crop as fast as me to market. Here again the canners are running up the rs on hand, and will not accept these except at full prices. n then it is said there is no profit in them.

What the oyster canners can do remains to be seen. Old ermen say the crop is not there, and that common standard ers are selling eagerly at $2 per gallon—for fresh oysters—that while the advent of dredging may help matters a little, ill not last long. The dredging season is now on, and they probably clean up the small supply in jig time. The south-oyster canners will have to supply the market to a very large ee.

ST. LOUIS MARKET

ket Firm—Tomatoes Slow Up—Show a Weakness—Fancy Corn Cleaned Up—Other Items.

By "Missourian,"
Special Correspondent "The Canning Trade."

November 9, 1923.

O material change has been noticed in the canned foods here during the past week. The majority of the jobbers have enough stock on hand of all staples to supply their trade. ddition to what they have on hand, the delivery of their con- goods is coming in. The result is that nearly all of them so fixed that they will not worry for quite a while. Firmness ails in the market, and some advances are taking place, but ers as yet are not ready to buy additional stocks until after irst of the year, and they are not a bit worried. They think by that time there may be a change in prices. Jobbers are sed to the policy of carrying light stocks it looks as if they going to have their stocks at the very minimum when the comes for taking their inventories, at the first of the year. practice that the jobbers have become accustomed to of re- ng stocks frequently and disposing of them quickly has n them one of the best years they have had for a long time. this reason they are not inclined to change their policy.

Tomatoes.—In a jobbing way there is not much buying of to- es being done, so prices are a little weak. At points of origin s are firm. Most dealers here have enough goods on hand n sight, and they are not inclined to test the strength of the ket. Canners are not inclined to unload. In the South the ers are firm in all sizes, and there is no reaction in quotations. Middle Western canners have no surplus, so the buyers are more anxious than buyers to sell. Canners in California, it is reported, are holding at full list price, and turn down any suggestion of a discount. Few carload lots are reported.

Corn.—There is not quite as much activity reported on fancy packs as there was a week ago. This is because offerings of fancy have about been cleaned up from first hands. Canners are waiting for a final check up of sales and output before trying to re-enter the market. Standard grades of corn are firm and a fair volume is selling in all sections.

Peas.—Second hands now control nearly all the peas, and others who are possible buyers are not seeking resales when they still hope to do better from first hands. It seems almost impossible, that with the big pack, the canners have so few on hand by this time of the year. It gives an idea how strong peas are. Resales are not large at this time but it is not likely that this condition will last long, as there is already a demand for prices in new packs, indicating a speculative interest.

Pumpkins—The deliveries of pumkins are short and as there seems to be more of a demand for this pack than usual, there is more strength being shown.

Asparagus—It is difficult to get asparagus tips. This has resulted in more strength.

Spinach—Canning of spinach, in the South, it is reported, is backward.

Fruits—Trading on spot by moving goods into consuming channels, and by taking in contract lines as they arrive, is about all there is doing in the California fruit line. There is very little speculation or future buying being done. Canners who have odds and ends, left over, are finding a ready market for them all over the country. They are not forced to shade their prices, either. The strong operators have faith and are awaiting a better price list.

Apricots—This fruit is very quiet at the present time and prices are unchanged.

Pineapples—Pineapples are also quiet, although there is a routine movement going on all the time.

Cherries—Cherries are firm.

Apples—Gallon apples are developing some strength.

Fish—Pink salmon is showing more strength although the trading is confined to small lots. Sardines remain unchanged as to prices.

Milk—Condensed and evaporated milk are in light demand. As in other canned goods, distributors are buying from hand to mouth.

CALIFORNIA MARKET

Demand for Canned Fruits Holds Out Strong—Tomato Packing Season End in Sight—Salmon Pack Greater Than 1922—"Marketing Day" Carrying Interest of California Canners and Growers—Big Program Is Being Planned—Coast Notes.

By "Berkeley"
Special Correspondent "The Canning Trade."

California, November 8, 1923.

IN general the demand for California and Pacific Coast canned foods is keeping up in fine shape. Here and there may be an item that is being neglected, but most lines are moving in a very satisfactory manner, and the outlook is that by the end of the year there will not be a great deal left in first hands. Buyers are not speculating, but are moving their early purchases so readily that they are coming back for more and more, and are finding it increasingly difficult each time to get orders filled. The cold weather is bringing the fresh fruit and vegetable season to a close, and canned products will have a more general demand from now on.

Tomatoes—California has been visited by another light rain, with frosts in some places, and the end of the tomato-canning season is now in sight. In fact, most of the canneries handling tomatoes have closed. The late pack has been quite satisfactory, and some concerns which withdraw quotations in October are back again with offerings. Surplus stocks are limited, however, and withdrawals will likely be in order again shortly. The California Packing Corporation is again quoting prices, its list being as follows:

No. 2½ Standard, with puree	$1.15
No. 2½ Solid Pack	1.60
No. 2 Standard, with puree	.95
No. 2 Solid Pack	1.25
No. 1 Standard, with puree	.80
No. 1 Solid Pack	1.00
No. 10 Standard, with puree	4.00
No. 10 Solid Pack	5.15
Del Monte, buffet, tomato sauce	.50
10 Del Monte Catsup	7.25
10 Standard Catsup	6.00

Salmon—That sales of canned salmon have been heavier this fall than many in the trade have been led to believe is the intimation of a well-known handler of fish products. While the Eastern demand has been of a more or less routine character, a good call has been experienced of late from the Middle West and the South, especially from the latter. Pink salmon has been in especially good demand, and prices on the Coast have firmed up quite noticeably. Estimates of the 1923 pack run higher than were indicated earlier in the season, a gain over last year's pack being reported from most districts. Alaska is now credited with a pack of 5,500,000 cases, Puget Sound with 650,000 cases, British Columbia with 850,000 cases, and the Columbia River with 31,000 cases. The latter output of Hawaiian canned pineapple will fall below the peak production of 1920, when approximately 6,000,000 cases were packed, this year's pack will be well above that of 1922, and will closely approach the figures of the banner year. Reports from the Islands indicate that the average is being rapidly increased, and predictions are being made that within six or eight years the output will be doubled. Large plantings are being made on new land, notably those of the Hawaiian Pineapple Co., Ltd., on the Island of Lanai; Libby, McNeill & Libby on the Island of Molokai, and the Haiku Fruit & Packing Co. in the Hana district on the Island of Maui. These three projects alone involve about 25,000 acres, or about half as much as the present acreage devoted to this fruit. The output of the Hawaiian Pineapple Co. will be between 4,000,000 and 5,000,000 cases when its new acreage comes into bearing. The Haiku Fruit & Packing Co. has purchased the plantation of the Kipatula Sugar Co., and is preparing to substitute pineapples for sugar cane, with an ultimate output of 500,000 cases a year. The pineapple pack of 1923 will bring a revenue of almost $30,000,000 and practically every case has already been disposed of.

The Near East Relief—A number of members of the Canners' League of California have made contributions of canned foods to the Near East Relief, and the membership is being advised that these contributions will go forward on a vessel leaving San Francisco on December 5. These gifts will be placed in the hands of the needy, free of all transportation costs.

Marketing Day—California growers and canners of fruits and vegetables are taking much interest in "Marketing Day" planned by the University of California, to be held in California Hall, on the University campus, November 22. The program that has been arranged includes the following: "Address of Welcome," President W. W. Campbell, University of California; "Price Fixing in Co-operative Marketing," C. C. Thorpe, manager of the California Walnut Growers' Association; "Meeting the Problems of the Raisin Grape Growers," Ralph Merrit,, manager of the Sun Maid Raisin Growers; "The University and Co-operatives," Prof. H. E. Erdman, University of California; "Transportation Problems of 1923," Clyde Seavey, President of the California State Railroad Commission; "Marketing Fruit Green," J. A. Teagarden, President of the Auburn Fruit Exchange; "Marketing Problems of the Producer of Apricots and Prunes," A. M. Mortensen, general manager of the California Prune and Apricot Growers' Association; discussion, led by E. W. Moorehead, sales manager of the California Peach and Fig Growers' Association; "The Present and Future Outlook for Canning Apricots," Preston McKinney, Canners' League of California; "Canning Peach Growers' Problems in Relation to Marketing," Dr. E. S. Moulton, chairman Executive Committee of the California Canning Peach Growers, and "Marketing Canning Fruits," Frank T. Swett, President California Pear Growers' Association.

Coast Notes—Following investigations conducted in Alaska last summer by Prof. Frank R. Weymouth, of Stanford University, regulations are being drawn up by the Government to place the clam industry in the territory on a permanent basis. Cordova and Cook's Inlet will be particularly affected.

The fruit products laboratory of the University of Califo Berkeley, has been devoting considerable attention of late to development of a simple method of preparing and canning cocktail. The new product, intended to be served as an appe or as a dessert, consists of minced fresh California fruits grated Hawaiian pineapple. A small amount of grape fruit improves the syrup. The process was devised by Prof. M Cruess.

Thomas Leslie, of the Van Alen Canning Co., Ogden, U was a recent visitor at San Francisco.

The first car of 1923 oranges to be shipped out of Califo left Lincoln, Placer County, the last day of October. The pick of olives is in full swing in this district and throughout Nort California, having ripened earlier than usual.

NEW YORK MARKET

Market Steady—All Attention Turned to Western Canners' A ciation Meet—The Question of Swell Claims— Decision—Jobber and Chain Store Attitude—Notes.

By "New York Stater"
Special Correspondent of "The Canning Trade"

New York, Uovember 9, 1923.

HOLIDAY Quiets Market—Trading in the local market t week has been curtailed somewhat as a result of Tuesda elections. Monday's market was a dull affair, and market did not get into its stride today, business being of sm volume throughout.

Await "Swells" Decisions—By far the feature of the mar this week is the convention of the Western Canners' Associat in Chicago and the conference between representatives of wholesale grocery and chain store industries and canners rega ing the settlement for swell allowances. Arthur P. Williams, R. C. Williams & Co., of New York, is chairman of the Spe Jobbers' Committee, on which J. W. Herscher, president of National Wholesale Grocers' Association, serves as a membe

Jobbers' Position—The wholesale grocers are definitely co mitted to the plan for graduated percentage allowance for settlement in advance of swells claims. The recent poll of National Wholesale Grocers' Association showed 225 members favor of the graduated percentage allowance, 194 in favor of label return plan, 343 in favor of the one-half of one per c flat allowance plan, and 27 in favor of the warehouse inspect plan.

Chain Store Attitude—According to Alfred H. Beckma secretary of the National Association of Chain Store Groce the position of the chain stores is essentially the same as t of the wholesale grocers. The chain stores want the percenta plan. The return of spoiled canned foods is not only unfeasil all classes of distributors declare, but in many markets it illegal. The New York Department of Health is now enforci its regulation providing that spoiled canned foods must be stroyed where and when found.

Decision Awaited—The conference retarding this probl was scheduled for Chicago today, but up to the time of writi no word has been received regarding the outcome. Wholes grocers generally are confident that their plan, with, perhaps modification here and there, will be the one adopted.

Fancy Corn Sharply Up—Sales of new pack fancy Mai corn have been made during the past week at $1.65 per doz f. o. b. cannery, for fancy Crosby, as against the opening pri of $1.40. While most of the canners were forced to deliver p rata on all grades this year, one or two of the packers sold lit or no futures, and have since profited by their foresight. P rating on orders for fancy Maine succotash is also being done.

Jersey Packing Pumpkin—Jersey canners are concentrati on pumpkin this year, and indications point to a heavy pac The Jersey packers are specializing in fancy stock, many them packing in enamel-lined cans. The pack this year is ru ning about 60 per cent plain tins and 40 per cent enamel. India

ers are still taking on a little business, quoting the market rompt shipment at $1.00 for standard 3s and $3.25 for 10s.

Offer New Spinach—California canners are booking business ate pack spinach at $1.20 for 2s, $1.40 for 3s, and $5.00 for f. o. b. cannery. The spinach will be ready for shipment in January.

To Withdraw Sardine Prices—The acute situation regarding ines continues in Maine. The Seacoast Canning Co. has an-ced that it expects to withdraw its prices on the tenth, and not expect to have any additional stock to offer after that. With the close of the packing season on November 30th, y of the canners are entirely sold out, and in a few instances reported oversold, and making strenuous efforts to pick up gh raw fish from day to day to pack enough to take care of f their orders.

Maine Apples Lower—Maine canners have cut the market No. 10 apples somewhat, and goods are now being quoted as as $3.50 per dozen, f. o. b. cannery. Canners anticipate a tage of stock for packing later on in the season, and are sing their trade to buy the canned product now while it is lable at present low prices.

Salmon Stiffening—Prices on low-grade salmon are steadily ing up on the Coast, a good buying movement having been rted from Southern and interior markets during the past k. While a little pink is still available at $1.20, buyers are ving a great deal of discrimination as to quality, and business eing done at $1.25 by buyers who prefer to pay the extra cents to assure their trade of first quality fish. Chums are tically cleared, remaining holdings being quoted firm at 0 per dozen, f. o. b. Seattle. Alaska reds are still available air quantities at $2.25, although the large factors continue uote firm at $2.35.

Southern Tomatoes Unchanged—No change has been noted he market for Southern tomatoes. A few transactions were rted at 2½ to 5 cents under prevailing levels, but in most s these reports prove unfounded. In instances where such s were actually made it proves that the transatcion was the anup" of some packer who had only a car or less and was ous to clear his holdings. Indiana tomato canners are prac-ly cleared, and prices are nominal. Standard 3s were last ed at $1.60, with fancy at $1.85.

Standard Corn Firm—While a little standard Southern corn be had at 90c per dozen, cannery, most of the packers are ing firm at 95c to $1.00, and are doing a fair business at these es. The market for Western corn is in good shape. Iowa Nebraska corn canners report spot sales of 78,015 cases of between October 18 and 25, reducing the unsold surplus of dard corn in canners' hands in these two States to 425,530 s, as compared with more than 2,000,000 cases at this time year. Standard Western corn is quoted all the way from o 95c, cannery.

White Meat Tuna Scarce—Tuna is scarce on the white-meat le on spot, and a similar situation exists on the Coast. Re-s of white meat have been made in California at $13.00 per for halves, while the local market is held anywhere from 50 to $13.00. Buyers are paying the high prices wherever tuna is available, as it is more a question of getting the goods price at this time. The supply of white meat is so short the fish is placed in the luxury class at retail, and the trade ects to see the total pack consumed long before 1924 pack be available.

Northwestern Berries Sell—There has been a good move-t on No. 10 Northwestern berries during the past week, and market is firm. Following the cleanup of low-priced No. 10 fruits in California, buyers have now transferred their atten-to Oregon and Washington and are picking up desirable lots rever available.

California Low-Grade Fruits Wanted—Demand for California canned fruits during the past week appeared to center on the low grades. Peaches are wanted in both standards and seconds, the latter grade in particular being well sold up.

Off for Coast—A. L. North, of North & Dalzell, left for Chicago this week. After the close of the Western Canners' Association Convention he will make his annual trip to California.

H. F. C. Killian, of Killian & Clark, is in Chicago at the convention this week.

COUNTY AGRICULTURAL AGENTS ACCORDED HIGH HONORS

Washington, November 11, 1923.

W. F. Gahm, Scioto County, Ohio, and five other county agricultural agents from widely separated sections of the country have been awarded high honors by a committee of prominent agriculturists, headed by Prof. F. E. Bear, Ohio State University, for the soil-fertility programs which they have developed among their farmers this year.

For some time a large number of county agents have been giving special attention to the importance of developing definite county programs for the maintenance of the fertility of land under cultivation. The successful candidates, who come from counties in Minnesota, Kansas, Ohio, Delaware and Vermont, were obliged to satisfy extremely rigid requirements by the Committee of Judges, which included Professor Bear, Dr. A. G. McCall, University of Maryland; Director S. B. Haskell, Massachusetts Experiment Station, and Prof. M. F. Miller, University of Missouri.

Through the courtesy of the Soil Improvement Committee of the National Feltilizer Association, the men have been awarded diplomas certifying their work and trip to Chicago, November 12, where they will attend the annual meetings of the American Society of Agronomy.

Mr. Gahm, whose work received the highest ranking, has been accorded the unprecedented distinction of a place upon the society's program.

GOVERNMENT NOTICE ON INTENDED PURCHASE

Subsistence Stores, Marine Corps, Quartermaster's Department, Washington, D. C., November 3, 1923. Sealed proposals in duplicate will be received in this office until 11 A. M., November 13, 1923, and then be publicly opened, for furnishing 240 tins cocoa, 480 packages Cream of Wheat, 3,000 pounds flour, 960 tins soup, tomato; 300 packages sugar, tablet; 200 packages tea, and 360 packages Wheatena, for delivery to Post Commissary Officer, Marine Barracks, Quantico, Va.; 2,000 pounds cocoa, for delivery to Post Quartermaster, Marine Barracks, Parris Island, S. C. Proposal blanks and other information may be obtained upon application to this office. This office reserves the right to reject all bids or parts thereof, and to waive informalities therein. Bids from regular dealers only will be considered. Schedule No. 217. C. L. McCawley, Brigadier General, The Quartermaster.

QUALITY SAUERKRAUT

To Kraut Packers:

While you're right in the busy part of the kraut-packing season, we believe you will be interested in knowing that, after visiting several plants this fall, we found a very few packers who were shipping out kraut that was not sufficiently cured. Most of this was very little better than cold slaw.

In one instance the kraut was being shipped only a short distance, and, upon inquiry, the packer was told that the kraut was not cured. He only shrugged his shoulders and said that his trade wanted that kind. Now, if his trade should happen to get a-hold of some real honest-to-goodness sauerkraut just once—that man would have to change his method of doing business.

The kraut in question had just started to ferment, and could not have contained any amount of the health quality, lactic acid, which we are advertising.

There are several methods of determining the time when fermented cabbage really is sauerkraut. (Some packers ascertain regular acid-testing apparatus.) But a packer should never let the time for packing out be decided by the amount of future orders that are waiting to be filled. Sometimes the buyer gets insistent and you get nervous; so, after shutting your eyes, you pack out a tank of "green" kraut and fill it up again. But, nevertheless, you're sure to be sorry you did it.

Remember, we are advertising sauerkraut as a fermented article, and properly fermented sauerkraut is a good, wholesome, health-giving food. We must back up this advertising and give the buyers a well-cured, first-quality article or we will lose out entirely.

THE SANCTITY OF CONTRACTS

By J. H. Tregoe

Secretary-Treasurer National Association of Credit Men.

WITHIN four decades it was customary for the traveling salesman to do no more than show samples of his wares. The merchant would go to the market twice a year or so for the purpose of laying out his lines and getting ready for the seasonal business. This was the rule when our business was not more than one-fourth of its present volume, and it was possible for manufacturers and wholesalers to provide in a brief period what the retail merchant would need each season. With the expansion of our commerce this condition had to change, else manufacturers and wholesalers would be unable to provide for the seasonal needs of the retail merchant. Goods must be ordered in advance, in some lines months in advance, so that a sufficient period can be given the manufacturer and the wholesaler to provide for estimated requirements. The risk of so doing should be shared by the retail merchant.

In our complex commerce it is important that sales contracts be faithfully adhered to. If in apprehension of lower prices or diminished consumption the seller wilfully and without the consent of the buyer cancels orders or suspends their execution indefinitely, a real hurt has been done to the whole body of business, even though the one transaction is infinitisimal when proportioned to our entire commerce.

To keep the courses of business even, to keep men and capital properly employed, there must be a reasonable division of the risk, and the responsibility of the buyer is just as strong as that of the seller in maintaining a fair division. The seller must hold the sales contract inviolate; if the upward trend in prices may develop a larger consumption, he must live true to the sale and execute the order just as faithfully as though conditions had remained neutral or prices were moving downward.

The relation of the buyer and seller, debtor and creditor, is delicate, and the integrity of the relation is in proportion to the fine sense of honor which dominates its execution.

It is difficult to get this doctrine into the hearts of business men, but we must work persistently until the whole of America's business is based on the utmost integrity and honor.

Aside from the moral effect, the material effect must be considered, for no forced cancellation occurs or any evasion of the credit contract that does not entail a cost on someone which the public must eventually bear.

AUTUMN.

By F. H. Bilderback, Bristol, Pa.

Autumn, with her fairy fingers,
Touches where each flower lingers,
Tinting leaf and tiny tendril,
Singing in a voice with quaint trill.

Autumn is a vagrant maid
Lavish on an escapade,
She will turn the somber blades
Into gaudy renegades.

THE WAY OF SOME ADVERTISERS.

There was once a hen who never laid two eggs in the s place. All went well until she tried to set. She had her scattered all over the farm, and she tried to **hatch** them all. third day she went crazy.—Efficiency Magazine.

HOW'S YOUR TEMPER?

NO, I do not mean your risabilities. I mean this: Have been hardened to the storms of life? Has the white steel of your backbone been dipped in the chilling wa of difficulties often enough to bring your temperature of cou to the right level?

Unless steel is properly tempered it isn't as good as it sh be. Unless men are properly tempered, they don't measur when the strain comes. Philip D. Wagoner, President of the liott-Fisher Company, says much in little space on this sub in a recent issue of Forbes Magazine, New York. He beli it is up to every man to find his work, and then to **work.** But him tell it in his own words:

"When a man finds that he is on the wrong track," says Wagoner, "the best thing he can do is to 'switch' to another for no man ever makes a success of a line of work into which cannot throw himself with all his heart and soul.

Men wear themselves out from worry, dissatisfaction, mi rection of their energies, low morale, improper leadership, di gard of health or many other irritating causes, but they ra wear themselves out from overwork.

When a man's heart is in what he is doing, where he is lowing a properly chosen occupation, where he holds before h self continually the thought it can be done, he is bound to s ceed, for all our struggles, after all, are largely mental confl and due to a state of mind. The minute we fall down in our termination to conquer, defeat is inevitable.

Success comes, therefore, to the man whose will is strongest; whose faith is the most sincere; who never falters his confidence in his own ability to succeed, and whose spirit the finest flexibility; for men, like steel, are known by their te per."—Exchange.

OYSTER STEAM BOX

With improved sliding doors, doing away with the hinged tracks, giving increased service

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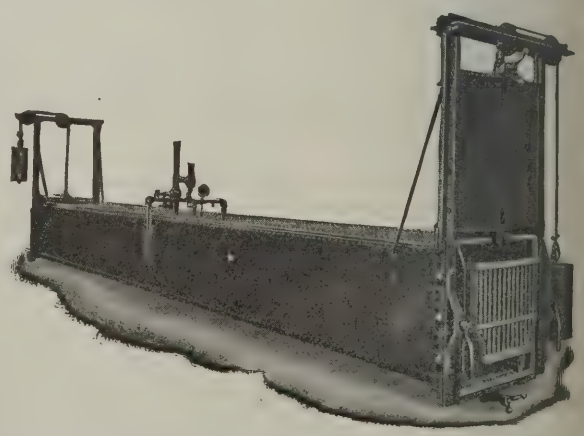
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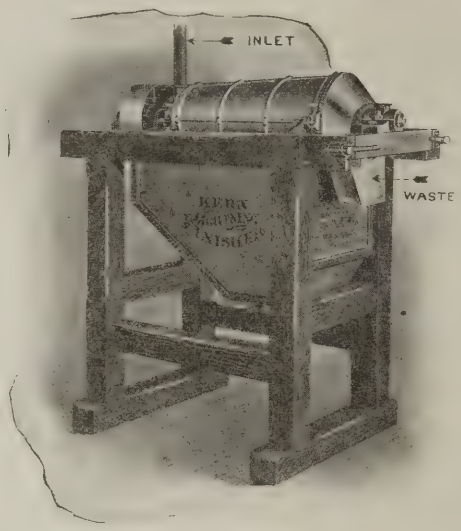
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THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

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36

SMILE AWHILE

CAN'T MISS IT

Prospective Purchaser—Will that gown spot easily?
Salesman—Yes, indeed, madam, about four blocks away!

TIP DODGERS

Albert Keller, the well-known hotel man, was telling stories about tip dodgers.

"A mean man," he said, "ate a good meal at a restaurant, and then, when he was through, dropped a half dollar on the floor.

"Waiter," he said, as he paid his bill, "I just dropped two half dollars. Find them for me, will you?" The obliging waiter disappeared under the table, and in a short time emerged, very red in the fase.

"I've found one of them, sir," he said.

"Thanks," said the man as he pocketed the coin and rose. "When you find the other, keep it for yourself—tip, you know."

THE TWELFTH PLAYER

Mabel—Is he in the football team?
Madge—Oh, yes! He's some kind of a drawback!

AND HE HELPED FILL THE JAIL

Motorist—It's preposterous, old man; I'm an expert driver. What I know about driving would fill a book.

Constable—And what you don't know would fill a hospital. Give us your name and address, now.—Sydney Bulletin (Australia).

A HARD TASK

Ed—I guess you've been out with worse-looking fellows than I am, haven't you?

(No answer.)

Ed—I say, I guess you've been out with worse-looking fellows than I, haven't you?

Co-ed—I heard you the first time. I was just trying to think.—Oregon Lemon Punch.

HIS REFERENCE

A merchant, advertising for a clerk "who could bear confinement," received an answer from one who had been seven years in jail.

WHAT IS TO PAY?

"Now, waiter, what's to pay?"
"What have you had, sir?"
"Three fish."
"Only brought up two, sir."
"I had three, two trout and one smelt."

A PEACH

Saleswoman—We have the same model in orange, lemon, plum and strawberry.

Jovial Little Man—I know how it's going to finish. "But, yes, we have no bananas!"

GOING TO THE DOGS

Two little fleas together sat,
And one to the other said:
"I have no place to hang my hat
Since my old dog is dead.

"I've traveled this world from place to place,
And further will I roam;
But the first darn dog that shows his face
Will be my home, sweet home."

—Chicago Phoenix.

EMPHATIC HUNGER

Five-year-old Freddie was spending the day with his aunt. Dinner was late, and the child began to grow restless.

"Auntie," he said, finally, "does God know everything?"

"Yes, dear"

"Every little thing?"

"Yes, dear, every little thing."

"Well, then," he said in a tone of conviction, "God knows I am hungry."

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

IUR I. JUDGE . . . . . Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE NING TRADE for inquiries and discussions among themselves on natters pertaining to their business.

Business communications from all sections are desired, but ymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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47 BALTIMORE, NOVEMBER 19, 1923 No. 13

EDITORIAL

HE WAREHOUSING PLAN—The zonal warehousing plan has been put in force, as shown in our last week's issue, and the National Canners' Association is going ahead with work. If you have studied it, you are in favor of it, be- e it has many favorable things about it that you cannot help from favoring it.

Those who understand it find it the only real solution of swell claims matter. But there is a peculiar twist to the er in that while the American Wholesale Grocers' Associa- n has endorsed it, and the food authorities of most States many cities are heartily in favor of at least giving it a trial, the National Wholesale Grocers' Association has endorsed it, and some say that they will not. An even e peculiar thing, or outcome of this effort, is found in the ion taken by the Chain Stores Association, which, as yone knows, is as friendly to the Wholesalers, and vice a, as two lovable enemies could well be; yet they have e common cause in this matter, the Chain Stores asking Wholesalers to act for them at the Conference Committee ing in Chicago. Aside from the fact that the Chain Store do not know that a Wholesale grocer exists, in the buying trading in foods of all kinds, the wholesale grocers have as sore as a mashed thumb at the Chain Store men be- e the chain men have been able to demand and secure canned foods on the ½ of 1 per cent contract, while most ie wholesalers were not able to do so. It is our private ion that if it had not been for this fact the National lesale Grocers' Association would have ratified the zonal ehousing Plan. In other words, that the wholesalers are e" because the chain men put this one over on them, and rebuke to the canners have refused to go along with this od of settling claims. We say this is merely our own ion, but there seems to be reasons to back it up. The n stores had said that they wanted the flat allowance od of settlement; but, of course, until their committee l meet the committee of the canners, and a decision be ned, no one can or could say where they stood or how they d act. But instead of appearing they "paired" with the esalers, and therefore stand with them in their refusal to ot it. To say the least, it makes a strange pair, and very rally causes much speculation.

We do not pretend to say, nor do we believe, that this e last of the matter from these two important interests. are in too uncomfortable a position to long endure it. the American Wholesalers in favor on the one hand, and ood authorities on the other, the position of these recalci- s is—not a pleasant one. We will undoubtedly hear more from both of them, and that quite soon. In any event, Plan is now in force, and every canner ought to be able e the value of adopting it and using it in his future con- s, and in every instance. If the industry can't stand to- r on this matter, it is in a deplorable condition. They are not seeking any unfair advantage of anyone in asking for this plan of settlement for swell claims; the Plan is absolutely fair to everyone concerned—seller, buyer and consumer as well as food authority. The one argument made by the contestants against it is that it will be expensive.

THE COST OF SWELLS—The research made by the National Canners' Association into the actual loss on the various kinds of canned foods showed that the staples run very low—far below the ½ of 1 per cent generally demanded, and that only seed fruits and some few articles of that kind—and some tomatoes packed in certain States according to some buyers—run up to this figure by actual experience. Now, then, take the item of peas. Let's take the total pack of peas for this year, and placing it at 14,000,000 cases, at the low valuation of $1.25 per dozen, or $35,000,000. One-half of one per cent on this amounts to $175,000, which the jobbers and chain store men ask the canners to grant them in lieu of swell claims. Canners of peas say that the loss does not amount to one-tenth of one per cent. Are they then going to take their share of such a loss, rather than pull with their fellow-canners and pay merely for only the exact amount of their losses? We think they will stick to the Plan. And what is true of peas is equally true of other items in the list.

There is not going to be any contest over this. The National Wholesale Grocers and the Chain Stores will stick out for their contention only so long as they can make the canners grant it; but they have no ground to stand upon, and they will not insist upon it to the exclusion of future buying. They will test the metal of the canners, and if they find the canners standing pat for the Plan, the right way, they will give in. They can't afford to antagonize the food authorities. If you do not understand the Plan, go back and read it over again in The Canning Trade of November 12th, and learn it in every detail, and you will favor it.

THE HONOR OF THE INDUSTRY AT STAKE—Once more they have launched the drive for Canned Foods Week, to be held next March, but before which time a whole lot of work must be done, and for which they must have money at once. The wholesale grocers and the brokers have determined to take care of the real advertising, besides the work of getting retailers into action. They are not asking the canners for any money on this, but they are asking the canners for "streamers," banners, etc., with which to decorate the stores and to make the announcement of the week. It is said those interests will spend upwards of a hundred thousand dollars, and all the canners are asked to do is to contribute the small amount necessary to pay for printing the banners, etc., an amount which has been figured down to $10 per line of machinery used. It is inconceivable to think that the canners would allow these "outside" interests to go to so much expense to put on a Canners' show without furnishing this little amount of money to provide the trappings. You will recall that last year we had to refer to "the noble 400" out of

the 3,000 canners who subscribed anything to Canned Foods Week. The canners have money this year and they will surely hold up their end in a way that will do honor to themselves and to their industry. But if they are going to do this, they must do it now; the money is needed now, and the National Canners' Association committee that is attending to this for the entire industry—free of charge—ought not to be made to go begging for this paltry sum. The National Canners' Association has nothing whatever to do with Canned Foods Week. It is the industry's matter, and they merely lend their well-organized force to handle the matter. You've seen how the consumption of canned foods has increased in a truly marvelous manner during the past two years; you are reaping the reward of this in better prices, which are the effect of this better demand. You have the money in your pocket from this right now, and all that is asked is that you send your check to The National Canners' Association, Canned Foods Week Committee, 1739 H St., N. W., Washington, D. C., for such amount as you think you ought to give, or figured upon the basis of $10 per line of canning machinery with which your factory is equipped Are you going to be proud of your industry or are you going to pinch these few dollars and make your industry hang its head in shame before all your good buyers and best friends? The drive for this money is on and they want your answer.

THE WESTERN MEETING—There should be a report of the big meeting of the Western Canners' Association in this issue, but we are forced to let it go another week, because the official reporter on the job was new at his job and did not realize that his "copy" must be produced at once. In other words, the report is not in hand at the time this is being written, so there is no way to get it into type and give it to you. We ask pardon for the delay and trust you can bear with us. Our Western readers in particular are due this explanation, but the entire industry is looking for this report and the actions taken by that important Association.

EXPERIMENTING WITH COLD PACK CANNED FOODS

THE University of California announces experimental success with a new canning process, which is under the experimentation and supervision of Prof. A. W. Christie. The value of the process is said to be that the fruit cuts out like fresh and has fresh flavor. It is a canning process under the cold pack system, and the University reports on it are optimistic.

The experience of recent years has been all against cold packing for canned preservation, however. While deterioration of the enclosed product is prevented, thus making it appear an entirely edible product, the fact that the food is not sterilized is a hazard. All of the best practice and advice recently has been in the direction of increased sterilization rather than the avoidance of it, and it would seem that the University is moving in the wrong direction in this.

PINEAPPLE ONE DOLLAR PER CAN

WHILE the food standards of the majority of people in southern Spain are very simple, a promising demand has been created for preserved foods, and every grocery store is stocked with a creditable assortment of canned and dried foodstuffs, says Consul W. C. Burdette, Seville, in a report to the Department of Commerce. The fruits, jams and preserves on the Seville market are largely from Valencia, Spain. Marmalade is much used, but is prepared by the individual housekeepers from the inexpensive Seville sour oranges. Crushed pineapple is sold in No. 2 cans at a retail price equivalent to $1 per can.

Canned peppers, peas, string beans and tomatoes proceed from the Valencia and Alicante sections of Spain. The first three find a ready sale, but the fresh tomatoes available in Seville throughout the year at reasonable prices curtail any considerable demand for the canned product. Asparagus, both fresh and canned, originating in the Aranguez region, finds a ready demand. Neither lima beans nor sweet corn are sold.

Pickles, sauces, catsups and similar relishes are not much used. The Worcestershire type of sauce in various brands is obtainable, but is used chiefly by foreigners or Spaniards who have lived abroad. French mustard is manufactured in Logrono. The English variety is little used.

BAKED APPLES IN TINS

BAKED apples packed in tins are being packed by the Sanford Foods, Inc., of California, and marketed in New York. Five apples are packed in each tin, each apple wrapped in parchment, the core removed and filled with a combination of banana and raisins and currents.

CANNED FOODS GET ANOTHER SLAM

(From Editorial in "Modern Merchant and Grocery World")

THE "American Magazine," which claims a circulation of ov 2,000,000, published in its last issue a story called "T Law of the Trap Line," by Barrett Willoughby. The su title is "A Story of Revenge." The following is an extract from —her husband, a trapper, had awakened that morning, apparently in the best of health, but after lunch he had been taken with convulsions—ptomaine poisoning, she thought, from some canned peaches he had eaten.

Something like 10,000,000 people, one-tenth of the total po ulation of the country, read this pleasant little advertisement f canned foods—ptomaine poisoning from eating canned peaches.

Millions had their suspicion of canned foods intensified; m lions more, now friends of canned foods, felt it breed doubt. wonder if I had better take the chance any more?"

There may have been a case of ptomaine poisoning from eati canned peaches; but, if so, I have never heard of it.

If I were the National Canners' Association I should crea a revengeful sequel to this "story of revenge." I should appoi a committee, of which John J. Hallowell, of Philadelphia, shou be the chairman, to seek out Barrett Willoughby, the author, a give him an earnest bat in the head with an unopened can tomatoes. At the same time I should clearly inform him th this is the sole way in which canned foods can hurt anybody.

SOUTH AFRICAN CANNED PINEAPPLE COMES IN

SHIPMENTS of some thousand cases of South African cann pineapple have been readily sold, and the 4,000 addition cases in sight have been partly sold against arrival orde Quality is very good. The pineapples are packed from ripe fr and the flavor is said to be delicious. The color is bright oran and is quite different from the Hawaiian offering, but the col is not regarded as at all objectionable. The same gradings as Hawaii are used, but the South African fruit is of smaller si and is about five-eighths of an inch thick.—New York Journal Commerce.

CONVENTION DATES

November 20-21—Indiana Canners, Hotel Claypo Indianapolis. Annual convention.

November 24-25—Minnesota Canners, Hotel St. Pa St. Paul. Annual meeting.

December 4-5, 1923—Iowa-Nebraska Canners, at Om ha, Hotel Fonteneke. Annual Convention a banquet.

December 6-7, 1923—Ohio Canners, Southern Hot Columbus, O. Annual Convention.

December 10-11—Tri-State Canners, Hotel Adelph Philadelphia, Pa. Annual meeting.

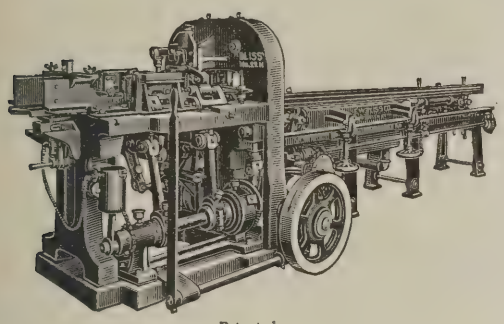
December 12th and 13th—New York State Canne Hotel Powers, Rochester. Annual Meeting.

January 6-7, 1924—Utah Canners' Association, Ut Hotel, Salt Lake City. Annual convention.

January 21st to 26th, 1924—National Canners, Canni Machinery and Supplies, National Food Broke Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping informed as far ahead of time as possible, and keep this column correct and complete.

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THIS MACHINE is fitted with our patented spiral solder horn support and combines the three great essentials of a successful body maker —correct design, rigid construction and absolute dependability. Every movement is a crank movement, allowing of highest speed with least possible vibration and wear. Its installation insures perfect cans at minimum cost. Over 575 in service and rapidly increasing. Ask us to tell you more about it.

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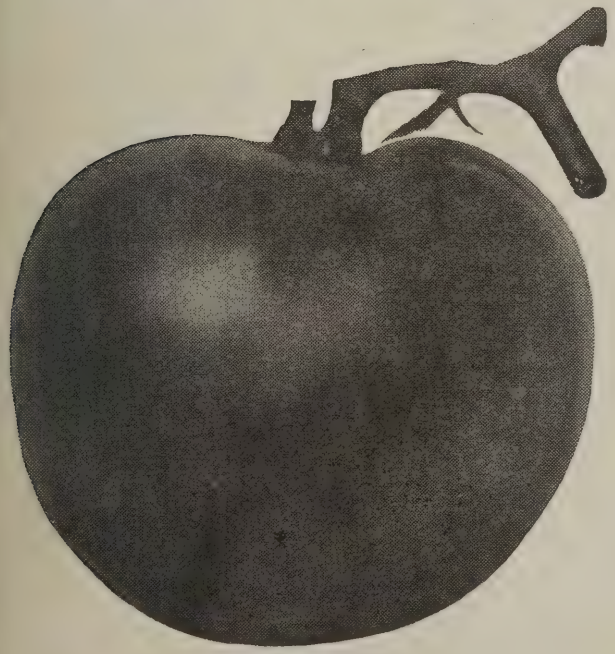
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THE LANDRETH

SPOT OR 1923 CROP SEEDS

Before buying any of your Spot Seeds, take the matter up with us, stating kinds and quantities you want and let us quote you.

We have carefully grown stocks of——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY

BRISTOL, PA.

Business Established 1784

139 years in the Seed Business.

Meeting of the National Canners Association Board of Directors

Hotel LaSalle, Chicago Nov. 5th. & 6th. 1923

Warehousing Plan Considered in Detail and Adopted--Financial Standing of the Association--The Work of the Past Year--New Pea Definitions and Standards Adopted.

WE WISH the entire industry could have been present to observe with what care and attention these big men of the canning industry considered every detail and possibility of this important question; how they brought to bear upon it their best thoughts and energies, looked at it from every angle, and weighed carefully every possibility before recommending it to the industry as the basis upon which trading should be conducted in the future. Many of these men are leaders in this industry, heads of great concerns which might easily ignore associated action of this kind because they are big enough to protect themselves, but who came thousands of miles to lend the weight of their wisdom and experience for the welfare of the entire industry. True, they benefit along with every other canner in anything that benefits the canning industry, but they are made of the kind of stuff that is willing to spend their own money and take their valuable time to help the industry of which they are a part. The so-called little canner ought to realize and appreciate what it means when these biggest men, financially and intelligently, put their shoulders to the load that good may be done for every canner and all in their business. The Committee which considered this Warehousing Plan in the settlement of the spoiled canned foods question included canners from every section of the country—from Maine to Oregon, and from Hawaii to Florida, and included canners of almost every product put into tin cans. Their consideration and conclusions, therefore, eliminates any possibility of the plan not fitting any sort of a canner, large or small or wherever situated. And the plan, upon its full explanation, proved so attractive that every member of the Committee heartily endorsed it, and this in face of the fact that when first presented many of them did not approve of it—thought it might be too expensive and for various other reasons, all of which, however, they learned were due to the fact that they did not fully understand its intent and purposes. And, possibly better than all else, Dr. Blanck, of the Bureau of Chemistry, and Dr. Geiger, of the U. S. Health Service, sat in at the considerations, listened to all arguments, and added their appeal for its adoption. To jump from the beginning to the last chapter of the story, the Plan was finally pronounced the most important work ever done by any Association of the industry.

Monday's Sessions—The meeting of the Board of Directors of the National Canners' Association was called for Tuesday, November 6th, but they assembled in Chicago at the Hotel LaSalle on Monday morning, and joined the Special Committee having charge of this Warehousing Plan, and helped thresh out all points in relation to it.

President James A. Anderson, of Mongan, Utah, was in the chair. Secretary Frank E. Gorrell, Vice-Presidents and the members of the Advisory Council were all there, and all members of the Board, as we have stated, Dr. Blanck and Dr. Geiger, and some other canners and others were welcomed.

"Roy" Clark, Chairman of the Conference Committee with the Wholesale Grocers, at the President's request, took up the immediate matter, and after explaining that the ruling of the Bureau of Chemistry, prohibiting the return of swelled or spoiled canned foods to the canners, was not actually a new addition to the Pure Food Law, but merely an announcement that this feature, which had always been a part of the Law, though held in abeyance, was to be rigidly enforced hereafter, explained that the settlement of such claims by a flat allowance of half of one per cent, or of any per cent, was not feasible, and was, in fact, only a bid for inefficiency throughout the industry, and, further, instead of removing these objectionable goods from circulati had a tendency to force them into use, read the following det of the Plan:

WAREHOUSE PLAN OF THE NATIONAL CANNERS' ASSOCIATION

Purpose of Plan—The purpose of the plan is to give canner a chance to investigate swell claims and insures the struction of spoiled cans. The Warehouse Plan accomplishes t purpose better than any that has hitherto been proposed, an fair to distributor as well as to canner. It makes no fundame change from the practice in the past, except that swells are be shipped to a designated warehouse instead of to the canne

Attitude of Food Officials—The Bureau of Chemistry given its written consent to have the plan tried out under pro safeguards. The convention of food officials in Duluth appoi a committee to consider the proposed plan, and the member that committee have indicated their willingness to co-oper with the National Canners' Association.

Executives of the Association have interviewed a suffici number of other food officials to be able to state authoritati that the proposed Warehouse Plan can be tried out in a which will largely meet the demands of the present situatio

Outline of Plan—(1) The buyer of canned foods will no the canner, within the period of the swell guarantee, of swell claims against the canner and where such swells are loca

(2) The canner will notify the buyer that he desires avail himself of the warehouse examination on any or all of lots reported, and will ask the N. C. A. to give the buyer shipp instructions.

(3) The canner will notify the N. C. A. of swell cla (copy to buyer), and ask the N. C. A. to send the buyer shipp instructions.

(4) The N. C. A. will send the buyer shipping instructi and notice thereof to food officials.

(5) The buyer will send notice of shipment to wareho enclosing bill of lading (copy to N. C. A. and canner).

(6) Warehouse will send notice to the N. C. A. of rec of shipment (copy to shipper).

(7) N. C. A. will notify canner, buyer and food official time and place of examination.

The spoiled canned foods will be examined by technical trained in the laboratories of the National Canners' Associat and the examination will be made, first, for identification, second, for spoilage. Food officials will be invited to particip

(8) The N. C. A. representative will report to the W ington office the results of his examination.

(9) The N. C. A. will notify the canner, buyer and officials of the results of the examination, and, when possi will state the cause of spoilage.

(10) The spoiled foods will be destroyed under the su vision of food officials. Springers and other unmerchanta but sound, cans will be handled according to arrangement tween canner and buyer, with consent of food officials.

Location of Warehouses — Preliminary arrangements already been made for location of warehouse facilities in following cities. The locations have been selected after consu tion with State food officials concerned.

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.



CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

23

Austin, Texas; Baltimore, Md.; Chicago, Ill.; Columbus, Ohio; Detroit, Mich.; Indianapolis, Ind.; Los Angeles, Cal.; Madison, Wis.; Philadelphia, Pa.; Pittsburgh, Pa.; Raleigh, N. C.; St. Paul, Minn.; San Francisco or Oakland, Cal.; Sioux Falls, S. D.; Syracuse, N. Y.; Topeka, Kan.; Desmoines, Iowa.

These places will be sufficient to get the plan started, and other warehouse facilities can be secured as needed. Arrangements are being made for monthly storage rates per package, so there will be no charges accruing at any warehouse, except for actual storage.

Advantages of the Plan—(1) It insures the destruction of spoiled canned foods under the supervision of food officials, and gives these officials an opportunity to familiarize themselves with the character of such spoilage.

(2) It gives every canner an opportunity to determine whether the swells in question are actually swells, whether the cans are of his own pack, and to study the cause.

(3) The examination of such claims will be made by scientific men familiar with commercial canning.

(4) The information and experience which can be gained in this way regarding the various types of abnormal canned foods will be helpful to food officials and distributors as well as to the canning industry. The advantage of co-operating in this work will be evident to the industry in many other ways.

(5) The experience which will be gained by the Research Laboratory in the investigation of such claims will be invaluable. At the present time the laboratory's experience in the examination of swells is limited almost entirely to samples sent in by the canners. This plan will enable them to study types of decomposition which are taking place after they leave the canners' hands, and will enable them to study the cause of spoilage.

Special Questions Arising Under the Plan—What will be done with cans sent to the warehouse and found to be merchantable? They will be held for the instructions and at the expense of the shipper.

What will be done with cans which are spoiled, but on which the guarantee has expired? They will be held for destruction at the expense of the shipper.

How can such obsolete claims be identified? It has been customary for canners to use some form of coding on their cans, at least indicating the year of pack, and the Association should be notified of the code marks at the time of requesting examination of any claim.

What will be done with canned foods which are spoiled, but are not the product of the packer claimed? They will be held liable for such expense as is incurred.

Will members be required to pay for this service? Members will have the services of the N. C. A. representatives in visiting the various warehouses and examining the claims without charge. Member canners will bear the actual expense of transportation, storage and destruction of swells. Non-member canners may avail themselves of the service, but will have to pay all of the above charges as well as a special charge to cover overhead expenses.

How are swells in the hands of retailers to be handled under this plan? If they are located so the swells can be assembled by the wholesaler, he may ship them to the warehouse for examination. If the buyer includes such swells in his claim, the canner may request the buyer to have any or all lots of swells reported in retailers' hands, or samples of the same shipped to the warehouse at the canner's expense.

Who is held responsible for transportation and storage charges on such claims? The N. C. A. is held responsible by the warehouse companies for all charges incurred in connection with these shipments, and they will bill all charges to the Association. Shipments to warehouses must be prepaid in order to insure delivery and examination of the shipment, under Section I, Rule 9, Consolidated Freight Classification No. 1. I. C. C. O. C. No. 45 reads as follows:

> "All charges must be prepaid or guaranteed on any shipment which in the judgment of the agent at point of shipment would not at forced sale realize the total amount of charges due at destination."

How will spoiled cans, due to rough or improper handling after leaving a canner's hands, be disposed of? The canner is not responsible for such spoilage, and the examination and destruction must be at the expense of the shipper.

If the finding of the N. C. A. representative to be final? Yes, as far as the condition of the canned foods is concerned, subject to approval of the food officials. Representatives of the buyer and canner may be present at the examination.

Who will receive notice of shipments to warehouses? The N. C. A., the canner, the warehouse and food officials. In case of interstate shipments, Federal officials will be notified as we as both State officials concerned. In some cases it may be nece sary to notify city authorities.

Does the plan contemplate handling questions not involvi spoilage? No; the plan will cover only swell claims covered the usual swell guarantee.

How about springers? Springers due to hydrogen g formation to overfilling, insufficient exhaust or improper sealin are unmerchantable. Assuming that the contents are sound, t canner should arrange with the buyer regarding disposition these cans.

How will cases be handled where there is disagreement b tween the N. C. A. representative and food officials? The fa that the examinations are made in the presence of food officia will probably make disagreement rare, but in case a food offici should hold a product unsuitable for food against the opinion the N. C. A. representative, it may be necessary to settle t matter in court. The food official has the advantage of bei able to hold the suspected foods in his custody.

What procedure will be followed in case food officials fa to co-operate in this plan? At the outset arrangements are on being made for warehouse facilities where we have reasonab assurance of official co-operation. In case local food officia make a practice of destroying spoiled foods on sight, as has be the practice in certain large cities, it is up to local distributo to secure a modification of such rulings as will permit of t carrying out of this plan, otherwise the buyer will have to sta the loss. If food officials otherwise fail to co-operate and sei suspected lots en route to or at the warehouse before examin tion, resort can be had to the courts, or the whole propositi can be thrashed out and its legality determined.

Mr. Clark explained that the State and local food authoriti where it had been arranged to establish such warehouses had given their consent to the Plan, and that many of them welcom the method of solving this troublesome question, because it wou give their chemists an opportunity to colaborate with the N. C. experts while examining the goods and passing upon the cause spoilage, and assured the destruction of the spoiled goods befo they could possibly get into the hands of unscrupulous deale or others. He then added that the Bureau of Chemistry has giv it its endorsement and read the following letter:

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.



Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

— for the —

Pea Canner
Corn Canner
Tomato Canner
Fruit Canner
Milk Canner
Meat Canner

BERLIN CANNING MACHINERY WORKS

BERLIN, WIS.

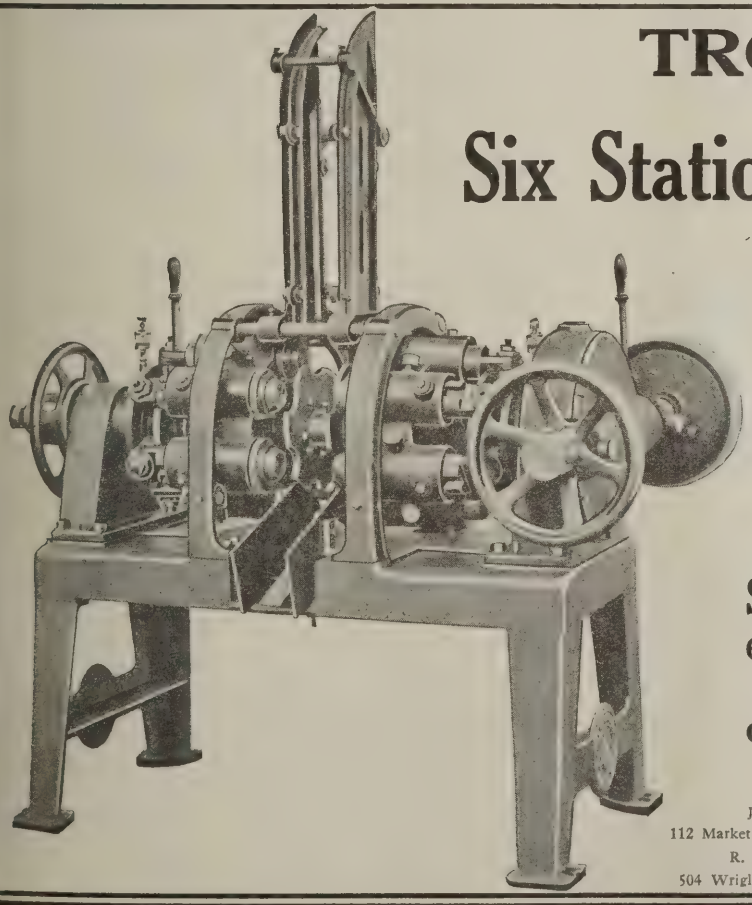
HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

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TROYER-FOX

HIGH SPEED

Six Station Rotary Flanger

Speed 200 to 225 flanged can bodies per minute. A continuous speed - Six sets of Flanging Dies, each brought into position by 3" slides, working in bronzed bushed bearings. The slides actuated by stationary cams, so designed as to bring the dies quickly into position for flanging and then drawing the flange verp slowly. Giving high speed without cracking flanges. Gears enclosed, running in oil.

SEATTLE-ASTORIA IRON WORKS

601 Myrtle Street, Seattle, Washington.

Builders of **TROYER-FOX**

CAN MAKING and CANNERS MACHINERY

SALES REPRESENTATIVES

J. L. COLLINS,
112 Market St., San Francisco, Cal.

R. E. FAIRBANKS,
504 Wrigley, Bldg., Chicago, Ill.

GEO. H. DOWSING,
Metropolitan Bldg., Sydney, N.S.W.

THE H. S. GRAY CO.,
832 Fort St., Honolulu. T. H.

UNITED STATES DEPARTMENT OF AGRICULTURE

Bureau of Chemistry

Washington, D. C., October 18, 1923.

Mr. Frank E. Gorrell,

Secretary, National Canners' Association.

Dear Sir:

This will acknowledge your letter of October 11, with enclosures consisting of communications from Messrs. E. J. Lea, Guy G. Frary and W. P. Hartmann, food officials, respectively, of California, South Dakota and Michigan. You review the efforts which have been made by your Association and by the National Wholesale Grocers' Association since the issuance of Service and Regulatory Announcements, Chemistry No. 381, to find some practical method for adjusting claims between buyers and sellers of canned foods which will obviate all possibility of improper disposition of such goods.

You propose a tentative plan of action which you desire to place in operation in order that its practicability may be studied. You point out that the officials named above are members of a committee appointed by the American Association of Dairy, Food and Drug Officials to study this question, and that each of them is ready to co-operate with you in your plan within his own State.

The plan, in brief, contemplates the selection of certain warehouses designated by State officials themselves in those States in which the officials are sympathetic with the plan. These warehouses will be located at San Francisco or Oakland, Cal.; Los Angeles, Cal.; Detroit, Mich.; Sioux Falls, South Dakota; Madison, Wis.; Columbus, Ohio; Austin, Texas; Topeka, Kan.; Indianapolis, Ind.; Pittsburgh and Philadelphia, Pa.; Baltimore, Md.; St. Paul, Minn.; Syracuse, N. Y.; Raleigh, N. C., and possibly also at Boston, Chicago, New Orleans and Atlanta.

You propose that when claims for spoilage are made upon consignments of canned foods, the spoiled goods, instead of being returned to the canner for adjustment, as has heretofore been the case when question regarding the correctness of the claim was raised by the canner, will be forwarded to the nearest designated warehouse. At the time of forwarding this shipment, notification of all the facts will be given to the Bureau of Chemistry. Upon arrival of the goods at the warehouse, a representative of the canner will make a technical study of the situation, determine the justice of the claim and the cause of the spoilage, if any, and will then arrange for destruction of the unfit goods under supervision of the State or city official. In a letter communication, dated October 16, you state that no goods will be removed from warehouses without notice being sent the Bureau of Chemistry and the State official long enough in advance to permit steps to be taken to prevent their removal if such a course seems necessary.

You ask whether this plan may be put into operation in an experimental way without opposition from the Bureau.

You are undoubtedly familiar with the reasons which led to the issuance of Item 381. The practice of permitting spoiled goods to be returned in interstate commerce to the shipper for adjustment purposes had gone on for many years. Reports from State officials, as well as from the Bureau's own field representatives, indicated that the return of swelled canned foods to the packers created abuses which could not be effectively corrected by the State authorities so long as interstate traffic in such goods was permitted unchecked. Item 381 was, therefore, issued as a step toward the protection of the consumer against the redistribution of such products after they had passed in interstate commerce and in recognition of the fact that all interstate traffic in material of this kind constitutes a violation of the Federal Food and Drug Act,

The plan which you propose appears to offer a system of immediate control of such swelled canned foods products by State authorities which presents certain advantages over the control which can be exercised under the Federal Food and Drugs Act. Emphatic representations have been made to the Bureau that, while Item 381 may be of material protection to the consumer in that it prevents the return of decomposed food products to the canner, any failure to carry out agreements between the canning trade and the distributors contemplating the destruction or absolute removal from the market of such goods as an outcome of trade adjustments will inevitably create an incentive to the retailer or jobber to assume the risk of placing articles unfit for food in the channels of consumption. Because the plan you offer appears to have the advantage of removing this incentive, it would appear to make for the protection of the consumer. Since this matter was taken up with the American Association of Dairy Food and Drug Officials, and since that Association appointed a committee to study and report upon the proposal at its next meeting, the Bureau would, under no circumstances, take action of a final character upon the plan at this time. Because however, it offers advantages in the way of protection to the consumer as indicated above, because it has the approval of many State officials, and because the committee of the Association is favorable to a trial of the scheme, this Bureau will not be disposed for the time being to offer objection to its inauguration in an experimental way in and between those States whose officials are favorable to the scheme. It will expect, however, that proper notification will be given in each case before shipment to the State official where the goods are located, and also to the official of the State of destination. Similar notification should be given to city officials when they desire it. It will further be expected that shipments will not be made over the objection of officials. The Bureau will regard the plan as experimental only and, of course, reserves the right to withdraw its approval should future developments show the plan to be impractical or to result in abuses detrimental to the interests of the consumers. Shipments of spoiled canned foods moving in the ordinary channels of interstate commerce without the control by State officials at destination contemplated by this plan will be proceeded against as heretofore.

There will be no objection to your giving out this letter to the members of your Association and other interested parties.

Respectfully,

(Signed) C. A. BROWNE, Acting Chief.

A member asked if the carrying out of the Plan would not entail a tremendous expense on the Association, and whether or not the Association had the men to do the examining and inspection. It developed in answer to this that Secretary Gorrell, Dr. Bigelow and Dr. Loomis had examined into this feature of the matter very thoroughly, visited the food officials in the States where warehouses are to be established, and found that the expense would be moderate, and that they had the men to do the work, with the possible addition of one or two more men as the work developed. In response to the request as to the cost, based upon their experience with swell claims, they submitted the following:

SUPPLEMENT TO PROPOSED WAREHOUSE PLAN

This estimate is based on the supposition that an examination must be made of three hundred cases per month per warehouse and that the work will require the entire time of three technical men.

Warehouse, drayage and destruction charges (15 cents per case)	$ 9,180.0
Salaries of N. C. A. representatives (on basis of four days at each warehouse per month, at $15 per day)	12,240.0
Traveling expenses	10,000.0
Clerk hire	2,500.0
Warehouse help at $1.00 per hour	2,500.0
Total	$37,920.0
Credit on warehouse charges	9,180.0
Net total	$28,740.0

When a canner has his goods returned to him he is put to the expense of freight and handling and reconditioning, and, of course, the allowance for such cans as may be his and are spoiled or swelled. Usually he has to pay for more than the mere number of actually spoiled cans—the other 23 cans that are merely soiled by the bursting of one can in the case, for instance, etc. Non-members of the N. C. A. will have to pay cost of examinations, and in this way the credit shown will be made up.

Dr. Geiger pointed out the wonderful effect upon the consumption of all canned foods there will be when these really spoiled cans are removed and destroyed, saying that the canner may not realize how large this item is. And he recited the statistics of the destruction of canned foods in Chicago during the years 1920, 1921 and 1922, totaling 6,000,000 pounds, which must grow to a formidable figure when all other points of the country are added to Chicago's. He said he thought the canners ought to welcome the interest and co-operation of the local and State food authorities, as the good-will of this important body of men is easily worth many times the estimated cost of the Plan as now set forth. He read a report from one bulletin showing that one firm had been circularizing food handlers and dealers offering to buy up such spoiled goods, and evidently found a market for the purchases, and that the practice was growing. He showed the

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.

CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.



Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

CALIFORNIA PACKING CORPORATION

San Francisco CALIFORNIA

MAX AMS

CLOSING MACHINES

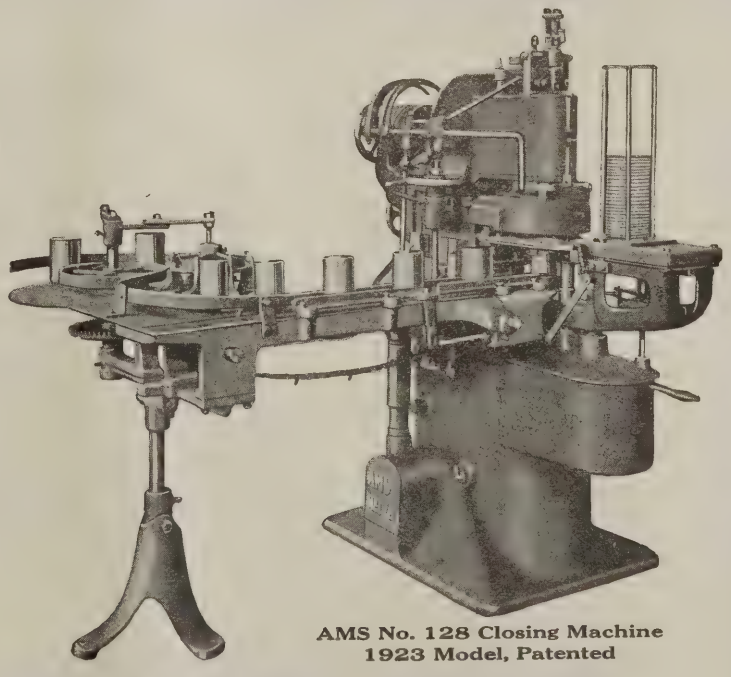
for

Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. FOR ALL SANITARY CAN SYSTEMS PRODUCTS NEW YORK CITY

THE MAX AMS MACHINE COMPANY

101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

canners that it was their job to put an end to such trafficking. Dr. Blanck spoke along the same line.

The consideration thereupon changed from one of a monetary saving on swell claims to one of protection to the public and of the fair name of all canned foods.

Ex-President of the N. C. A. James Moore presented a form of clause to be incorporated into all contracts upon the adoption of the Plan (this was published in last week's issue), and after lengthy discussions upon all points, indulged in by all members, (luncheon was served at 1:30, and the meeting went right on after it, until nearly 6 P. M.), it was unanimously decided to place the Plan as outlined before the meeting on Tuesday as the solution of the swell claim problem.

Other matters of a routine nature were considered in preparation for the official meeting on the next day.

NEW PEA STANDARD DEFINITIONS ADOPTED

The Pea Section of the National Canners' Association has been working on pea definitions of standards for a long while, and at the Atlantic City Convention adopted tentative standards. A special committee at that time was appointed to perfect these definitions, and they worked on them, and finished their work in a long session, lasting from 8 P. M. to 1 A. M. Monday, November 5th. Mr. Charles H. Hunt, Chairman of this Special Committee, and its members were present, and with them Dr. Blanck, of the Bureau of Chemistry and member of the U. S. Committee of Standards, and some others.

The outcome of their long deliberations was as follows:

Canned vegetables are properly matured and prepared fresh vegetables, with or without the addition of potable water, salt and sugar, as specified in the separate definitions for the several kinds of canned vegetables, sterilized by heat, with or without previous cooking, in equipment from which they take up no injurious substance, and kept in suitable, clean, hermetically-sealed containers.

Canned peas are the canned vegetables prepared from t fresh seeds of the common or garden pea (Pisum sativum) shelling, winnowing and thorough washing, with or witho grading and with or without precooking (blanching), and by t addition, before sterilization, of the necessary amount of potal water with or without sugar and salt.

Canned Pea Qualities: Fancy quality peas are fresh, your succulent peas of practically uniform color and size, unless clared to be ungraded for size, with reasonably clear liquor a are free from flavor defects.

Choice quality peas are fresh peas and may be less succule than the "fancy quality" of reasonably uniform color and si unless declared to be ungraded for size, with reasonably cle liquor, though not necessarily free from sediment, and are re sonably free from flavor defects.

Standard quality peas are fresh, but may be mature pe may not be uniform in color and size, and may have an o liquor.

Off-grade peas are fresh peas that lack in some other respe the qualifications of the standard quality.

Canned Pea Sizes: No. 1 peas are peas which were, befo precooking (blanching), small enough to pass through a scre of 9/32-inch (7mm.) mesh.

No. 2 peas are peas which were, before precooking (blan ing), small enough to pass through a screen of 10/32-inch (8mm but too large to pass through a 9/32-inch mesh.

No. 3 peas are peas which were, before precooking (blan ing), small enough to pass through a screen of 11/32-in (8.7mm.), but too large to pass through a 10/32-inch mesh.

No. 4 peas are peas which were, before precooking (blan ing), small enough to pass through a screen of 12/32-in (9.5mm.) mesh, but too large to pass through a 12/32-inch me

No. 6 peas are peas which were, before precooking(blan ing), too large to pass through a screen of 12/32-inch (10.3m mesh.

Ungraded peas: Ungraded, unsifted or run o' pod are p not graded for size before precooking (blanching).

USE

HAMACHEK IDEAL

VINERS AND VINER FEEDERS

For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

ESTABLISHED 1880

Sinclair-Scott Company

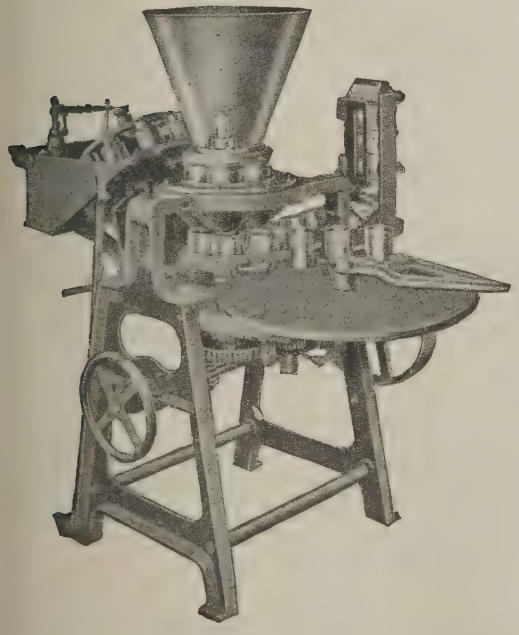
Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY SALEM NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

TUESDAY'S GENERAL SESSION

THE schedule meeting of the Board of Directors of the National Canners' Association was held in the Crystal Room of the LaSalle Hotel on Tuesday morning, November 6th. The Presidents of the State and local Associations had been invited to participate, and they were there, together with many others, and the gathering took on the appearance of a small National Convention.

The meeting was called to order at 10:35 A. M. by President Anderson, who stated that the Secretary would cover any address he might make in the report of the work done by the Association since the last meeting. The President, however, heartily welcomed all, and invited everyone to take part in the proceedings. He asked for quiet and attention and quick action, so that the work could be gotten through with.

He then called upon Secretary Gorrell to read his report, and Secretary Gorrell read as follows:

REPORT OF SECRETARY OF THE BOARD OF DIRECTORS
November 6, 1923.

Since the last meeting of the Board of Directors the Association has been functioning along its regular lines which have been established by the Board of Directors and approved by experience. It can be said that the Association is back to its normal position and is in splendid working shape to help meet canning conditions and render enlarging service to its membership.

The membership has been greatly increased during the present year. The dues have been cut in half, and yet the income has been greater than last year. Every possible effort should be made to still further reduce memberhip dues consistent with the efficient service planned.

The budget adopted at the May meeting of the board covered the expenditure of practically $200,000 for the fiscal year ending December 31, 1923. This was based on a total membership output of 40,000,000 cases. In point of fact, the present actual membership of the Association is 501, representing 43,716,000 cases. A year ago the Association had 205 members, representing 19,000,000 cases. It is pleasing to note this healthy growth backed by a membership interested in Association efforts, accomplishments and ideals.

The report of the Finance and Executive Committee will show that the Association is in excellent financial shape, and that there will be a cash balance beyond that anticipated by the budget adopted at the May meeting. It should also be borne in mind that the Association has a reserve fund of $25,000 in U. S. Treasury certificates, and that the Board of Directors passed a resolution at the May meeting requiring that 10 per cent of the income of the Association on and after January 1, 1924, be set aside annually to increase this reserve until it reaches $100,000,000.

The big effort which now has promise of fulfilment was the evolution of a practical plan to settle the matter of spoilage claims, which have been the contention between buyer and seller ever since the industry assumed any size. The details of this plan will be presented to the Board by the proper committee, but it is interesting to note the history leading up to what is now believed to be a successful solution.

Before any plan could be considered, it was necessary to get reliable information on which to base calculations. Fortunately, there were a sufficient number of canners who had kept detailed account of the payment of their actual swell claims, and this was made available for information purposes. A similar effort on the part of a large organization representing a portion of the distributors indicated that no such record had been kept by their membership; therefore, it is on the figures of the canners themselves that the Association has relied.

After these figures were obtained, they became the basis of several conferences between the Conference Committee of the National Canners Association and the National Wholesale Grocers' Association. While at times these conferences were promising in results, the outcome has been that the National Canners' Association has been compelled to handle the entire question single handed. At one time it was thought that it had the co-operation of the Conference Committee of the National Wholesale Grocers' Association, and, indeed, it did have its unanimous vote; but at the critical moment, when the whole proposition was being presented to the Association of National and State Food Officials at Duluth, not only was this support lacking, but open opposition to the plan was shown.

This association of food officials appointed a strong committee to consider the plan and report at the next annual meeting in 1924. Meanwhile the executives of the Nation Canners' Association have not been idle. A number of St food officials have been interviewed and expressed sufficie interest in the plan to see it tried out in their respecti States. This is, indeed, most encouraging, especially as t States include the three States represented by the commit appointed to consider the plan.

The Bureau of Chemistry has given written assent to trial of the plan, and, in its letter assenting, it says, in part

> "The plan which you propose appears to offer a system of immediate control of such swelled canned food products by State authorities which presents certain advantages over the control which can be exercised under the Federal Food and Drugs Act. Emphatic representation has been made to the Bureau that while Item 381 may be of material protection to the consumer, in that it prevents the return of decomposed food products to the canner, any failure to carry out agreements between the canning trade and the distributors contemplating the destruction or absolute removal from the market of such goods as an outcome of trade adjustments will inevitably create an incentive to the retailer or jobber to assume the risk of placing articles unfit for food in the channels of consumption. Because the plan you offer appears to have the advantage of removing this incentive, it would appear to make for the protection of the consumer."

This expression from such high authority answers a criticism of the plan except as to its practicability and expens There are no precedents, and experience alone will sho whether or not the plan is a practical one and should be ge erally adopted.

President Harding's Illness Blamed on Canned Foods—While the Association has handled a large number of co plaints involving canned foods during the past few months, was confronted with the responsibility of successfully obtai ing official denial of one of the most damaging charges th had ever been made against the canning industry. Witho this correction the industry might have gone down in histo along with John Wilkes Booth, Charles J. Guiteau and Le Czolgosz as assassins of a President of the United States. T details of all this have been fully given to the memberhip the Association. The Associated Press and other press ass ciations, and the many special correspondents of the leadi newspapers carried the story. The canning industry h cleared its name and nothing more need be said.

Investigation of Other Complaints Involving Cann Foods—During the present year the Association has inves gated 120 complaints involving canned foods. During t same period last year 109 cases were investigated. T products involved in this year's cases are as follows:

Vegetables:	
Corn and Tomatoes	1
Spinach and Baked Beans	1
Corn	10
Peas	13
Tomatoes	7
String Beans	4
Baked Beans	1
Spinach	7
Other vegetables	8
	52
Fruits:	
Peaches and Pears	1
Cherries	2
Peaches	4
Pears	1
Olives	1
Pineapple	1
Other fruit	4
	14
Sea Foods:	
Salmon	12
Sardines	7
Shrimp	3
Tuna	3
Other sea foods	1
	26

ells Corporation

ning Machinery Company

es and Advertising to be Combined

sent Chicago Office of the Canning Machinery Company ome the General Sales Office wo companies.

Sells will move to Chicago to ly direct the Sales and Adver- both *Peerless* and *Sprague-* achinery. Leland A. Babcock his collaborator in this work, der them will be an organi- of Sales Engineers and Sales constantly at your service in ing, remodelling or building g Factories.

Service Work Also to be Combined

The users of *Peerless* Machinery know *Peerless* Service. During the canning season we will extend the same attention to *Sprague-Sells* Machinery that we have endeavored to give to all *Peerless* customers.

We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
Millar W. Sells
Neal S. Sells

Our Sales Agents

. Randall's Son, Baltimore, Md.
B. Greene Co., Portland, Me.
. Supply Co., Salt Lake City, Utah
nk E. Rundle, Milwaukee, Wis.

RAGUE - SELLS CORPORATION

HOOPESTON, ILLINOIS

ry Backed by Service

ES DEPT.
EET

Branch Sales Office
704 LEXINGTON BLDG.
BALTIMORE

Animal Foods:	
Meats	7
Milk	4
	11
Soups and Condiments	9
Canned Foods not involved	4
Unidentified	4
Total	120

These investigations include six cases of Botulism, five of which were traced to home canned products. In the remaining case it was impossible to determine the food product responsible. So far this year no case of botulism has been attributed to commercially canned food, nor have there been any since February, 1922.

Suits have been filed or threatened in 37 of the cases investigated this year. Although in a number of instances claim has been made that illness was caused by the presence of some foreign substance in canned foods, no case of food poisoning or so-called "ptomaine poisoning" attributable to commercially canned foods has been proven.

Legal Assistance to Members—Conforming with the recommendations of the board at the last meeting, the Association has rendered assistance to its members by furnishing them with legal advice in connection with claims against canned foods where suit is brought or threatened. So far this year the expenses for such legal services have amounted to $200. The Association is giving such assistance on a number of cases which are still pending.

News Service to Editors—Following the instructions from the board, representatives of the Association interviewed the editors of prominent newspapers and magazines, acquainting them with the products of the canning industry and, incidentally, the work of the Association. In all, the editors of newspapers in 68 large cities were called upon, and the editorial staff of practically every representative magazine published in the Eastern part of the United States was also visited. As a result of these visits, a series of special news letters for the editors of food page has been prepared. The reading matter is presented in pithy form, short and to the point. It is certain that this material will be popular with many of the editors who have been visited. Although the work is only in its infancy, the lead is a promising one.

Home Economics Bureau—The President and Secretary were directed by the board to look into the advisability of establishing a Home Economics Bureau or Section of the Association. One of the best domestic science teachers and writers in the country was interviewed and, through her, a comprehensive plan was presented, which is now receiving the consideration of the Finance and Executive Committees.

U. S. Public Health Service Exhibits—The exhibit made by the U. S. Public Health Service at the annual convention of the American Medical Association in San Francisco received the first award of merit—a proper recognition. This exhibit visualized the research work on botulism and ptomaine poisoning, which was largely financed by the canning industry through the National Canners' Association. The exhibit was again shown in Boston before the American Public Health Association, where it attracted attention, not only of experts, but many practical men engaged in the enforcement of health and food laws in the United States and abroad.

Conference With Food Officials—During the past few months a large number of State and city officials have been visited by representatives of the Association for the purpose of acquainting them with the preparation of canned foods and different problems to the industry. This work is quite necessary, because many of the food inspectors, while practical men, are not acquainted with the science of canning. As one State food official aptly put it—"It is a privilege, indeed, for the food authorities to be brought directly in touch with the splendid work of the National Canners' Association."

Meeting an Unfounded Charge—Statements of a British physician and food official have been published recently, particularly in the British press, indicating that increased prevalence of cancer is connected with increased consumption of canned and preserved foods. The Association has taken prompt steps to refute such statements.

Definitions and Standards—The Pea Section, through its chairman and a committee appointed by him, will meet during the present week to formulate definitions and standards for canned peas. It is hoped that the results of this committee's work can be placed before the official joint Committee on Definitions and Standards and be approved at its next meeting, to be held in Washington early in January.

Other Sections have been working on definitions and standards and the time is, perhaps, not far off when the entire industry will have its products graded, classified and labeled in such manner that the consumer can intelligently purchase them.

Excess Profits Tax Service—This office and the counsel of the Association have given considerable service to the members of the National Canners' Association in tax matters before the Excess Profits Division of the Internal Revenue Office. The Government is checking many returns, especially 1917 and 1918. Numerous questions have arrived regarding canners' reports of income. The service of the Association have become exceedingly valuable to member canners.

Tin Plate Conference—The Committee on Tin Plate Research, through its chairman, Dr. W. E. Elwell, appeared before the Bureau of Standards on August 15th, when the entire subject was discussed. The outcome of this meeting was the authorization of a special committee to be named by the different branches of the industries affected to work out some plan that will be acceptable to all parties in interest. A report of this meeting will be made by the chairman of the committee to the board of directors.

Coding—The last report of the secretary to the board gave considerable space to the desirability of canners coding their output. It is gratifying to state that this method of identification has been adopted by a number of canners, and it is hoped that in time the entire industry will accept it as a safeguard, for the many reasons that have heretofore been presented.

Railroad Situation—The Washington office kept in close touch with the railroad situation during the entire time that the canners were needing their greatest help in moving in supplies and moving out the finished product. It is gratifying to state that the calls for this service were not nearly so numerous as last year, and the Association was able to render the help that was requested.

Canned Foods Week—The outlook for Canned Foods Week in 1924 is far more encouraging than any of its predecessors. Chairman Clark and his associates have exerted considerable effort to get all the canners behind this campaign and it looks as if they are realizing results. While the amount of money so far pledged by canners for the 1924 campaign is nothing like adequate, it is four times as much as it was this time last year.

Membership Letter—The secretary's report touched briefly on the establishment of a Membership Letter as a means of conveying promptly to the members of the Association important information concerning the industry. This Letter is no longer an experiment, but has become part of the service of the Association. It is a clearing house for many and varied subjects, and gives the members first-hand information when it can be of service to them.

The Association has received many commendations for this additional service, and numerous members are having copies of the letter mailed to their different executives and superintendents.

Tin Plate—The tin plate investigations of the preceding five years are being prepared for publication. This report is now in press.

Vitamins—The Association has organized a study of the influence of canning on the vitamin content of foods, in cooperation with the Departmet of Physiological Chemistry of Teachers' College, Columbia University, New York. Information in this field has been greatly needed, and the work now in progress will throw valuable light on the subject.

It has already been demonstrated by Dr. Eddy, of that institution, that canned cabbage contains substantially four times as much of the antiscorbutic vitamin as the same cabbage cooked in the ordinary way. Work with spinach and apples is now in progress, and it is hoped that definite results with those products will be obtained within the coming year.

Processes for Canned Foods—The Association has continued its work in determining processes necessary to prevent spoilage, and distinct progress in this subject has been made. During the summer processes have been published for peas, string beans, beets, corn and pumpkin.

Tomato Products—During the last eight years the Association has issued a considerable number of publications regarding the manufacture of tomato products. During the present year all of this information has been brought together, additional data added and published in bulletin form.

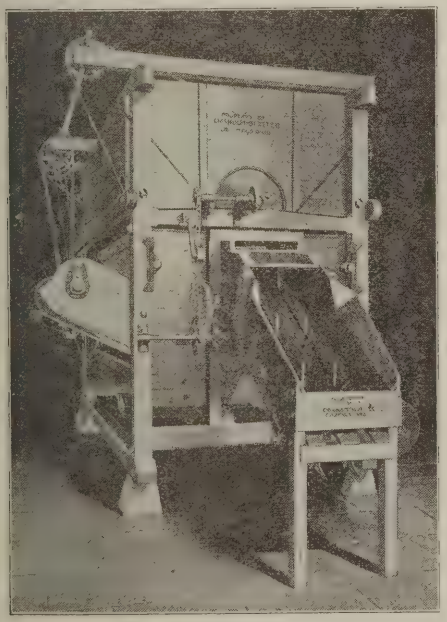
Hard Water—The influence of hard water in the canning of certain vegetables has been studied and a bulletin on that subject published.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

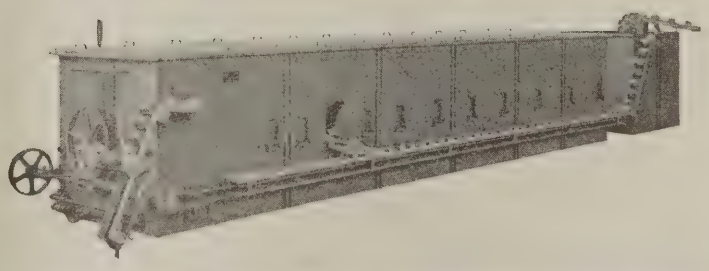
Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



Bacteriological Investigations—A series of experimental packs of peas and corn have been put up inoculated with bacteria of known resistance to heat. Bacteria were selected which would cause spoilage in these products and which are likely to be encountered in canning plants. The results obtained are of value in the work the Association is doing in establishing methods of calculating process time.

Pollution of Water—The Association has extended further its study of the objectionable flavor and odor sometimes given to canned foods by water contaminated with the effluent of gas plants and by-product coke plants. Publications on this subject have been issued and it has been pointed out that this is a general question and one to which every canner should give careful attention.

Perforations—Substantial progress has been made in studying the causes that lead to perforations and in introducing the results of that study into the procedure of canning fruits. Numerous experimental packs were put up which will throw additional light on the question. Detailed suggestions regarding this matter will be given to members of the Association during the coming winter.

Canning Plants Visited—A considerable part of the canning season of 1923 was devoted to visiting the plants of the members of the Association. Extensive trips were made in nearly all canning districts. These visits covered a study of canning methods, problems of sanitation, raw product problems, etc. It is expected that during the coming year the work will be continued.

Corn Black—The experimental work on corn black has been continued. A considerable number of experimental packs have been put up with a view to making further trials for preventing black by coating all metals developed for the can covers with zinc. Experimental packs on this subject were put up in all of the corn-canning districts.

Middle West Work During Past Summer—Since the last meeting of the board the field work has been continued in New York, Michigan, Wisconsin, Indiana, Illinois, Maryland and Virginia. Principal attention has been devoted in the Middle West and East to vegetable crop problems, especially peas, sweet corn, tomatoes and beans.

Tomato Improvement—An illustration of the effective work with which the agricultural colleges is found in the tomato improvement work in Maryland. It was possible to enlist the active interest of one of the county agricultural agents, who had himself been a successful tomato grower. Demonstrations were organized in his county in 1922 to illustrate improved methods of producing plants and growing the crop. The yields of some sixty growers who co-operated in this work were increased to over eight tons per acre, as compared with the average yield for the State for that year of 3½ tons per acre.

At the request of Virginia canners, arrangements have been made to undertake similar work next season for the improvement of production in that State. The authorities of the Virginia Agricultural College are co-operating cordially. A similar plan can be put into operation in other States where canners may be sufficiently interested.

Co-operation With Canners and Universities—Following the conference with the Raw Products Committee of the Wisconsin Pea Packers' Association, written suggestions were made covering service needed by the Wisconsin canners on variety improvement, insect and disease control, and related problems.

The Agricultural Experiment Stations in New York State have been interested further in the improvement of canners' crops. Research work is in progress to develop better varieties of fruits and vegetables, more fully adapted to the needs of the industry and more resistant to plant diseases.

Pea Aphis—Encouraging progress has been made by the combined efforts of the State and Federal entomologists in devising practicable means to control pea aphis. At the suggestion of the Association, the Department of Agriculture has called a conference in Washington for November 20th, at which the progress made during the season will be presented and plans made for further prosecution of the work.

New Contracts—In the last report mention was made of the new contracts established with the Agricultural Experiment Stations in Oregon, Washington and Utah, of the work on the Pacific Coast in the spring and the studies relating to research on pineapple production in Hawaii. It is hoped that the investigations may be extended in the inter-mountain States during the summer of 1924, and that beginnings which have been made in the Northwest may be followed up to definite results.

There are many new contracts which ought to be developed with colleges and experiment stations. A close follow-up of the research already in progress is equally necessary. It is hoped that with the increased membership in the Association it will be possible soon to take advantage more fully of the important opportunities for service.

State Presidents at Board Meetings—President Anderson has wisely invited the presidents of the State associations to the meetings of the board of directors. This was an experiment at the May meeting, and the results were apparent to all of the directors who were present. Again an invitation has been extended to the executives, and their presence at this meeting means that the detailed work of the National Canners' Association will be vividly brought home to the local canners through reports that these executives make to their membership. There is a feeling that the National Canners' Association is something that is remote; that its work does not come home to every canner. What splendid results would follow if this feeling could be overcome and each canner in the United States made to realize that the National organization is composed of men of flesh and blood just like himself. If he could also realize that the splendid work of the president, vice-presidents, directors and committees was being given unselfishly for the betterment of everyone in this important industry, you could be assured of receiving his full support.

The next was the report of the Finance and Executive Committee, and Mr. James Moore reported, but as his report was largely summarized in the above report, we will not repeat.

Swell Claims—Vice-President Roy Clark was called upon to explain the matter of the Warehousing Plan in the settlement of swell claims, and he did so, as outlined above. There was very considerable discussion following this, some of the members plainly showing that they had not grasped the full intent of the Plan, but saying that with its full explanation they were ready to give it their hearty support. During this discussion one member said that the Plan must be put into immediate force or otherwise the matter would become merely a football to be picked about by all interests and never definitely settled. He urged the protection of the consumer, and immediate steps to get spoiled goods off the market.

This debate was kept up until dinner time, when an excellent dinner was served to everyone present. It is worthy of note here to observe how rapidly and without confusion waiters changed the rows of chairs in this big room to places around circular tables, which appeared as if by magic, set a splendid dinner before each one, and that finished, as rapidly cleared away all parts of it, removed the tables, rearranged the chairs, and the meeting went on as if nothing had happened.

Before dinner it had been moved and seconded that the Plan be adopted and put into execution at once. A vote was taken on this, and it was unanimously carried.

The resolution was as follows:

Whereas, it is deemed of great importance that all spoiled or swelled canned foods be eliminated from the channels of trade as speedily and effectively as possible, and,

Whereas, a simple, just and workable plan has been developed by the members of the National Canners' Association Conference Committee, and,

Whereas, this plan has been endorsed and co-operation promised by the Bureau of Chemistry, Department of Agriculture, nineteen State and many city food officials, and,

Whereas, the proposed plan will furnish exceptional opportunities to scientific men for the study and control of the causes of spoilage and thus assist in perfecting the art of canning;

Therefore be it resolved, that the officers and Conference Committee of the National Canners' Association are hereby directed to put such plan into effect at once; and be it further

Resolved, that the officers and Conference Committee are hereby authorized to make such amendments to the plan as in their judgment are for the best interests of the industry.

(Signed) L. A. SEARS,
MERRITT GREENE, JR.,
J. A. HAGEMANN.

Report of Tin Plate Committee—Dr. Elwell made an exhaustive report on the matter of better tin plates, and showed by figures what it would mean to both canners and canmakers if this could be produced in a definite and standardized manner. His report covered experiences in actual cannery operation, and he showed that claims for spoilage could be materially reduced by the use of better tin plate, or the careful sorting out of bad cans and covers as now received. His report was received and accepted and a vote of thanks tendered to him and his committee.

The Committee on Simplification of Containers, through Secretary Gorrell, read a letter from the Department of Commerce

outlining the need of standardization of can sizes, and it was moved and carried that a committee be appointed to co-operate with the Department of Commerce.

Mr. W. R. Roach reported for the Refinancing Committee, and had Mr. William Fromm read the record for this account and the balances due.

Mr. Roy Clark, speaking to the question of Canned Foods Week, said the canners would have to bestir themselves and send in their contributions, so that the canners might make some kind of a showing against the big contributions of both time and money being made by the brokers and wholesale grocers. The unit of $10 per line of machinery is called for and expected, and no one is exempted. All must have share in this big advertising effect of the industry. Contributions may be sent to the office of the National Canners' Association, Washington, and should be sent at once. It is necessary to order and have ready all the mass of printed matter, banners, etc., and it takes time to prepare this.

Mr. Charles H. Hunt, as Chairman of the Pea Section, reported on the new definitions of standards as explained above, and these were unanimously adopted.

The members learned that the National Canners' Association is in stronger financial position than ever before; has more members, and is in a more flourishing condition, and they had seen safely passed the Warehousing Plan, and they were well satisfied with the work.

Note—The Conference Committee, with the Wholesale Grocers, presented the Plan to the Committee of the National Wholesale Grocers' Association on Tuesday afternoon and night. The grocers' complete committee was not present, but those present were clothed with authority to act, and they would not accept the Plan, holding out for a flat allowance.

On Wednesday morning the Plan was submitted to the committee of the American Wholesale Grocers' Association, and was rather enthusiastically accepted, and on Thursday President McLaurin, in his address before the Western Association, said he thought the Plan would be welcomed.

GOOD APPLES AVAILABLE IN ANY SEASON OF YEAR

THAT Pennsylvania annually produces a bounteous crop of apples as fine in quality and flavor as any of those imported from other States or other countries, is a conviction held in many a Pennsylvania home today as a result of the Apple Week celebration.

Commenting on the readiness with which people in every part of the State joined in the movement to learn more about Pennsylvania apples and to help in the greater distribution of this season's large harvest through local markets, Secretary of Agriculture Frank P. Willits urged that the great amount of interest displayed be continued and that the use of apples in the daily menu be extended as long as the supply is as plentiful and the price as moderate as at present.

In a great many families the consumption of apples ceases as soon as the fall season closes. From the wide variety of apples grown in Pennsylvania it is evident that the eating of apples is not curbed by any lack in the supply of apples suitable for the purpose. The housewife finds a good choice of varieties on the Pennsylvania market in all seasons.

For use from September until the first of the year, the favorite varieties include Delicious, Jonathan, King, McIntosh, Grimes, Ewalt, King David, Smokehouse and Bellflower. Through the winter months, Stayman Winesap, Northern Spy, Baldwin and the Rhode Island Greening are enough to gladden the heart of any housewife. For late winter and spring use, Rome Beauty, Ben Davis, Pound, York Imperial and Gano are most popular on the market.

DR. FELLERS RECEIVES APPOINTMENT

Dr. Carl R. Fellers has been appointed Associate Professor in charge of the newly-established Department of Food Preservation, University of Washington. Dr. Fellers was formerly associated with the U. S. Bureau of Chemistry and with the National Canners Association. He assumed his new duties on October 1, 1923.

The Little *Pea* with the *Big "Rep"*

ROGERS WINNER

Smallest seeded canners' variety in existence.
Runs 1000 more seed to the pound than Alaska.
Just as early, and a better yielder than Alaska.
Pays you far better, averages 90% in 1's, 2's and 3's. Originated by A. L. Rogers, and perfected by years of careful breeding and selection.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Originators
Breeders & Growers
Chicago

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—Five 40 x 60 open process kettles in first class condition.

Address E. M. Records & Co., Townsend, Del.

FOR SALE—

1—8 Disc Sprague Hawkins Exhauster
1—40x60 Closed Retort
2—40x72 Closed Retorts
1—35 H. P. Buckeye Horizontal Engine
1—Sprague Lowe Hand Filling Table
1—Sieward Deep Well Pump
Process Kettles – Crates – Shafting – Hangers – Pulleys and other Canning Equipment.

Canning Machinery Exchange, 409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—

We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A-1107 care of The Canning Trade.

FOR SALE—2 Horizontal Baker Retorts and cages.
1 Ayars Pea Filler with briner.
1 Ayars Pea Filler without briner.
2 Townsend String Bean Cutters.
1 International Time Recording Clock.

These are in Bankrupt stock of Eau Claire Canning Co. of which I am trustee and can be purchased cheap.

Address G. R. Bones, Trustee Eau Claire Canning Co.
121 Lake St., Eau Claire, Wis.

FOR SALE—2 Huntley Monitor No. 6 Graders. Used but one season. 1923 models in perfect condition.

Apply Box A-1109 care of The Canning Trade.

FOR SALE—Corn canning factory located in Central Indiana. Good railroad facilities and labor conditions. Ample acreage can be secured; Country Gentlemen Corn at $12.00 per ton, Evergreen at $9.00 per ton.

Address Box A-1110 care of The Canning Trade.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

WANTED QUICK—One Monitor Style "X" Washer, must be in first class condition; also one No. 10. "Wonder" or Anderson Cooker and one No. 3 "Wonder" or Anderson Cooker.

Wire or phone A. K. Robins & Company, Baltimore, Md.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE

— — Multigraph,
with printing attachment
— — Addressograph,
with about 1400 names of wholesale Jobbers

Excellent condition cheap

Apply The Trade Company, 107 S. Frederick St., Baltimore, Md.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.

H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Two story brick building at Hudson, Colo. Designed for pea canning factory. Power and city water. Also two pea filling machines and 100 H. P. Boiler. Will sell separate items if desired.

John H. Post, Receiver. 1151 Logan St., Dever, Colo.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) Wm. C. West & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tipe, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
in Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
in Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
in Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra. No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.15	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶ .90
12 Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3	1.20	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.15	....
Standard, No 10	3.85	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.45	1.35
Standard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	5.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.10	1.10
Standard, No. 3, f.o.b. County	1.10	1.15
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.30	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3 50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.72	Out
Maryland, No. 10, f.o.b. Balto	3.50	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	1.75	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.50	¶1.50
Standard, No. 2, in Syrup	1.25	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.50	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.50	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.40	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

generally are backing up the jobbers in their attitude regarding warehouse plan as against flat allowance, and the chain-store interests have placed themselves on record as being against the warehouse plan.

Local Laws—At present New York City health laws demand the immediate destruction of spoiled canned foods, where and when found. The authorities, however, have been rather easy in their enforcement, and have permitted retailers to sort out their spoils from the rest of their stock and hold it until inspected by the jobbers' salesman and credit allowed. In some instances the retailers have been returning labels for credit. It is not believed that the local officials will enforce the law to the letter until the entire situation has been ironed out in a national way.

Salmon Restriction — The Bureau of Fisheries in issuing licenses to salmon canners to operate in the Bristol Bay section next year has curtailed the fishing facilities of the canneries to such an extent that canners estimate 600,000 cases of reds will be cut from the pack during 1924. The reservations embrace Bristol Bay, Cook Inlet and waters adjacent to Afognak and Kodiak Islands, as well as the Alaska Peninsula. The restrictions have been based, to a large extent, on the curtailment of fishing gear. In the Nushagak district of Bristol Bay during the past year canneries were permitted to operate 12 gill-net boats per line of machinery, each using 200 fathoms of gill net. During the coming season only seven boats per line of machinery will be permitted in this district. On the Naknek-Kvichak side of Bristol Bay, where it is considered that the fishery is in a more healthy state, the boats have been reduced from the 12 permitted last year to 10 for next season. In the Cook Inlet district operations have been reduced 50 per cent, and in this district restrictions apply not only to the reduction in gear, but to the maximum pack permitted. In what is known as the Ikatan False Pass district the maximum pack permitted for 1924 has been reduced about 10 per cent.

To Market Pack in U. S.—Far from being discouraged by these restrictions, salmon canners in some instances welcome them. The pack will not be so unwieldy, the canners believe, and they will be able to market their pack in the United States at good prices. The regulations, of course, affect mainly the pack of reds. With Great Britain giving the Canadian pack a preferential tariff, and with Japanese competitors cutting into American sales in England, the packers will now be able to market practically their entire pack in the United States.

Sardines Again Advance—Continued scarcity of sardines has forced another upward movement in Maine sardine canners' quotations, and the market was advanced today to the following basis: Key quarter oils, $5.75; keyless quarter oil, decorated, $4.65; key three-quarter mustard, cartons, $5.40; key three-quarter mustard, decorated, $4.80; key quarter, smoked, cartons, $6.00; key quarter, smoked, wrapped and labeled, $6.30, all prices per case, f. o. b. Eastport, subject to sellers' confirmation and pack, and prior shipment of orders already on hand. Packers are predicting a still higher market later on in the year.

Book Future Peas—The future pea game has gotten under way very early this year, and several Wisconsin canners have already booked business on their 1924 pack. Local buyers, it is understood, have booked 1924 Wisconsin peas on the basis of 1923 opening prices for the entire line. Reports from Chicago, however, indicate that business has been booked there at 1923 opening prices, save on the larger siftings of standard quality, which were quoted 5 to 10 cents over the 1923 basis. Several prominent local canned pea brokers are attending the convention of the Wisconsin Pea Packers' Association in Milwaukee this week, and it is probable that further trades will be reported when these brokers get back to their offices here.

No Change in Tomatoes—There has been no material change in the tomato situation reported during the week, and prices remain quotably unchanged. Spot buying is confined to small quantities. California canners will deliver pro rata on standards in some instances, it is reported. The market for Coast shipment is nominally quoted at $1.15 for 2½s and $3.85 for 10s standard in puree, with solid pack at $1.60 for 2½s and $5.00 to $5.15 for 10s, all prices f. o. b. California. Indiana is practically cleaned out of 1923 pack, and no accurate price basis is available.

Corn Movement Quiet—Standard corn movement has slowed down somewhat during the week, and sales were reported at 90 cents per dozen, f. o. b. cannery. Many canners continue to quote the market firm at 95 cents for standards, however. Fancy corn is practically unobtainable in first hands. Trading in the retail market is not active, as distributors require the stocks they have for the needs of their own retail trade. Many of them received only pro-rata deliveries on the future purchases this year.

Fruits Steady—Additional buying of canned fruits for factory shipment has continued quiet. Jobbers are now adequately supplied with the fruits which they purchased on future contracts this year, and they have no desire to further increase their stocks until after they have taken stock at the turn of the year. The Coast situation is strong, however, and the market is rather closely sold up. There has been an advance in low grade No. 10 goods all along the line.

Pack Own Lye Hominy—California canners are coming to the fore as packers of lye hominy, and sales of Eastern canners are consequently falling off in Western markets. The California packers can afford to take care of the Coast trade better than the Eastern canners, as Eastern packed hominy has to stand a heavy freight rate in reaching the Pacific Coast markets.

Personal Notes of the Trade—Members of the sales force and buying departments of R. C. Williams & Co., Inc., tendered a "Honeymoon Dinner" to Arthur P. Williams, president of the Corporation, last Saturday night.

E. E. Chase, Jr., and E. N. Richmond, of Richmond-Chase Co., prominent canners, with headquarters at San Jose, Cal., were in the market this week, making headquarters with their brokers W. D. Breaker Co., Inc.

J. E. Baker, of the Wilson Canning Co., of Monroe, N. Y., was in the market during the week, stopping with George A. Mendes.

Archie Clarke, of A. C. Clarke Co., is attending the Wisconsin Pea Packers' Association Convention in Milwaukee this week.

Allan Bacon, of Bacon & Trubenbach, is also taking in the Pea Packers' Convention.

Another member of the local brokerage fraternity at the Milwaukee meeting this week is John Gilliam, of J. M. McNiece & Co.

CHICAGO MARKET

Meeting of Western Canners Most Resultful Ever Held—Indiana Pack About Three-fifths of 1922 Output—Many Fine Quality Peaches Packed in Michigan—Notes of Interest to the Trade.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chisago, November 16, 1923.

THE Western Canners' Association Convention, held here last week, is said to have been one of the most resultful ever held by that Association. There was quite a large attendance of canners and others, and much interest was taken in the addresses and proceedings, a summary of which will appear elsewhere in this paper.

It was reported that a number of Wisconsin canners named prices of canned peas of 1924 pack for future delivery, and that some considerable contracts were closed during the week.

The President of the Indiana Canners' Association in his address stated that the pack of canned tomatoes in 1923 would aggregate not to exceed 750,000 cases of 3s, or, rather, of all sizes reduced to 3s. This is about three-fifths of the size of the pack for 1922. He also stated that there was only a very small quantity of canned tomatoes left in the State of Indiana, consisting of less than carload lots, and that quite a number of the canners of that State had been compelled to deliver short on the orders they took for future delivery.

I heard of a sale the past week of 2 000 cases of No. 3 extra standard tomatoes to come to Chicago at $1.50 per dozen, f. o. b. cannery. This was said to be about the only lot of importance to be found in that State.

Indiana has packed quite a quantity of canned corn of excellent quality in Evergreen, Country Gentleman, fancy, extra standard and standard, and still has unsold a portion of the pack. Standard is being priced at 90c, and the other grades at proportionate prices, f. o. b. cannery, Indiana.

Michigan has packed quite a quantity of canned peaches this season, and the quality is said to be unusually nice, especially of the early varieties which ripened a little more thoroughly before they were packed. Michigan canners have a few peas left unsold, but they are of grades that are not so promptly salable. They have no standards and only a few of the higher grades and smaller sizes. Michigan is making a fine record this season in canned apples.

She has seized the opportunity of packing heavyweight or olid-packed apples, and has almost entirely excluded the Pacific Coast canners of apples from the Chicago market by so doing. t is a little remarkable that the Southern canners of sweet potatoes or yams seem to be indifferent this season about pushng sales. Whether this arises from the fast that they are oversold to their production, or whether they are reluctant to meet he competition of Maryland, Delaware and New Jersey packers, vhose prices are lower, is not known.

Higher grades of yellow cling California peaches are in request in this market, and jobbers are temporarily buying from each other. The output of the fancy and choice grades is said to be small this season because, although the crop of peaches was large, it ran to small sizes, too small from which to make the fancy and choice grades, and, therefore, those grades are restricted as to output.

The Wisconsin Pea Packers' Association is holding its convention at Milwaukee this week, and there is said to be quite a large attendance. The National Kraut Packers' Association will hold a convention at Hotel Sherman, Chicago, at 10 A. M., December 4, 1923, and all kraut packers, whether they belong to the Association or not are invited to attend.

There does not seem to be that interest in canned spinach that has been evidenced in previous years for some reason. It is possible that the price has been advanced to a figure that renders the article a slow sale to the consumer. It is known that the price is very much higher this year, and was higher last year than formerly.

The demand for canned pumpkin is somewhat easier than it was, as the requirements of the wholesalers have been pretty well taken care of by the Indiana and Iowa canners.

Canned corn is gaining strength, for although there is considerable canned corn yet unsold in Illinois and Iowa and some unsold in Wisconsin, Indiana and Ohio, still the quantity remaining in first hands is very much smaller than at this period last year, and canners all feel confident of their ability to dispose of their holdings at prices now asked or even at higher prices.

On the other hand, the wholesale grocers are trying hard to buy canned corn at prices beneath the average asking price, which is 90c for standard. I can hear of no sellers at a lower price than that.

It seems likely that the new plan for the disposition and destruction of swelled or spoiled canned foods which has been installed by the National Canners' Association will prove acceptable to nearly all the wholesale grocers. The National Wholesale Grocers' Association refused to accept the plan, but the individual members of that Association, when spoken to about it, do not seem to be very deeply interested—in fact, seem to be rather indifferent—so I do not anticipate that there will be any strong opposition, unless the canners continue to give the flat half of one per cent discount in lieu of a swell grauantee to the chain stores. If that practice is continued, of course, all wholesale grocers in the United States, including all the members of the National Wholesale Grocers' Association, will demand the same allowance.

All the canners have to do in order that the plan go into effect is to stand firmly by the resolution adopted by the National Canners' Association and the Western Canners' Association and insist that the swells and spoils be shipped to the zone or regional warehouse for inspection, destruction and the remuneration of the buyer.

CALIFORNIA MARKET

Market Steadily Strengthening — This Year's Fruit Pack Lighter Than Last—Holidings in All Lines About Cleaned Up—Trade Mark Act to Be Enforced— Coast Notes.

By "Berkeley,"

Special Correspondent "The Canning Trade."

San Francisco, Nov. 15, 1923.

THE market for California canned products is in a firm shape and is steadily growing stronger, although no advances in prices have been made of late by packers. Withdrawals are in order, however, and considerable trading is being done by first hands to accommodate buyers. An interesting feature of the situation on fruits is the fact that the surplus on standards and seconds, which was quite heavy in the spring, has been moved, and in many cases these grades are more difficult to locate than choice or fancy. Some canners did not pack the lower grades, except against orders, and now find that they could dispose of additional holdings, if they were available.

Fruit Pack—Federal Reserve Agent John Perrin has compiled figures on the canned fruit pack in the Pacific Coast States and has announced that the output will be lighter than in 1922. Of course, this has been known to packers for several months, but a statement from this official will attract attention in quarters where reports of canners do not reach. In speaking of the pack he recently said, in part: "The peak of the fruit canning season in California has now been passed, and although official statistics of the 1923 pack are not yet available, commercial reports indicate that canners did not materially alter their early season plans, which called for a pack appreciably smaller than that of 1922. Canners in the Pacific Northwest this season have generally followed the policy of packing fruit only to fill orders received. Rising prices for canned fruits during recent weeks have caused an increase in the volume of such business, and, as these packers are still operating on the later varieties of fruits, it is reported that the total of the 1923 pack may be somewhat larger than was previously estimated, although still below the pack of 1922. Domestic demand for canned fruits has increased moderately during recent weeks, and some wholesalers and jobbers are reported to have abandoned their earlier plans of buying to meet current needs only, and to be now satisfying a part of their future requirements. Export sales have continued in relatively small volume, although activity in the foreign market during the first weeks of October was reported to have been greater than during the previous period this season. Opening prices, and those advances over opening prices which were announced about the middle of September, have been well maintained during the past four weeks. On October 10 the largest factor in the trade withdrew from the market its offerings of some grades and sizes of apricots, cherries, grapes, peaches and plums."

Fruit Packing Ends—Since this report was compiled packing operations on fruits have come largely to an end, but the references to market conditions continue to hold good. The export demand, however, is nothing to get excited over and no one in the trade is depending upon foreign markets.

Tomatoes—Warm weather continues in California and a few canneries are still handling tomatoes, but the quantities packed from now on will be light. Some packers are still quoting prices, but are not in a position to care for any large orders, and are keeping one eye on stocks and the other on orders. It is very likely that within a few days after the season is definitely ended the leading factors will be out of the market. The pack is larger than seemed likely a few weeks ago, owing to the length of the season, but a much larger one could have been disposed of without difficulty.

Pears—The Bartlett pear season has come to a close, canners having worked up all their holdings held in cold storage and all shipments having been made to Eastern points have been disposed of. It is estimated that the canned pack will not be more than 65 per cent of that of last year, or in the neighborhood of 1,250,000 cases in round numbers. The dried output was very light, being about 1,000 tons, as compared with 6,000 tons in 1922. Splendid results were secured in shipping Bartlett pears to the Eastern fresh fruit markets, and this business will probably be greatly developed in the future. That it will be good for the canning end of the business is the opinion of many who hold that the demand for fresh pears during the fall months will result in a call for the canned fruit the rest of the year. The fresh fruit market offered better returns this season than canners, and shipments were made from districts which had never sent pears East before.

Spinach—Holdings of California spinach are now very light and the demand is such than an early clean-up of the pack is assured. Firms making a winter pack are quoting opening prices at $1.22½ for No. 2 and $1.45 for No. 2½. The winter pack, however, is light, compared with the spring pack.

Shipping Problems—At a recent meeting of the Eastbound Intercoastal Conference held at San Francisco, a resolution was passed that Collector of Customs William B. Hamilton be asked to continue the old method of billing canned foods under that heading alone. Some time ago an order was sent ship operators from the Customs House requesting that canned foods be specified in kind, as canned salmon, canned fruit, canned crab, etc, on manifests turned in. Operators are

protesting this ruling on the ground that their bills of lading do not show the kind of canned foods shipped, and that they have no means of ascertaining this information. If the ruling is enforced, ship owners state, it will mean a loss in time and money. They are asking Collector of Customs Hamilton to lend his assistance in having the ruling withdrawn.

Notes—California canners are complaining that their branded boxes are being used by growers and others, and warnings are being sent out to the effect that violations of the trademark act will be prosecuted. According to the law, a jail sentence, a collective fine or individual fines for each of the containers used can be levied by the court.

The freighter West Notus, which arrived at San Francisco recently from Buenos Aires, brought a shipment of 9,951 cases of canned corned beef, a new commodity in South American trade.

Zeddie R. Teagarden, former president of the Placer Packing Association, of Auburn, Cal., passed away in that city November 4. He was a well-known orchardist and was the son of J. A. Teagarden, regional director of the California Farm Bureau.

MAINE MARKET

Steady Business in the Jobbing Trade—Corn Situation Fails to Improve—Blueberries Out of the Market—Clam Season About to Start—Notes.

By "Maine,"
Special Correspondent "The Canning Trade."

Portland, Me., November 16, 1923.

THE jobbing trade in this market reports a steady, but not brisk, business, the usual pre-Thanksgiving buying being somewhat lighter than in other years. Collections are very good and business is healthy, if not large. General conditions throughout the State are improved since our recent rains, but even now the water supply is very low, indeed, and many industries are unable to operate to capacity. This, of course, has direct bearing on the grocery trade, as idleness in the manufacturing centers is quickly felt by all branches of merchandising.

The corn situation has not improved in the past month, the only change being the confirmation of former rumors into definite reports. It all resolves itself into "Yes, we have no corn." If there are any lots now in first hands, they are evidently being carefully guarded for later selling, and there are practically no offerings on the market today. There is still an active demand, and the last prices reported were $1.50 or better for Crosby and $2.00 for Golden Bantam.

Blueberries are out of the market, too. This puts the industry back onto its old-familiar footing of being cleaned up at the end of the season and starting the new year with a clean slate. It is safe to prophesy that never again will the berry canners produce a surplus of stock, even in the rare years when they have a bumper crop. As a general thing, blueberries are sold in advance of the pack, and then the crop fails! However, with the movement now on to improve the berry fields as well as the factory methods, doubtless the yield will be increased and a full delivery on future orders practically assured.

The clam season is starting in, though offerings are not as numerous as in other years. $1.25 and $1.85 for 5-oz. and 8-oz. are firm quotations today.

The sardine production is another thing which shows no improvement as the days go by. The end of the season is with us, and the small pack is becoming more plainly realized by all interests. To say that the up-put is half of 1922, and to remember that 1922 was a very light year on account of market conditions, is one way of understanding how small this season's business has been. There really are no prices to quote. When standards can be sold, they bring something over $4.50 factory, and have been quoted at $5.00 or better. Other grades are scarce and bring varied prices for occasional sales.

Notes—E. M. Lang, Jr., is in New York and Chicago on a business trip this week.

Mr. T. H. Johnson has just been elected president for the coming year of the Portland Club, the largest men's club of this city. Mr. Johnson has been a canned foods broker in Portland for many years, an active member of the Portland Club, and his election is evidence of the high honor and esteem in which he is held by his associates. Mr. Johnson was for many years a familiar figure at the canners' conventions, and has a very wide friendship in the trade throughout the country. Even now, though he admits being eighty-one years old, he is active in his business and in many civic and social movements.

MARYLAND CROPS WILL BE DISPLAYED AT CHICAGO

THE International Grain and Hay Show, to be held in connection with the International Live Stock Exhibition at Chicago, December 1 to 8, inclusive, will exhibit all of the Maryland leguminous crops and other farm products.

A large display of apples will include specimens of the Grimes Golden, Jonathan, Norman Beauty, Black Twig, Stayman Winesap, Banana and Baldwin varieties. In addition, this booth will feature three different kinds of honey produced in the State, namely, white clover, locust and wild tulip. Maple products from the western portion of the State and tobacco products from the southern portion will also be shown.

At the International last winter the quality of the corn produced in Maryland was the wonder of the show crowd, and this year corn will again be given a prominent part in that State's exhibit. Daily shipments of oysters will be received for distribution to those particularly interested in the products of this progressive State. Other educational matter which will be included in the booth will treat with the various types of dairy and beef cattle now being raised in Maryland and with the selection of seed corn and the handling of tomatoes for canning.

The Maryland State Exhibit will be in charge of K. A. McRae, of the State University, College Park, and, together with the other official exhibits from various parts of the country, should prove one of the most popular features of the exposition.

400 BUSHELS OF POTATOES PER ACRE

IF W. W. Stauffer, of Kosciusko County, Indiana, can raise 400 bushels of potatoes per acre, why does the average Indiana grower raise only 69 bushels? That probably is a question that the average Indiana grower must answer himself. He can get a lot of help through from the experiment station, and also by talking it over with Mr. Stauffer, who has averaged over 300 bushels per acre for the last four years.

This year he used 450 pounds of potash and acid phosphate per acre on most of his potato land. When the fields were inspected late in September, it was estimated that one field of rurals planted June 8 would yield 439 bushels per acre. Another field of Irish Cobblers planted June 30 was estimated to run 400 bushels.

—— Too Late To Classify ——

WANTED—By Western New York State factory an assistant superintendent who has a full knowledge of packing Peas, Green Refugee Beans, Golden Bantam Corn, Tomatoes, Beets, Pears and Apples. We wish a man who is thoroughly competent in securing and handling Italian or Polish help. Must have good habits and not be afraid of work. For a man answering these qualifications there is an opportunity for advancement to position of superintendent or manager. Kindly state full particulnrs in first letter giving the places you have worked for the past five years.

Address Box B-1114 care of The Canning Trade.

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction
and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

THE PERFECT DRY PASTE
JELLITAC
Made from wheat
Send for sample
Arthur S. Hoyt Co.,
90 West Broadway New York City

PASTE IT WITH JELLITAC "IT STICKS"

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED



LANGSENKAMP

Kettle of Superior Quality

In All Sizes

This is the key note which for the past fifty years has been perpetuated in all our products.

Kern Lightning Finisher
Indiana Pulper
Indiana Pulper Finisher
Indiana Chili Sauce Machine
Indiana Pulp Filler
Copper Steam Jacket Kettles with Agitators or of tilting type.
Kook-More-Koils
Washers, Sorting Tables
Cypress or Enamel Lined Tanks
Spice Buckets
Wire Solder, Flux
Firepots for Soldering

56

130-142 E. Georgia St.,
Indianapolis, Ind.

SMILE AWHILE

THE ONE WAY OUT

As I gaze upon the clothing
In the windows on display,
And read the price-tags on them,
I am filled with deep dismay;
And the gazing starts a yearning
For the tropic South Sea Isles,
Isles of never-ending summer,
Blossoms, love and crocodiles.
Ah, 'tis these I'd love to wander,
Breathe the warm and fragrant air,
Far from clothing shops and price-tags,
For they wear no trousers there.

Chorus:

Yes, I'm yearning, yearning, yearning,
For a lovely South Sea Isle,
Where a man can cut expenses
Wearing sunburn and a smile;
There I'd hasten me tomorrow
Did I have the steamer fare,
Far from shiny pants and patches,
For they wear no trousers there.

Many times my searching fingers
Find my trouser pockets bare,
And there comes the sad conviction
That friend wife has beat me there.
Then, indeed, my heart starts yearning
For that sunny South Sea Isle,
Where it profits not the ladies
To be guilty of such guile;
Where a man can sweetly slumber
With a mind that's free from care,
Far from wives who rifle pockets,
For they wear no trousers there.

GOLLUF

"What is considered a good score on these links, son?"

"Boss," replied the colored caddy, "most of de gents wha plays heah tries to do it in as few strokes as they kin, but i usually takes mo."

PROGRAM

I am Progress. At my bidding
Age-old customs melt away;
Constantly the world I'm ridding
Of the things that cause decay.
New inventions ever springing
At the beckon of my hand,
To a fuller life are bringing
All the world whereon we stand.
If you'd serve me and adore me,
Bow, and bend the knee before me.

—N. C. R. News.

THE DECISION

"Rastus, which do you prefer for a Christmas present, a to of coal or a gallon of whisky?"

"Boss—Ah burns wood."

SEND 'EM BY AIRPLANE—THEY USUALLY GO DOWN

A lady talking of spiritualism said she had lately got int communication with her deceased husband who had asked fo cigarettes, but, she said, "I am at a loss to know where to sen them."

"Well, ma'am," said one of the company, "ye ought to know if he didn't ask for matches!"—Reynolds' Newspaper (London)

"LANDED"

"We want a man for our information bureau," said the man ager; "he must be a wide-awake fellow and accustomed to com plaints."

"That's me," replied the applicant; "I'm the father of twins. —Widow.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

RTHUR I. JUDGE . . . . . Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE ANNING TRADE for inquiries and discussions among themselves on l matters pertaining to their business.

Business communications from all sections are desired, but nonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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ol. 47 BALTIMORE, NOVEMBER 26, 1923 No. 14

EDITORIAL

THE TRI-STATE MEETING—In this issue we give you the accounts of the great western meetings of canners—that of the Western Canners and also of the Wisconsin Pea Canners Associations, in full as far as we have them. The Indiana anners have met this week, and we hope to give you an account that in our next issue; and other western meetings are booked r meetings—the Minnesota canners on November 26-27; the wa-Nebraska canners on December 4-5; the Ohio Canners on ecember 6-7, and then these meetings switch to the East, and e big meeting of the Tri-State Canners Association will be held December 10-11, at the Adelphia Hotel, in Philadelphia. This the great meeting of canners of the East, calling them from l States on the border, and not alone from the three States vered by the title. There is always a big crowd; the meetings e business-like and important, and there is likewise much good ntertainment. The Get-Together Committee, which is but anher name for the Machinery, Supply Men, Brokers, etc., to entertain the canners, are now at work upon an elaborate enterainment program, and we need mention nothing more to the nventionite who has been present at one of these entertainents. But the Tri-State meeting will not be all entertainment. resident Records is a business man, and he will see that the g questions of the hour will be well considered. A. D. Radeaugh will have more interesting results to resort on his Better omato growing experiments; and the Executive Committee, all xperienced canners and convention men, are planning a busiess session which no canner can afford to miss. This convenon is not confined to members of the Association; the doors and wide open to all, and all are welcome and wanted. If you re wise you will make hotel reservations early.

Immediately following the Tri-State meeting will come the ew York State meeting, at Rochester, on December 12-13. hen you will be let alone for a while to enjoy the Christmas eason.

VIRTUE (Quality) Has Its Own Reward—Since the earliest days of the industry the cry has gone up that it does not pay to pack quality, because the buyer looks only at the price. ften this has seemed true; but only to the same extent as when man says that it does not pay to be honest because all the orld is dishonest. There is a distorted sense of morality about ich thinking that is not right and we all know that it is not ght. "To the bad all things are bad," and "to the crook all men re crooks."

The pea canners of Wisconsin have learned that quality pays ot only in dividends, but in quick turn over of an ever-increasing mount of canned peas, and we doubt if anyone would be able o make those canners again believe in the sophistry that packg quality does not pay. And other sections are rapidly learng this basic policy that honesty is the best policy. California aw this truth long ago, and Hawaii has built to undreamed of heights upon this one solid foundation—quality. And be it said and understood that the canners of all other products have seen the light, and are following after it, so that more canners today are honestly striving after quality than ever before—Corn canners, Tomato canners, String Bean and Baked Bean canners, Kraut canners and canners of all kinds of food products; so much so that 1924 will clearly mark the distinction between the careful, quality canner and the canner of trash.

That distinction is clearly evident today in the sale of futures and if there is a canner who does not know how to read the signs let us tell him that the canner who has made a reputation for quality, dependable goods, is being "feeled out" on futures even if orders are not yet offered; but the canner whose reputation is uncertain, whose goods are uneven, poor or trashy, is being left alone. He may wonder why he is neglected; why no one seeks his goods; he may even doubt that anyone is seeking, much less buying futures, and the fact that he is always the last to feel the force of demand may not have been understood by him until now. He need no longer be in doubt. A few cents per dozen makes no difference to the buyers. Of course, they squeal and holler, but when it comes down to the question of goods in which they feel absolute confidence as to their uniform good quality at a higher price, and those of uncertain quality or known uneveness at a slightly lower price, they do not hesitate to take the better goods, and neither would you. That is but human, and so the market is first cleaned up of the known quality goods; then of the less well known or slightly lower quality and so on down until the trash packer finds himself the last holding goods and the last called for. You will say that this is how it should be, and we say that this is how it is, because it is simply human, natural, and all the sayings to the contrary, all the evidences of buying poor quality goods, because, as one well known broker said recently, retailers want a cheap can for a cheap trade, are the exceptions and not the rule and not nearly as true nor as extensive as they would have us believe. It used to be so, yes; but the really cheap buyer no longer exists; he went out of fashion with the advent of war wages. It is a point worth keeping in mind during your preparations for 1924.

THOSE "Business Sessions"—In deference to the evident wishes of the Wisconsin Pea Canners Association, we made no effort to report the "Business Sessions" of their convention—the Tuesday and Wednesday morning sessions, and the sessions of the Sections, leaving such report of these meetings to Secretary Nicholoy as he cared to make public through these pages. Unfortunately he was obliged to attend the conference of agricultural experts in Washington on the 20th and 21st, having been instructed by the convention to go there, and this left him no time to do this added work. Hence our report will be found without these important features. It will be published next week, and a delay of a week will detract in no way from its interest and importance; and certainly no blame attaches to this active, hustling, hard-working secretary.

USE the Warehouse Plan Clause in All Contracts—The industry must recognize that the method of swell claim adjustment is now by way of the Warehouse Plan. It is no longer open to debate. The industry has pledged itself to this, and all canners must use it. We have spoken of this so often and gone into such minute detail of the plan that it should not be necessary to repeat here; but if anyone is hazy in his views about it, or desires further detail, let him read the addresses of Royal F. Clark and President James A. Anderson in this issue. But we wish to say just this one thing: The Pure Food authorities of the country are practically demanding that this industry take this step, so that there will be a certain and sure ending to the misuse of these swelled canned products. They were forced to drastic action because there had arisen an extensive trading in swells, greater than any individual canner is willing to admit, because he knows little or nothing of it, but the facts of which are indisputable. The flat allowance is a direct feeder of this nefarious practice; in fact, the practice grew out of this style of settlement, as unscrupulous scoundrels found or saw the opportunity to collect the swell claims and then make an additional profit on the sale of the spoiled goods. It is not supposed for an instant that any of the great buyers are a party to such things; they merely made the claims for the swells, but warehousemen, truckmen or janitors with access to these goods, instead of dumping them, sold them, and had worked up a regular outlet for them. This is a bald statement of a nasty situation, but it needs be stated plainly, and once stated and understood no canner should be a party, directly or indirectly, to such procedure.

The industry is obliged to protect itself and the wholesale grocers, chain store men and jobbers, in all sections of the country, must rally behind the canners in this, and they will do so to the man. It has been truely said that this is a canner's problem, and the canners will handle it without gloves.

Therefore, write your contracts with this Warehousing Plan included, using the clause as it has been given in these pages, and do not let anyone talk you away from it for any reason. The industry is a unit on this and there should be no deserters. The National Canners Association has adopted it; the Western Canners Association also, and the Wisconsin Canners likewise, and every association will incorporate it as their set contract. It is today the method of selling canned foods, and let's have it unanimous.

PROMINENT BROKERS ENDORSE WAREHOUSING PLAN

Mr. Arthur I. Judge, Editor,

Baltimore, Md.

My Dear Sir: In the Canning Trade, issue of November 12th, referring to the Dr. Geiger article, The Quality of Foods for the year 1920, 21 and 22, Destroyed, Etc.

I am just real curious to know how these figures were obtained? How many times these goods were destroyed? Offered to junketers, resold, again picked up, condemned, destroved and the round continued, again to find their way into trade channels as jam, jell and preservers stock if fruit, or cheap eating houses if vegetables.

These figures look astonishingly large, and I do not dispute the count, but am doubtful of the method of arriving at the grand total. Has it occurred to you that if the warehouse plan that you have been advocating so long and justly had been in operation such a thing would not have been reported to the shame of the canning and jobbing interests?

Several years ago while in Chicago in detail work we were besought by a local preservative company representative and numerous times since to get the swells and otherwise unsalable good to them for that purpose of jam, etc., making.

We certainly highly endorse the warehouse plan and extending its scope to take in this class of stock and consigning to it the whole blooming mess and putting and end to it, and there will not be such a large count to shame the whole industry.

It is hard to draw the line against defective goods in its entirety as the overfill may have just the appearance of the swell. But the experienced canner can quite easily tell that which is defective and that which he can not tell he had better disregard at once. This will penalize him to the extent that he will be more careful in looking after details and what he has left will not be of much consequence. The whole industry will profit by it. Advertising will not be hobbled by such gross reports of results that follow the canning business.

The warehouse will be much relieved then if the canner will use some real good common every day horse sense in buying his raw material selected. The grain buyer does not pay the sa price for the grain, or the stock buyer for live stock. Why sho the canner pay the same for all tomatoes that come to his f tory? Peas, corn and other goods likewise. These things tell on the stock that finally will get to the warehouse. It not essential that every thing that has gone through the fact under some mishap be converted into pieces of silver and later make trouble for the wholesome stock that has gone throu right.

The jobber and canner have a great task before them, if accomplished rightly will yield tremendous returns towar much larger consumption of canned foods at very little out

Very truly, G. W. LAHR.

BROKERS COMPLAIN OF UNFAIR DEDUCTIONS

WE are inclined to agree entirely with the claims made Taylor & Sledd, of Richmond, Va., and we believe all c ners will, too, after a moment's thought. The brokers h just written the canners as follows:

> Gentlemen: We note that in paying brokerage you follow the practice of deducting the label allowance on buyer's label goods before figuring the brokerage.
>
> We do not think this is a fair practice. You certainly would not think of deducting the value of your labels before paying brokerage on peas sold under your own label. The cost of labels is certainly a part of the cost of production. It seems to us that it would be just as fair for you to deduct the cost of cans before paying brokerage, as to deduct the cost of labels. Are we not right?
>
> We feel very much the same in regard to the practice of deducting the cash discount, when taken by the buyer, before figuring the brokerage. We would like to have your opinion on this subject also.

CHANGES IN WELL KNOWN BROKERAGE HOUSE

New York, November 19, 1923.

The Canning Trade,

Baltimore, Md.

Dear Sirs: We beg to announce that Lestrade Bros., have purchased and will succeed to the business of Mailliar Schmiedell, in New York, as of January 1, 1924.

They will maintain the present offices of Mailliard Schmiedell at 105 Hudson Street, and practically the same sel force. The new concern is well-known in the food district having been packers and exporters of food products for ne half a century, and of recent years have been identified in jobbing of canned foods.

As of January 1st, Lestrade Bros., Inc., will be condu strictly as a brokerage concern, carrying no goods in New Y for their own account, and they succeed to the business of M liard & Schmiedell with the good accounts that Mailliard Schmiedell are now serving in the metropolitan district.

Very truly yours,

MAILLIARD & SCHMIEDELL.

New York, November 19, 1923.

The Canning Trade,

Baltimore, Md.

Dear Sirs: C. W. Glick, for the past four years manage the New York office of Mailliard & Schmiedell, will become m ager of the European business of Bisceglia Bros., with h quarters at London, England.

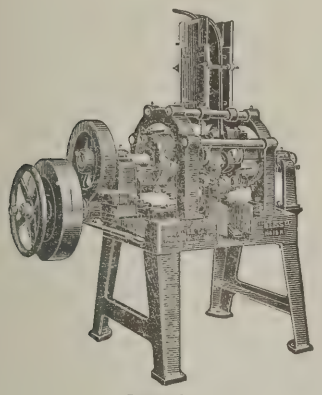
Bisceglia Bros. have risen to a very high position in canned food world from a very small beginning, and a s cannery at Morgan Hill, California, which they establishe 1902. Two years later they moved into larger quarters at Gil and in 1913 built the cannery which they now occupy at San J California. Today this cannery is one of the largest and equipped in the world, having a capacity of from 750,00 1,000 000 cases of canned food per year. At the present they have offices and warehouses in New York and Chicago, with their own European outlet will be in a very advantag position as regards marketing their products and serving t numerous friends.

Very truly yours,

MAILLIARD & SCHMIEDELL.

In Every Independent Can Shop

BLISS



Patented

"BLISS" Automatic Flanger

A CONTINUOUS operating machine. Four heads insure easy movement with high speed and minimum wear. It simultaneously flanges, without cracks, both ends of round sanitary can bodies at the rate of 150 or more a minute. That these machines are operating successfully in every independent can shop in the country is proof of their merit.

WRITE NOW FOR DETAILS

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

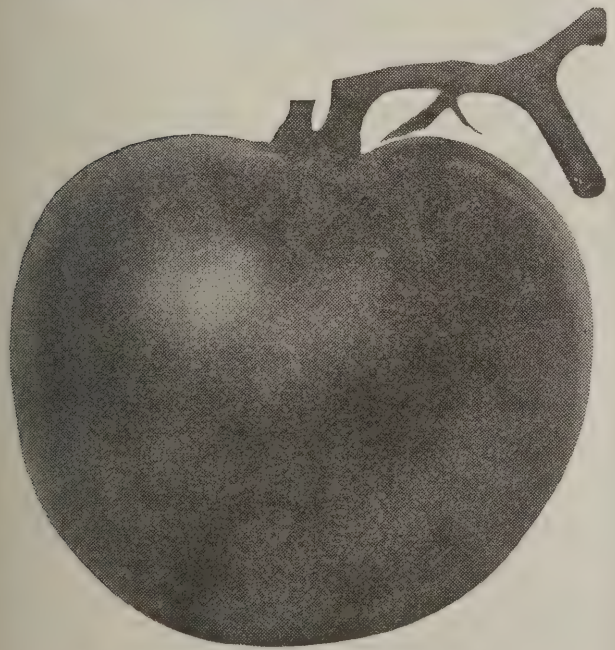
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REPRESENTED ON THE PACIFIC COAST BY

BERGER & CARTER CO.—San Francisco, Cal., Los Angeles, Cal., Portland, Ore.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals, Advancers and White Admirals. These are all short. Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY

BRISTOL, PA.

Business Established 1784

139 years in the Seed Business.

Meeting of Wisconsin Pea Canners Association

Milwaukee, Wis., Nov. 13-14-15, 1923

Work Accomplished: Accept Warehouse Plan—Form Seed-Raising Corporation—Adopt Association Label—Protest Higher Prices on Cans and Pea Seed—The Amusements.

IN some respects the Convention of the Wisconsin Pea Canners Association and its Sections did not seem to be as large in numbers as in former years, and yet when they were all assembled together as at the Wednesday evening Vaudevil and Dance, the usual big crowd was there. The Wisconsin Hotel was installed the favorite stamping ground during the meeting, and this had a tendency to divide the crowd somewhat because the brokers and supply men had booths in the Auditorium, where the meetings were mainly held, and not a few of the visitors spent their time there. In any event it was the most thoroughly contented crowd of canners and machinery supply men that one could wish to see. The canners have had quite good packs the past season and have sold them almost down to the bare floors, and at fair prices, by which we mean with profit to the canners; and the supply men and machinery men were busy with their order books, and threatened with writer's cramp from their steady occupation. Seedsmen who had any surplus to offer found that advancing prices, in the hope of keeping some little of it until a later day, did not stop the buyers. They followed right on through and grabbed everything they could get their hands on. And the machinery men were not far behind, for Wisconsin is not only going to have more than a dozen new canneries this next season but the old ones are making replacements upon a large scale, for the first time in some years, and some of them are increasing their capacities. If the seed buying is any indication of their intentions as to acreage—although is must be borne in mind that future seed peas were not all delivered in full and that this sent the 'short' ones into the market to cover their regular requirements—there will be "some" acreage of peas put out in 1924, and it will require "some" machinery capacity to take care of it, if the crop prove a good one. Right here let us say that the prophets are busy with the assurance that next season is to be a poor year in peas (every second year, they say, but forget that 1923 was a "second" year).

The canners of other articles, and those located in other sections of the country, must remember, or be told, that with the opening of the annual Convention of the Wisconsin Pea Canners the old season is pushed out and the new season is ushered in. King 1923 is dead, long live the King 1924. So it is not strange to hear that some futures have been sold—or were sold at this meeting, but what ones we heard of definitely proved to be with those old customers who always order new goods, because they are the kind they know and depend upon, and market prices have nothing to do with the sale. They want the goods, and place their orders every year as soon as the canner will take them. The common or garden variety of future-buyer was not over-prominent, and without intending any discourtesy to them, we can truthfully say that the canners were not sorry at their absence. There are many indications which promise a sure advance in costs in 1924 over '23—can, pea seed both spot and future and growers costs. three items which it is figured will add 10c per dozen to the '23 costs figured upon standard peas. The canners are rather "rothy" at these advances, as they are anxious to hold down the costs so that the goods will have a good, free distribution, and be able to go out at an entirely popular price. The splendid and quick distribution of the '23 pack has pleased them much, and they are pretty thoroughly determined that they will keep "quality" so constantly before them that there will not again be cause for complant on that score; but they want the consumers to get this quality at a price which will make sure quick distribution and consumption. Until they feel sure about costs they are not anxious to sell futures, and this is a wise act. With every possible contingency accounted for futures are always a gamble for the canner; what must they be, then, with the costs not known? Nine out of ten times the jobber profits by future buying, and canners should keep this fact in mind—and most of the canners are doing so.

THE MEETINGS

The meetings were scheduled to be held at the Milwaukee Auditorium, but they began in the private assembly rooms of the Wisconsin Hotel, where the Sections met on Monday, beginning with the Beet Section at 11 A. M. Chairman Geo. Greb of Shawano was not present at the opening of this Sectional meeting, but Dr. T. O. Georges, the Secretary, asked a member to act as temporary Chairman, and the meeting proceeded. They do nice work in these Sectional meetings; consider business matters before canners of the product in question, in a business-like way and freely, exchanging experiences and methods to the benefit of all. They are 'closed' sections to all but members, and while Wisconsin stands solidly behind The Canning Trade, and welcomes its Editor to these private conferences, we do not deem it wise to make public their deliberations, although there is nothing done which cannot stand the white light of publicity. But they are business sessions of canners, considering matters of peculiar interest to the canners of their State, on the product in question and most of the canners are there to take part and profit by the meeting. If there are any who were not there that is their fault and their loss.

The Kraut Section met at 2 P. M., the Corn Section at 4 P. M. and the Bean Section, which was scheduled to meet at 4 P. M., was posponed to meet another day and place in the very near future.

A brief account of each, with names of the Chairman and Secretaries for 1924 will be given next week.

The General Meetings—Tuesday, November 13th, the Annual Convention of the Wisconsin Pea Canners Association opened at 9 A. M. with a business or closed session, and Wednesday morning the same program was carried out. This is reverting to the old system of this Association when important events were held behind closed doors and the public—all but bona fide members—excluded. In those days the general public in attendance upon this Convention had to be satisfied with the addresses of welcome, speeches by public officials, special addresses of men of the industry, usually held in the afternoons, and it was much so this year. Tuesday afternoon was given over to the formal opening of the Convention, when Ex-Governor Phillips was expected to speak. Owing to a death in his circle of friends he was obliged to postpone his address until Wednesday afternoon, when he gave a very excellent one.

Mr. Burt Williams, one of Milwaukee's live wire boosters and talkers, took the ex-Govenor's place and made an address which caused the whole Convention to sing loudly his praises.

Mr. Henry M. Wollum acknowledged the welcome, and Mrs. A. C. Friday, President of the Women's Auxiliary of the Wisconsin Pea Canners Association, also spoke regarding the part being taken by the ladies in this food work.

President J. A. Hagemann then addressed the meeting as follows.

PRESIDENT HAGEMANN REVIEWS THE YEAR

In 1912 I was honored with the election of Secretary of your Association. I served in that capacity until last November, when I was chosen your President.

The acquaintance and friendship which have resulted from the long contact with our Association work I appreciate and value highly.

I fully appreciate the honor of president at this, the 19th nual Meeting. It is a democratic American gathering—ners with their assistants, and wives, brokers and distribu-s, supply men, and that most important factor the press.

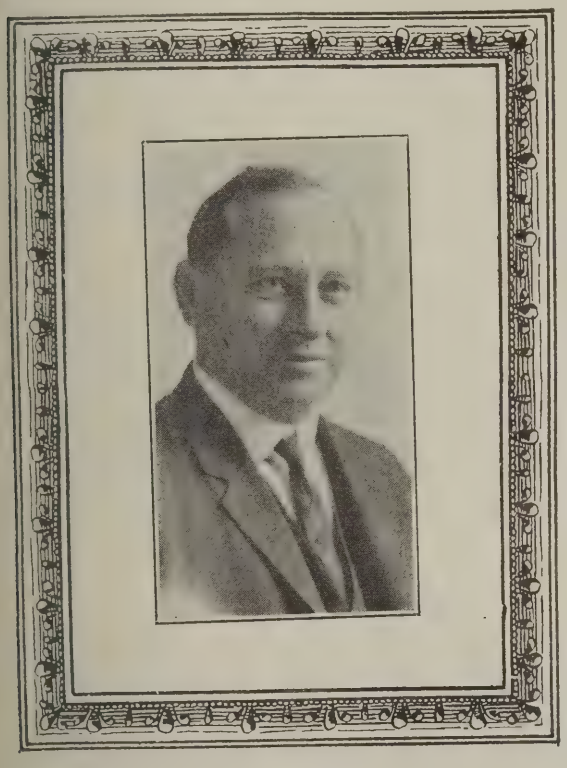
One conspicuous figure at practically every Convention since 5 is missing and missed—W. C. Leitsch. He was very much home in discussion and debate. He loved to match his wits h that of his fellow canner, with that of the broker and that the jobber. Perhaps no man in the United States was better wn than W. C. Leitsch.

This brought the Wisconsin pea packing industry into the elight frequently.

He will go down into history as one of the master minds in food packing industry, not only of his State but of his ntry.

In December, 1905, 18 years ago, at Appleton, Wisconsin, s organized the Wisconsin Pea Packer's Association—nineteen ning companies in all. Of this number the following com-ies are still members:

Chippewa Falls, Columbus, Lakeside (originally Landreth) Wm. Larsen, Markesan, New Helstein, Ostburg, Pioneer, ndolph, Sauk City, Waterloo, Wausau.



J. A. HAGEMAN
Retiring President
Wisconsin Canners Association

To-day the membership comprises 88 parent companies erating 103 factories.

The food product industry is the greatest business of Amer-a to-day. Wisconsin, as is quite generally known, is the big-st factor in the canning of green peas. She produces approx-ately 60% of all the peas canned in the U. S. She has doubled r output in seven years and the growth is still continuing. It no longer an infant industry, but ranks up well in Wis-nsin's list of industries. The packing of other vegetables so is moving along with rapid stride. Wisconsin to-day ranks st in the canning of beets, and before many years it is safe to edict that Wisconsin will rank first in the production of many her lines of vegetables.

Increasing numbers of consumers are being convinced that nned foods are wholesome, clean, the safest of foods to eat, d in many cases the most economical.

Association work generally should be credited with the owth in favor by the consuming public. Through the influence d work of the Association canners have greatly improved the t of canning and raised the quality at the same time.

Following the custom of past Presidents, I shall briefly review the work of the year, call your attention to present conditions, and make such suggestion as my humble judgment dictates.

The Greater Association—The first and most essential step toward the realization of an Association which can function efficiently 12 months in the year is a capable business secretary—one who devotes his entire time and energy to Association work.

Under authority voted by the last Annual Meeting, your Board of Directors contracted for the services of W. E. Nicholoy for a term of one year beginning April 1, 1923. The office was established at Madison, Wis.

Although it was deemed best by the Board of Directors to limit the lines of work of the business secretary for the time being, Mr. Nicholoy has proved himself efficient, ambitious and capable of carrying to success any resonable program which this Association or the Board of Directors may suggest.

With the big increase in plants already reported for next season, together with increases planned in both acreage and capacities of plants already in existence, the production end may easily overbalance the consumption end.

It is an undeniable fact that neither the pea canners nor our Association of Pea Canners has made an intelligent study of the distribution and consumption of its products. Careful study and expert guidance are needed. Such can best be rendered through your Association, if it is properly supported and made to function.

I commend immediate and through consideration to the question of stabilizing and increasing the demand for Wisconsin peas. A conservative plan of action should be initiated at once and extended from time to time as conditions warrant.

Such a program should be carried out by our Business Secretary under the guidance and with the advice of the Board of Directors. The Board of Directors should meet frequently enough and at stated intervals so as to provide continuity of thought and action.

Too many haphazard, too many spasmodic efforts to reach the consumer have been attempted. I believe a careful study of each market, the plane or planes in which the people are living, is an essential preliminary step.

For example, U. S. statistics indicate that the people of this country are living in different planes, about as follows:

16.7% on or below pauper standards.
38.84% on the minimum of subsistence.
44.64% on health and comfort standard.
3.82% on a luxury standard.

True, economic conditions may cause the percentages to fluctuate at times, but the percentages given are sufficiently stable to be used as a basis for the determination of consumption possibilities of qualities of peas for any particular market.

It may be possible to greatly increase the consumption of fancy No. 5 sieve sweet variety peas in one market and a few No. 4 sieve sweet variety peas in another market, and an extra standard No. 3 sieve pea in another market.

Utilization of State's Service—The pea packing industry requires thousands of acres of land, four times as many bushels of seed, employs thousands of men and women annually besides showing an investment in buildings, real estate and equipment of several millions of dollars.

The canner and the farmer, generally speaking, have not the resources, nor the training, nor the time for experimental work on any extended scale, while the State College of Agriculture and the several departments of State have means for carrying on research and experimental work.

Our Association, to a limited extent, has co-operated with the heads of some of these departments with good results. These state agents are only too glad and willing to help citizens and the industries with which they are connected. We have no one to blame but ourselves if we do not receive maximum of service.

A plan for carrying on a short course for canners, including field superintendents at the University of Wisconsin, has been worked out and will be submitted for your consideration and endorsement at the Convention. I believe the plan will commend itself to you and that you will definitely decide to have your company well represented.

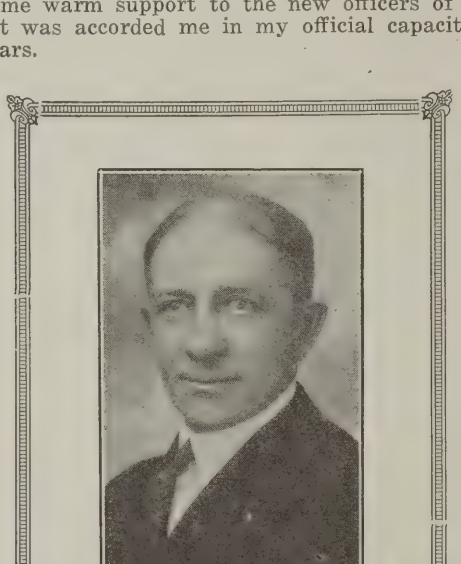
Seed Strains—I need not dwell upon the utter dependability of the Canner upon pure well adapted seed stocks for quality peas in the can. The time is not far distant, in fact is already upon us in some sections, that if we must continue to use land which is infested with disease or root rot. a disease resisting strain of pea seed must be available. The development of disease resistant strains of pea seed suitable for the growing of desirable peas for canning purposes is well under way by Prof. Delweich of the Dept. of Agriculture of the University of Wis.

The canners, through their Association, should not only keep in closest co-operation with this work, but should stimulate further effort in the breeding of new strains of seed for canning, as well as clean-up varities of seed which were once pure and which are very desirable for the canning industry.

Plans for co-operation along such lines will be submitted to this Convention and should have your criticism and finally your approval.

As an association, let us continue, as we have in the past, to recognize the mutuality of interests that should exist among the canners, brokers, distributors and consumers. In criticising any of these factors adversely or favorably let it be to the end that fair play and honesty shall rule, that the business in whole or part shall be uplifted and kept in fair and honorable hands. Support to the extent of your ability your State Association work, canned foods week as it will be presented to you elsewhere on this program, and the recommendation of the conference committee of the National Canners Association, which likewise will be presented for consideration. I defer comment on these matters in advance of their full presentation by others, but I commend all of them for serious and conscientious consideration.

In closing, I am happy in feeling that once again I can join the ranks of the mass of Wisconsin canners, be it in the first, second or third line, and wish here to pledge the same loyalty and the same warm support to the new officers of this Association that was accorded me in my official capacity the past thirteen years.



"FRED" E. HULBERT
Secretary
Wisconsin Canners Association

WEDNESDAY AFTERNOON SESSION

November 14th, 1923

As on Tuesday the meeting was held in Walker Hall, Milwaukee Auditorium. There had been arranged a splendid exhibit of the new Horal pea, as it turned out when canned, and the opened cans attracted a great deal of very favorable attention. This is the new pea developed by Prof. E. J. Delweich of the State Agricultural Department, and is, as its name implies, a cross between the Horsford and the Alaska, giving it the small size, prolific yield and sweetness so much desired. It runs very largely to the smaller sizes. The Professor explained that the object was to produce a pea of pure type, with no mixed blood, good resistance to disease, small in size and of good flavor. He said candidly that they had many crosses and peas of other strains which might prove better than this Horal, but that it takes time to be sure that the new pea has all the desired requirements. He explained in detail the work his department was doing in its efforts to improve the strains of peas used by canners, and he urged assistance and co-operation. He stated Mr. Renauld had done the canning on a small scale, and requeste Mr. Renauld to say just how the work was done.

Mr. Renauld explained that he canned the peas, after shel ing and cleaning by hand, in a pressure cooker, in home-cannin style, but pointed out to the canners that despite this the pe opened up nice, with clear liquor and of very fine flavo President Hagemann then called attention to the fact that a see corporation or committee had been formed to develop better pe and urged all to take a share in it. Mr. Fred Stare was handlin this and took signatures at the meeting.

Ex-Governor Phillips Speaks—President Hagemann the introduced Ex-Governor Phillips who gave the canners an exce lent talk upon general business conditions, particularly pointin out the need of the voters sending to their Legislature busine men and not mere politicians. His was a sane, sensible, busine talk and greatly appreciated.

ROY CLARK EXPLAINS THE "PLAN"

Mr. "Roy" Clark, Vice-President of the National Canne Association and prominent member of the Wisconsin Canners, a also an ex-President of this Association, explained in detail th plan decided upon by the National Canners' Board of Directo in settlement of the Swell Claims matter, and which was adopte by the Western Canners Association. Our readers have seen th repeatedly explained and discussed in these columns, and the pla in detail was published in The Canning Trade of November 19t We will not, therefore repeat Mr. Clark's address here. He di his subject full justice, as he always does, and predicts that th entire jobbing trade will shortly accept this plan as the only fa one for all parties at interest—the canner, the jobber, and pu food authorities and the consumers.

President Hagemann suggested that a committee of thre be appointed to consider this plan and to report the meeting th next day. A member so moved and it was seconded and du decided.

President Anderson Speaks—Mr. James A. Anderson, Pres dent of the National Canners' Association, and always a favorit with the Wisconsin canners, as he is everywhere, was then calle upon, and responded with one of his fine addresses. He devote much of his talk to this Plan, urging its adoption as the or great protector of the consumer, because it assures the remov from the market of all spoiled canned foods. He paid a glowin tribute to the late "Billy" Leitsch, whom he described as or of the great men of the country, and he complimented Preside Hagemann for the efficiency shown in his Association. He close by urging all members to be present at the big Buffalo meetin in January. He announced that it had been decided at the Boa of Directors' meeting to establish committees on membershi and that Dr. T. O. Goeres had been appointed to the chairma ship of that committee for Wisconsin.

The big room had been packed to capacity, with many stan ing all during these many addresses, and the audience showe a degree of patience and interest seldom equaled, at least in th industry. The clock had moved around past 5 P. M., but whe President Hagemann announced Ye Editor as the final speake on the program, to talk upon the subject "Relation of Trad Papers to the Industry," most of the crowd sat back and pa a distinct compliment in listening to the writer's remarks. B cause it is the first time that any Association has brought u this really important consideration, we are going to reprodu our address here:

THE RELATION OF THE TRADE JOURNAL TO ITS INDUSTRY

By Arthur I. Judge, Editor The Canning Trade

LAST year your Association made me break a resolve nearly a quarter century standing—never to address a Co vention, a resolution made because I talk to nearly ever one of you every week through The Canning Trade, and it do not seem right, either, to take up some other fellow's oppo tunity, or to punish you further.

However, it might be well to definitely place the position the trade journal to its industry and make perfectly clear, possible, just what the trade journal is for, and how the industr and its journal can best co-operate. Co-operation today is th keynote of successful business, and I am prepared to say, aft the many years that The Canning Trade has served the canne that a better degree of co-operation on the part of the canne with their journal, and possibly on the part of the journal wi the canners, must work for the greater benefit of both. In oth

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

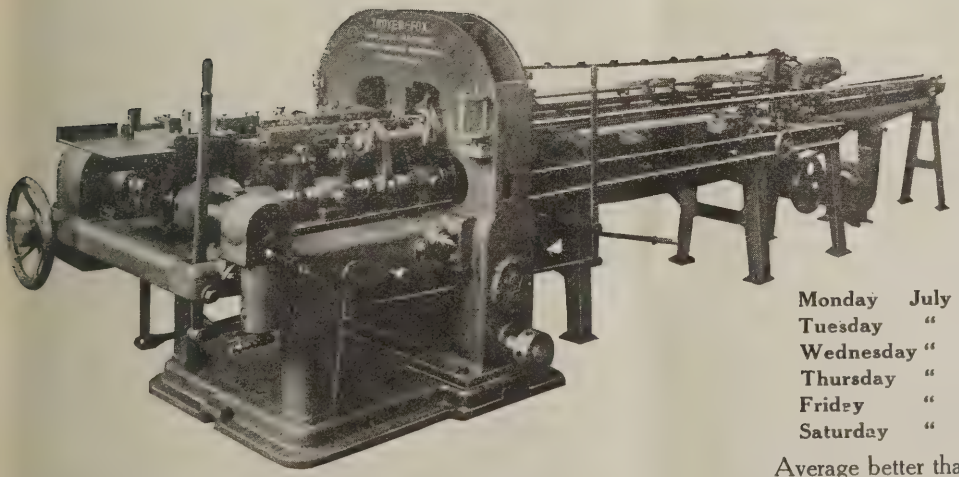
Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.

Troyer-Fox

High speed Body Machine, with side seam Soldering Device.



Speed 200 to 225 finished can bodies per minute.

Operation Report from the Seattle Can Company, for one line of machines, set for 1 lb. Tall Salmon.

Week ending July 28, 1923:-

Monday	July 23,	108,159	finished cans
Tuesday	" 24,	108,230	" "
Wednesday	" 25,	108,205	" "
Thursday	" 26,	104,395	" "
Friday	" 27,	107,070	" "
Saturday	" 28,	102,560	" "

Average better than 221 cans per minute.
Week reported, the sixteenth of continuous operation.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.

words, there are possibilities here that should be taken advantage of.

Many of you may consider that any paper, whether it be the city daily, the popular magazine, or the trade journal devoted to its one prescribed line, is merely a "business" entered into by the owners for the money they can make out of it. With respect to the monthly or weekly magazine published to furnish good literature—"reading"—in other words, for the entertainment of its readers, that money-making charge might obtain, though there are ample grounds for defense there, too. But is your daily paper a mere personal effort to make money? Not at all. The daily paper is almost as necessary to our daily life as is food; it is a public institution, serves a place in life that cannot be measured by money, and especially by the 2c or 3c which you pay for the results of their wonderful combination of news-gathering, news-recording, news-printing and news-distributing systems. You buy your daily paper, glance rapidly over it, because it is expected to assort its news so as to cause you the minimum amount of trouble in finding just that particular thing you are interested in; you read it, gain the information you seek, and then toss the paper aside, with the expression that there is nothing in the newspapers today. Truth is, we are all badly spoiled; we have too many servants always at hand to wait on us, to even think for us. The daily paper has to cover every activity of the human family, in every city and State and country of the globe, and not alone lay before you an accurate account of it all, but, through its editorial, digest these happenings and interpret them in their likely effect upon us, our country or business, as the case may be. Think of it! Every activity of human nature, and yet men complain that the daily is not definite enough, not accurate enough, does not get the exact shading of the truth as the chief actor alone can see it. We quarrel with our obedient and willing and immensely busy servant because he does not take time to get down to the minutest details. The daily paper has not the time and cannot afford to have experts for every industry to "get down to the details." That is where the trade journal comes in.

The trade journal might be defined as your trade lawyer, one who is employed by you at the princely salary of $3.00 per year—and not always paid even that munificent sum—to watch the markets of the world and to advise you about everything of interest or importance. But I rather prefer the definition of the trade paper as the great wireless mast, which gathers from every quarter of the globe everything of passing interest to its readers, assembling, arranging and presenting these matters as viewed through years of experience and in the language or "lingo" of its industry. And not only presenting or doing its "newspaper work," but going into those details and particulars as no other publication can possibly do; assorting, arranging and translating them as they effect you; and not only that, but being in intimate touch with numerous members of your industry, in every section of the country, able to see the question from all angles and to present it in a knowing, understandable manner.

I once asked Secretary Frank Gorrell to write me a history of the National Canners' Association, and he answered that he had been too much in the thick of the battle, while I, as Editor of The Canning Trade, had always sat up on the mountain looking down on the battle since its earliest beginnings, and from my position could see every detail and things that he, as the active Secretary, could not possibly see. That I could see both sides of the contest and was better able to judge of its merits than anyone in the midst of the striving. And isn't that true?

In the more than 45 years that The Canning Trade has served the canners, and that is what the journal was created for—"and ever since ain't done nothing else but"—it has never owned or been financially interested in a case of canned foods, a machine or a supply; but having begun when canning first began in a commercial way, it has lived its whole life among you, but it can see things without the bias that must come from financial interest; it can and does look over the whole field of battle—not just in Wisconsin, or Maryland, or California, but in all these places, and everywhere else, and then give you the true version of things, backed up and bolstered by its long experience. That is the mission of the true trade journal.

But there is more than that to it. It can be of invaluable service to you in effecting thorough co-operation between the canners. I have said that a trade journal is like a lawyer to its industry. But a lawyer does not merely serve his client; his client has confidence in him, works with him, co-operates with him. If you did this with your trade journal, it would be able to do many things it cannot now do. Let me hasten to say that there is a very fine amount of this co-operation and absolute confidence in your trade journal, and I want to take this opp tunity to thank you for it. But fix it in your mind firmly t we are your friend, striving always to help you and to furt your interests; that we are working for you, and then you v feel that impulse to work with us. You need not be afraid us; we have never betrayed your interests, and we do not inte to do so if we know it—and we will know it.

We have a lot of jobber readers, and some of them h complained: "Judge, you always favor the canner." You your life we do, when it comes down to a choice of which s we take. This does not mean that we blindly see nothing the canner's side; it merely means that rightful interpretati of the Bible's injunction—"that no man can serve two master We serve the canners.

Just think what would be the result if it could be arrang so that every canner, everywhere, would co-operate entirely w us, furnishing information in confidence, and then, through ca ful, regular reading, accept and back up its trade journal. you put the confidence in and had the confidence in your tr journal, you could do the things you now dream about, but f it impossible to do. If that were the case, don't you think t the "fishing for suckers," the taking away of goods at pri far below the market, would end?

Make your trade journal actually your trade journal; use and make your fellow-canners read and support it. This ind try as an industry has never seemed to consider that it ou to help its trade journal. You know that your competitor bre the market because he does not know the market or conditio Yet how many of you have thought that you should urge such competitors to become subscribers? How many of you h told your supply man to show his confidence in his wares giving them the white light of publicity by advertising them your trade journal? If you had a house organ, like an As ciation bulletin, you would not hesitate to tell those who d with you to patronize it—and they would do it. You know t would. You can tell them to patronize your trade journal w a much easier conscience, and you will, thereby, be helping y self. With better support we can give you better service.

There is no more splendid industry at the disposal of Creator than the canning industry, because it is the feeding the multitude with the safest and best foods on earth; the c serving of the season's plenty for the time of want, and that the identifynig characteristic of the civilized man over the s age. So I am proud to be a fetish in such service; proud have a part in your great work; believe intensely, as did father ahead of me, the founder of The Canning Trade back 1878, that the day must come when the can will be the pantry the world; and my only plea now is that you understand a realize the position which your trade journal attempts to p in your business, and help it as it tries to help you.

Who Makes the Market?—Consider the matter of your m ket prices. Who makes them? We sometimes hear compla that our market page is not correct. If you happen to sell a price above or at a price below the quotations therein given, y say the market page is incorrect. Until there has been est lished an Exchange, where your broker can offer your goo have them bid for and sell them, as is done with wheat and ot commodities, there can be no such thing as an actual market canned foods. Without that market page of prices you wo have only a "rumor" market, and you know how you have b "played" for years by rumors. You "hear" or "are told" t a competitor has cut the price, and, not to be outdone, you cut the "rumored" price, and another competitor, cursing you, c again; and so the process goes on. That market page is ca fully corrected up to the last minute, and you can have confide in it and use it as a basis of trading. After all, it is only co dence in the grain quotations, for instance, that causes the gr farmer to turn to his daily paper to know the market price a base his price accordingly. In court cases that page is accept and if canners, everywhere, would but put confidence in t page, it would easily serve them in the same way. And t would stop "the fool selling" we so often hear about, and sa the canners money! Wall Street is only Wall Street because business recognizes that there must be some rallying point, so point of beginning. The industry of canning foods for hum consumption is as important as stock considerations, at lea but it has not, generally, followed in the footsteps of other bu ness. It is time it does this, and I have shown you the way.

Here is a kind of co-operation that can easily take your bu ness out of the "gambling class" and give it some form of s stance; for if every canner rallied about this standard th could not be the raids made upon it that now too often happ That is a service distinctly the part of your trade journa

eater, possibly, than all others because you make your money lling your products. It is well to have highly efficient produc- n methods; you must keep informed on all matters affecting ur business, the latest and best machinery, the most service- le and suitable supplies, and the latest scientific accom- ishments of your laboratories are all necessary and needful; t of what avail are all these if you sell your goods in ignorance their real value, upon a guesswork, or worse, basis? The aximum of service on the part of your trade journal will come ly when the rank and file of the industry learn to stand to- ther through the use of this service, and when all demonstrate eir confidence by upholding their trade journal and by striving make all use this service regularly.

And that brings me to one feature too often heard of—that any canners leave their journal lying on their desks unopened. matter how vital the message that issue may contain, it can of no value unless you read, and get it. You don't know how any opportunities you may have missed through not opening ur paper. This much we can promise you who may be guilty this practice: if you once get the habit of opening your jour- l as soon as received—on Monday mornings or sooner—you ill never want to be without it. Try it for a while, and I'll bet u will join that great mass of canners who say they would not without it for anything. Because it is your journal, published r canners, about canned foods, and nothing else. Your objec- nable competitor would no longer be objectionable if he were ell informed. He does what he does because he knows no bet- r. Spread the use of your trade paper and you will not merely lp the journal, but help yourself.

THURSDAY MORNING SESSION.

N many respects Thursday morning's session was more inter- esting and eventful than any other; first, because it was held in the open, with everybody present, and secondly, because it as the culmination of the meeting's activities. Reference to e program seemed to indicate that it would be all Raw Product esearch Work, lead by Prof. C. G. Woodbury, of the National anners Association, but results proved otherwise, as you will id by following this recital.

Prof. Woodbury opened the meeting by reading the report the Raw Products Committee, as given below; but he stopped ter each paragraph to explain and to enlarge upon the report. uch of this will appear at the end of the report, which we are ving in toto so that you may have the whole matter in front you.

BUREAU OF RAW PRODUCTS RESEARCH

National Canners Association.

aw Products Committee, Wisconsin Pea Packers Association.

TENTATIVE MEMORANDUM FOR UNIVERSITY OF WISCONSIN ON RAW PRODUCTS RESEARCH PROGRAM.

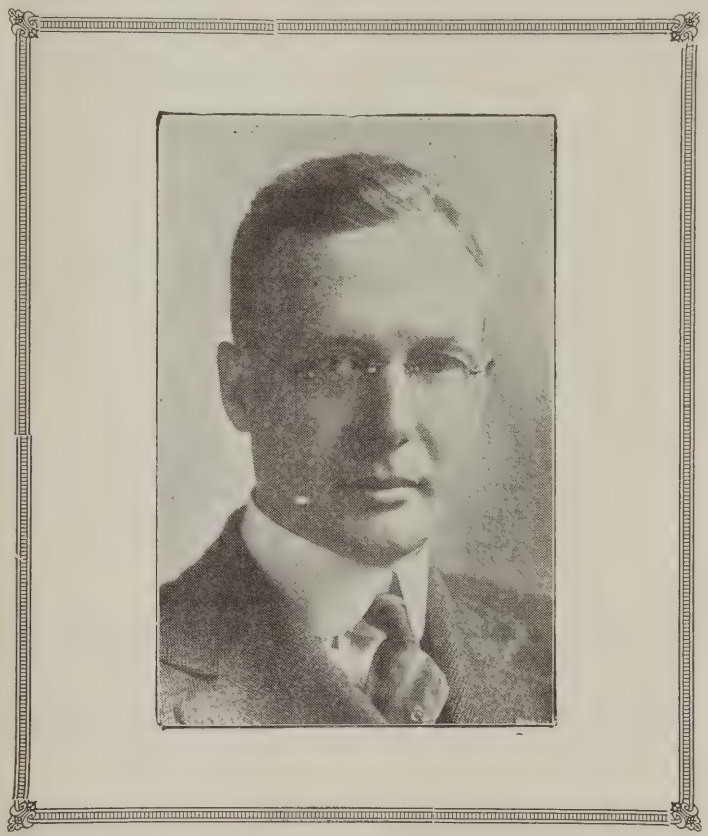
By C. G. Woodbury.

N November, 1922, the Wisconsin Pea Packers Association appointed a committee on raw products to foster the im- provement of canning crops used by the Wisconsin canning dustry. The idea underlying the appointment of the committee as to develop co-operation with the College of Agriculture and xperiment Station of the University of Wisconsin, and with ie Bureau of Raw Products Research of the National Can- ers Association, in promoting investigation and research look- g to the improvement of the yield and quality and the reduc- on in hazards of production of canning crops, especially peas, Wisconsin.

Need for Additional Information—Examination of the pres- t situation in the State shows that there is need for addi- onal information on the part of canners and growers of can- ng crops, along a number of lines. In some cases this informa- on is perhaps already available through previous research, but ay not be known generally to Wisconsin canners and farmers. other cases it seems clear that additional research must be dertaken in order to provide the information essential to pre- nt losses which now are sustained yearly both by growers and nners of peas.

Meeting Wisconsin Raw Products Committee—The following emorandum records a number of suggestions discussed at a rmal meeting of the Wisconsin Raw Products Committee, held Madison, June 14, 1923. This conference, arranged by Mr. . E. Nicholoy, secretary of the Wisconsin Pea Packers As- ciation, and C. G. Woodbury, director of the Bureau of Raw roducts Research of the National Canners Association, was tended by the Wisconsin Raw Products Committee, the officers of the Wisconsin Pea Packers Association, and by a number of representatives of the Agricultural College and Experiment Station.

Canning Industry Dependent on Research—The canning industry, by its very nature, has a special interest in agricultural research. Continued increase in efficiency of production, improvement in quality, and removal of the hazards of crop production by every means at the command of agricultural science constitute the foundation both for a successful and permanent agriculture and a successful and permanent canned foods industry.



CHAS. G. WOODBURY

Chief Raw Products Bureau

National Canners Association

The following memorandum includes a number of suggestions relative to the further expansion and development of certain lines of work of the Agricultural Experiment Station. We hope that these may meet with approval and be put into effect at an early date. Progress along the lines indicated, looking to the reduction in the hazards of growing canning crops, better protection from insects and diseases, and improvement in yield and quality of the product are, we believe, fundamental to the success of the Wisconsin canning industry.

PEA ROOT ROT OR BLIGHT

Rotations—We feel that the seriousness of the root rot problem in Wisconsin and the value of the crop involved abundantly justifies the expansion of the present research program in order that more rapid progress may be made in developing a thorough understanding of the subject. While the Wisconsin Station did pioneer work in showing the necessity for more general practice of rotations in order to reduce losses from root rot, the information seems not yet sufficiently complete to make possible clear-cut recommendations on rotation practices to growers and canners of peas. With a better understanding of the distribution of the diseases-producing organism in Wisconsin soils and of soil and crop factors which may pre-dispose to susceptibility, it would be possible to plan acreage more intelligently than is now the case.

The general recommendation at present seems to be to practice a three to five-year rotation in order to avoid root rot. There appears to be considerable variation, however, in the necessary time interval between crops of peas depending on the soil type and the amount or number of root rot organisms present in the soil. In some instances it seems possible to grow peas every

other year. In other cases on pea-sick soils the crop has failed even after the ground has been out of peas for eight to ten years. A better understanding than we now have of the reasons for these differences should make possible in each community or on each soil type the planning of such rotations as would permit the growing of peas as often as is consistent with safety from the standpoint of permanence of the industry. If a five to six year rotation is advocated for a given locality whereas a three-year rotation would be safe considerable additional burden is placed on the industry involving higher overhead costs, a wider distribution of viner stations, longer hauls to the cannery, etc. On the other hand, where peas are grown repeatedly on the same soil or with insufficient rotation it has been shown by experience that the soil may in time become so "pea-sick" that it must be abandoned for pea growing. Factors affecting the virulence of the organism under different cropping conditions and on different soil types should be investigated more thoroughly in order that the shortest safe rotations may be worked out definitely both for the older pea growing regions in Wisconsin, and for those parts of the state in which the industry is just beginning.

Varietal Resistance—There seems to be some evidence of differences in susceptibility to root rot of different varieties of canning peas. Some canners report that both green and yellow Admiral are less subject to damage from root rot than other varieties of sweets, and especially more resistant than Alaskas. We would recommend intensive research on the subject of varietal resistance to determine whether such differences actually exist, and if so the bearing of such difference on the varieties of peas to be used by canners on different Wisconsin soils.

Breeding Resistant Varieties—The subject of breeding for greater resistance should be given serious consideration. We wish to commend the valuable work which has been carried on along this line by the United States Department of Agriculture in northern Michigan, but respectfully suggest that, in consideration of the importance of the problem to Wisconsin, research on root rot and breeding of peas for resistance to disease might well merit intensive work on the part of our own institution.

PEA VARIETY IMPROVEMENT

We wish to record our appreciation of the effort which has been carried on for several years to breed superior varieties of canning peas. This work has been centered chiefly at the substation at Ashland. In view of the immense progress which has been made in the improvement of varieties of small grains, field corn, and other crops both in Wisconsin and elsewhere, it would seem that there is every reason for believing that similar decided improvement may be made in varieties of peas for canning. Such work should result in improvement not only from the standpoint of disease resistance referred to in the peceding paragraphs, but from the standpoint of flavor and other qualities of the finished product, and from the standpoint of high yield to the grower. We would suggest that the importance of work in these directions is sufficient to merit more liberal support. This type of work seems to afford a special opportunity for close and effective co-operation between the Experiment Station and the canning industry. Certainly new varieties which seem to have merit on account of high yield, uniformity of maturity, trueness to type, earliness, and other plant characters, should be subjected to critical canning tests before being disseminated to the trade. The Wisconsin Raw Products Committee begs to tender its good offices in arranging for early canning tests of new varieties which may be in process of breeding up at the present time. Provision for adequate canning tests may involve carrying on of the pea breeding work on a larger scale. We are convinced that such larger scale work would result in more rapid progress and earlier benefit to the growers of canners' peas.

Seed Distribution—There is perhaps another problem in this connection which should be mentioned. With peas, more than with most other crops, care in seed production is necessary if the purity and integrity of the variety or strain is to be maintained. Unless every precaution is taken to prevent mixture, and unless constant attention is given to rogueing of stock seed fields, a pea strain of the highest merit may deteriorate very rapidly and soon become commercially worthless. An effective method should be developed to protect the purity of improved strains and varieties which may be introduced by the Wisconsin Station. While this problem applies generally to introduction of improved station varieties of any crop, it applies with special force to peas. We shall be glad to confer at any convenient time as to how the canning industry may co-operate in helping to perpetuate the value of strains and varieties of peas of experiment station origin.

We would suggest that early provision be made for the employment of at least one thoroughly competent plant breeder with suitably trained assistants to give exclusive attention to improvement of varieties of peas for Wisconsin.

PEA APHIS

Losses from aphis constitute a production hazard to whi gorwers and canners are continually exposed. The available ev dence indicates that these losses are considerably greater tha has generally been supposed. While serious disaster from p aphis has been comparatively rare in any given locality the a gregate reduction in quality and yield from so-called moderate i festation is of serious economic importance. Every effort shou be made to speed up the work on aphis control and to furni an answer at the earliest possible date as to whether the u of nicotine dusts or other insecticides should be taken up ge erally by canners and growers.

Facts regarding migration of aphis from other crops to pe wintering over on perennial hosts, crop practices which may employed to reduce danger of serious infestation, development cheaper and more effective insecticide, improvement of m chinery for applying dust or other control agents, are all su jects on which work needs to be done. We note with satisfacti that the United States Department of Agriculture has great strengthened its investigational work on aphis control and h located its field headquarters in our state. The canning indu try is lending effective co-operation to the carrying on of t aphis investigations.

SEED INOCULATION

There appears to be a real need for more definite inform tion on the value of inoculating seed peas with nitrogen-fixing o ganisms. Information already developed on this subject by t Department of Bacteriology has been extremely helpful, but t general broad question as to whether Wisconsin canners as su should see that all canning peas are inoculated remains witho authoritative answer. If investigation shows that it is general profitable to inoculate seed peas, then the question remains as whether the university is prepared to supply the large quantiti of inoculating material required by individual canners, or wheth recourse should be had to commercial preparations. If canne are to be directed to commercial sources to obtain inoculati material for treatment of car lots of seed peas, then it is high important for canners to be informed by some method as to whe safe cultures may be procured.

The technic of seed inoculation on a large scale basis al needs to be developed. There is room for very helpful furth service in this connection from the Department of Bacteriolo

Professor Woodbury called attention to the fact that t amount of money spent by the state to help Professor Delwe in his work at Ashland, Wis., on the improvement of seed strai was very meager, and should be much greater. He reminded t canners that there was a very important conference of agric tural experiment directors with the Department of Agricult to be held at Washington on November 20-21st, and advis that by all means the Wisconsin canners be represented the In accordance with this the Convention moved that their fi secretary, W. E. Nicholoy, be sent there.

He likewise called attention to the fact that there are la blocks of degenerate Alaska seed stocks—wild cat stocks, rai by farmers, called all sorts of names, and which contain t dreaded Vandallia, or purple blossom seed; and in answer inquiries suggested that members consult with Secretary Ni oloy who has a list of reputable seedsmen, and who can larg guide the canners from this danger. Asked if there was a way to detect this purple seed, Mr. Stevenson, of the N. C. said there was a chemical method, difficult for the layman, whe in an iron sulphate is used to develop the iron present in t seed. He explained the seed is small, and the flowers purple pink, but that rogueing out can only be done by a trained expe and not easily then, until the plant has flowered.

In the study of the green aphis, or pea louse, he explai the interesting experiments which were made at Columbus detect the height at which these mingled lice—for when necess appears it seems there is a clan of them that can and does t wings to move to another section—and said that the 45 foot hi net, spread with a gummy substance, and marked so as to idcate the exact height at which these insects were trapp proved quite successful. They were caught as high as 35 to feet from the ground. Speaking of the aphis he questioned i were not better to charge off the losses due to this as inevita because while some methods of spraying and other treatme seemed partially successful, they had not as yet discovere sure cure. He explained that a grasshopper machine, which v rigged on two wheels, and beat the lice into a receiver, showed high as 85 per cent. efficient in removing the lice. This was best plan the students of this troublesome pest had yet devis

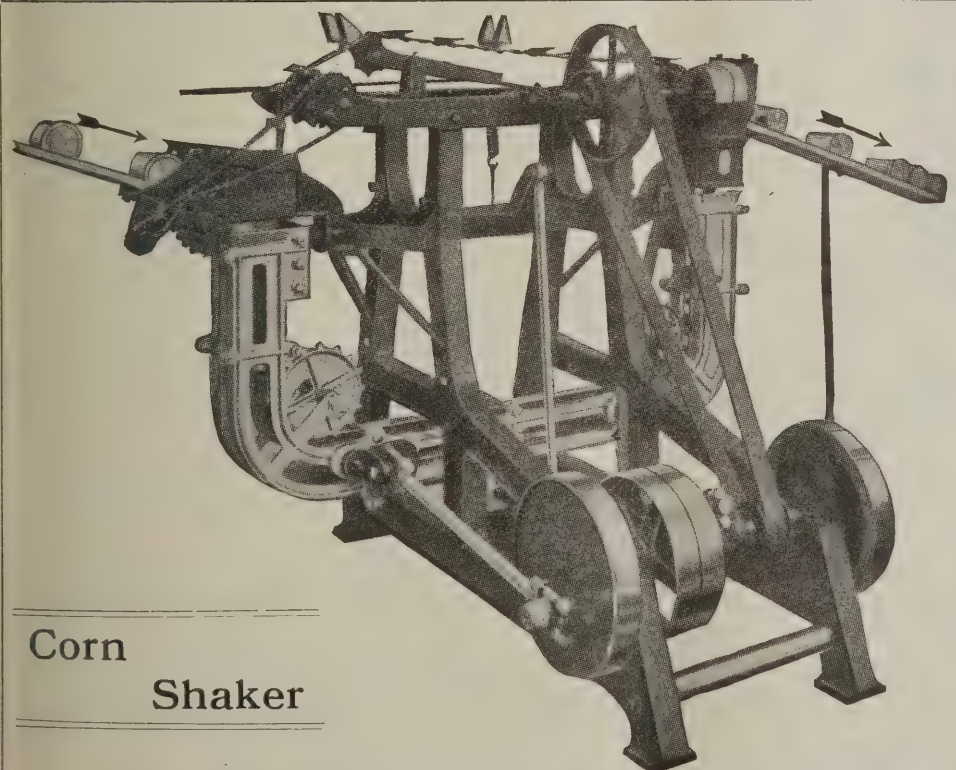
Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers



Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner :-

If you are troubled with Black Discoloration in your corn here is a remedy--use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

AYARS MACHINE COMPANY --- SALEM, NEW JERSEY.

Brown Boggs Co. Ltd., Hamilton, Ont. Sole Agents for Canada.

After a long series of other questions on the matter the chair suggested that a motion to continue the work of the committee be made, and this was done and unanimously concurred in.

Modifying the Contract—In line with the adoption of the Warehousing Plan in the settlement of swell claims, Chairman Johns, of the Contract Committee, presented the form of clause drawn up by ex-President James Moore, and adopted by the Western Canners Association, and which reads as follows: (To be inserted in place of the Swell Claims clause as used in former contracts.)

> Goods sold under this contract are packed in compliance with the "Food and Drug Act of June 30, 1906," and are guaranteed against spoils.
>
> (a) If sold for delivery from future pack, to August 1st following date of billing.
>
> (b) If sold for delivery from spot stocks, for six months from date of billing.
>
> Payment shall be made by seller on certificate of identification and destruction of spoiled goods at Zonal warehouses, maintained by the National Canners Association, to which spoils shall, at the request of the seller, be shipped by the buyer for official inspection, identification and destruction.
>
> Claims so established shall be paid within thirty days at invoice price, and freight to warehouse, if incurred.
>
> All claims for spoils must be made and bills rendered by buyers to seller on or before August 1st, in case of sales against future pack, and not later than six months from date of billing, in case of sales from spot stocks.

After some debate this clause was unanimously adopted. An additional clause, in relation to the payment of such claims, was added:

> "or at seller's option in lieu thereof, on certificate of identification and destruction of spoiled goods by officers of State or municipal departments of health.

This was inserted to cover claims of a can or two, too small for reference to the warehousing inspection. Two other clauses were added to the contract:

> (1) This contract is not negotiable, except upon the written consent of the seller.
>
> (2) This contract is valid only if properly signed and returned to the seller in (reasonable time.)

These additions were likewise accepted.

Label Allowance Accepted—The request of the wholesale grocers for an increased label allowance was debated and it was finally agreed to increase the allowance, using the same basis as that adopted by the Western Canners Association, and which is published elsewhere.

A Canners' School at Madison—Secretary Nicholoy explained that the Madison authorities were ready and willing to devote some days to a school for canners, and that this presented an opportunity for the canners to show their interest in the help the State was willing to render; to demonstrate that they wanted this help, and that therefore all canners should take part in it This is not a thing that can be left to the Association or to some few members, but that all canners must take part. Upon putting the question the great majority expressed their willingness to be there, and the dates of December 10th to 15th were set.

Costs of 1924 Higher—The discussion on this important feature developed the fact that seed costs, both spots and futures, indicated an increase of 1¾c per dozen, advance on can prices 2½c per dozen; green product 2½c per dozen, making nearly 7c increase in these three items alone, and that labor was not taken into consideration. At 80 cases per acre it was shown that every advance of $1.00 per bushel on seed means 2½c per dozen.

The election of Directors and the revision of the By-Laws was then considered, but as these will be reported in the business sessions, we will leave that.

The present term of the business secretary, W. E. Nicholoy, expires on April 1st, 1924, but he was so loudly praised and sung to, that his retention for another year (and we predict for many years to come), was made by acclaim.

The treasurer's report was found correct and adopted.

The Memorials Committee brought in resolutions upon the death of two prominent men, which resolutions will be published elsewhere.

A committee was appointed to protest against the advance in can and seed prices, and to see the parties at interest and present the Association's protest.

The meeting wound up with a "three-times-three" for Secretary Nicholoy and the singing of the Wisconsin Canners Slogan, as follows:

On Wisconsin, On Wisconsin,
The State that grows good peas.
Win their favor through their flavor,
All to the good are these.
On Wisconsin, On Wisconsin,
Proud we are of you,
Spread the good news,
Spread the glad news,
Peas are good for you.

Dr Goeres and Secretary Nicholoy, both of good voice, prove real cheer leaders, and the assembly made the rafters ring, an brought the visitors in adjoining halls to see what was going o These Wisconsin boys sing well, sing lustily and believe in wh they sing.

THE AMUSEMENTS

On Tuesday evening the American Can Company and th Continental Can Company joined forces in entertaining the en tire Convention at a theater party. The show was a good vaud ville and all enjoyed the hospitality.

On Wednesday evening the Allied Industries, which mea the Canning Machinery Men, the Supply Men, the Brokers an others, played host to the entire Convention with a vaudevill dance and buffet luncheon, given in the big ball room of th Milwaukee Auditorium. And they needed all the room availab for the crowd was there, and bent upon dancing and feasting. good orchestra furnished the music; some imported talent, the shape of spritely young ladies who knew how to dance an sing, and "kid" the old boys, furnished the theatricals, and th Convention danced itself out, to a late hour, after partaking the bountiful lunch that had been provided. It will be noted th latter was in place of the usual Chisholm-Scott Co, entertai ment, as that firm withdrew in favor of all members of their pr fession, a graceful and neat act.

FINIS.

(NOTE—Report of the business session will be publishe next week, as owing to rush the Association was not able t complete same in time for this issue.—Editor.)

CONVENTION DATES

December 4-5, 1923—Iowa-Nebraska Canners, at Om ha, Hotel Fonteneke. Annual Convention an banquet.

December 6-7, 1923—Ohio Canners, Southern Hote Columbus, O. Annual Convention.

December 10-11—Tri-State Canners, Hotel Adelphi Philadelphia, Pa. Annual meeting.

December 12th and 13th—New York State Canner Hotel Powers, Rochester. Annual Meeting.

January 6-7, 1924—Utah Canners' Association, Uta Hotel, Salt Lake City. Annual convention.

January 21st to 26th, 1924—National Canners, Cannin Machinery and Supplies, National Food Broker Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping u informed as far ahead of time as possible, and s keep this column correct and complete.

Meeting of the Western Canners Association

Chicago, November 7-8-9, 1923

Large Attendance Came Early--Hear Warehousing Plan And Adopt It--Better Label Allowance Granted--To Draw Upon Members For Canned Foods Week Contribution.

RESIDENT J. W. HILL, of Des Moines, Iowa, makes a very capable presiding officer, and it was not his fault, nor from lack of effort on his part, that all the meetings did not art promptly on time. With Secretary J. A. Lee, President ll did about everything he could to get the members into the eeting hall on time, except to go down into the lobby and carry em up bodily. Last year—and Presidents for years before m on end—the then President "Roy" Clark stormed up and wn and berated the members, saying if they did not want the eeting to say so; but they straggled in late, interrupting the eakers then and again this year. In fact, President Hill opted the plan of starting the meeting so that they would have e opportunity to interrupt, and it worked!

Nobody, of course, is individually to blame for this tardiness nich has become second-nature with canners' meetings; but mething ought to be done. We are not at all fond of the shion of the day—"there orta be a law"—but we would sug- st that in preparing programs it be stated at the top that the eeting will absolutely start at the hour set. And then start it. nd set the time for each address. A little preparatory work the program, allotting an exact time and number of minutes each speaker might work wonders. The opening session of is meeting, for instance, would then have read:

OPENING SESSION

Crystal Room, Hotel Sherman, Chicago, Nov. 7th, 1923

10:00 A. M.—Invocation.

10:03 to 10:10—Secretary-Treasurer's report.

10:11—Appointment of Special Committees.

10:12 to 10:27—President's Annual Address.

And so on down to the finish. Stick to it and the crowd ould stick.

There was a very good crowd present, for Chicago had been ceiving canners all week, first for the Board meeting of the ational Canners, and then to stay for the Western meeting. was a well-dressed and thoroughly contented crowd, as we ave said before, because none of them seemed anxious about ay goods they might still have in the warehouse. And once e meeting was well under way, they filled the meeting hall and tened attentively to all the speakers, and took keen interest the motions and actions. They had heard the decision of the nners to adopt the Warehouse Plan, and they were anxious know what the wholesale grocers would do with it. And be said to their credit, they backed up the action of the National ssociation in a very unanimous way.

The outstanding work of the Convention was the adoption this Warehouse Plan, which was done unanimously, and the anting of a better label allowance in response to the request ade by President McLaurin, of the American Wholesale Gro- rs' Association, and who had just intimated that he thought s Association would adopt the Plan. They responded to the peal to support Canned Foods Week by passing a resolution make a sight draft on any member who failed to remit the 0 per line of machinery asked. This came during the Thurs- ay afternoon session, which had been turned over to the Canned oods Week Committee, and the Chairman of that Committee, yal F. Clark, acted as Chairman of the meeting.

This resolution was as follows:

THE CANNED FOODS WEEK DRAFT RESOLUTION

Mr. Fred Stare—I make a motion that the Secretary (Colonel John A. Lee) be instructed to draw a sight draft against every member of the Western Canners' Association for $10 for each line of machinery, to be used in advertising of Canned Foods Week, who have not made their donations by December 1st.

Motion seconded.

Chairman Clark—The motion has been made and seconded that our Secretary be instructed to draw sight drafts on members who have not contributed to Canned Foods Week Fund. All those in favor of the motion will signify so by saying "Aye."

CARRIED UNANIMOUSLY.

The second matter of importance, the new label allowance was in the form of a report from the Committee as follows:



J. W. HILL
President
Western Canners Association

REPORT OF CONFERENCE COMMITTEE ON LABEL ALLOWANCE

By Mr. E. W. Virden, Chairman

I HAVE to report that the Conference Committees of the American Wholesale Grocers' Association and of the Western Canners' Association have had under advisement the subject of label allowance, and while a good deal can be said as to whether or not there should be a label allowance or what it should consist of, we face the fact that it is already in existence, and that there is no possibility of eliminating it, and I don't know that it would be at all desirable to do it.

I was at one time oposed to making any label allowance, but I have been educated into the matter.

We have arrived at the conclusion that the principal thing was the question of what is a fair allowance and have that graduated over the different sizes of labels—Nos. 1, 2, 2½, 3 and 10.

We feel that in reaching our conclusion in this regard it would not be fair to penalize the large canner to the extent that there should be a label allowance in excess of what his labels would cost him by buying them in large quantities. The manufacturer buying in small quantities pays a larger price. But in the conclusion we have arrived at, this small producer will save the difference between what he would pay by buying in small quantities and what he would pay if he bought in large quantities.

We, therefore, arrived at a basis of an allowance which we could recommend for the adoption or discussion of the meeting, as follows:

Label Allowance

On No. 1	cans.....	$1.00 a thousand
On No. 2	cans.....	1.25 a thousand
On No. 2½	cans.....	1.60 a thousand
On No. 3	cans.....	1.95 a thousand
On No. 10	cans.....	3.50 a thousand

with the understanding that this allowance is on full-length labels, lithographed in 3 or 4 colors.

I am happy to say that the Committee is united on this proposition, and it is met with approval on both sides.

Mr. Stare—Mr. Virden has explained the situation very fully. I want to say, however, that it has developed in my experience that there are many inequalities in the label allowance. There are some buyers demanding the full cost of their own labels, and are getting it. In other instances there were very nominal allowances made, with the buyers furnishing very good labels. The price they got was ridiculous in comparison.

Another fact is that the National Wholesale Grocers' Association is very sympathetic with our problems, and we thought it a very good time to get their views. Their ideas at first were far beyond what we finally agreed upon.

I hope this report of the Committee will be agreed upon and that the trade will meet the provisions. There seems to have been a policy of getting just as much out of you for their label allowance as they possibly could. This new provision gives you a starting place. I think it stabilizes the label allowance perfectly.

It was adopted unanimously.

As the entire work of the Convention is epitomized in the report of the Resolutions Committee, for the sake of the busy reader we append here this last act of the meeting.

REPORT OF THE RESOLUTIONS COMMITTEE

Whereas, It is with a deep feeling of regret upon the part of your Committee that we call your attention to the irreparable loss through death of your former associates—William C. Leitsch, of Columbus, Wis., and Carl E. Hutchinson, of Randolph, Wis.—who, as we all know, had for years been prominently identified with the canning industry of Wisconsin. They both gave generously of their time and talents to the work and interest of the canning industry as a whole.

Therefore Be It Resolved, That the officers and members of the Western Canners' Association extend to their bereaved families and relatives their heartfelt sympathy, and that the Secretary of this Association be instructed to place this resolution upon the records of this meeting.

Whereas, The success of this Convention has been largely due to those taking part in the program;

Therefore Be It Resolved, That an expression of appreciation be hereby tendered for the part each has taken.

Whereas, Any proposed increase at this time in the price of tin cans may be injurious to the canning industry, and,

Whereas, The best interests of the can manufacturers, canners, wholesalers and consumers might be adversely affected by any increase in tin can prices, and,

Whereas, A report is now being circulated that the price of tin plate to can manufacturers will be increased to a point affecting the price of tin cans, and,

Whereas, A report is also being circulated that steel manufacturers are not proposing an increase on certain other steel products;

Therefore Be It Resolved, That this matter be called to the attention of the Special Committee of the Western Canners' Association.

Whereas, It is recognized that in view of the advance cost of the operation of transportation by rail that the transcontinental carriers have at this time apparently granted the fullest measure of relief to the canning industry in the way of freight rates, West-bound to Pacific Coast territory, but that it is still a matter of very great concern for the Middle Western canner. That he finds one agency indulging in the handling of interstate traffic and commerce is not yet placed under the jurisdiction of the Interstate Commerce Commission, namely, vessels engaged in the handling of passengers and freight between Atlantic and Pacific United States coast ports of call by way of Panama Canal;

Therefore Be It Resolved, That it is the sense of this Western Canners' Association that the members of the National Congress of the United States have their attention drawn to this condition, which is adversely affecting the interests of the canners in the Middle West, and that they be requested to take such steps as will place said agency of interstate commerce and its rules, rates and regulations under the full and complete jurisdiction of the Interstate Commerce Committee, and,

Be It Further Resolved, That we express our appreciation to the Traffic Committee of this Association for the splendid work it has been able to accomplish for the benefit of the canners of the Middle West during the past year.

Respectfully submitted,
A. O. DAWSON,
MERRITT GREEN, JR.,
M. W. JONES,
Committee on Resolutions.

With this digest of the meeting's activities, we will r proceed to the detailed report of the Convention, but we w to impress upon all caners that the series of addresses is wor of the most careful reading and digestion. Almost every ph of the industry is covered, and by experts, and you would m a serious mistake if you skipped any of them.

THE OPENING SESSION

November 7th, 1923, 10 A. M.

AFTER the delays above referred to, President Hill deci to call the meeting to order, and requested the Rev. J. Lee to make the Invocation. He responed with a touch appeal to our Creator, during which all stood with bowed he

After announcing the special committees, the President t read his semi-annual address, as follows:

THE YEAR'S ACTIVITIES TO DATE

Thanks for Hearty Co-operation—The Outlook—The Increas Demands for Quality—The Spoilage Question.

By J. W. Hill,

President Western Canners Association.

IT is not my purpose to inflict you with a long-drawn-out address, but simply a brief resume of the situation as presented to me.

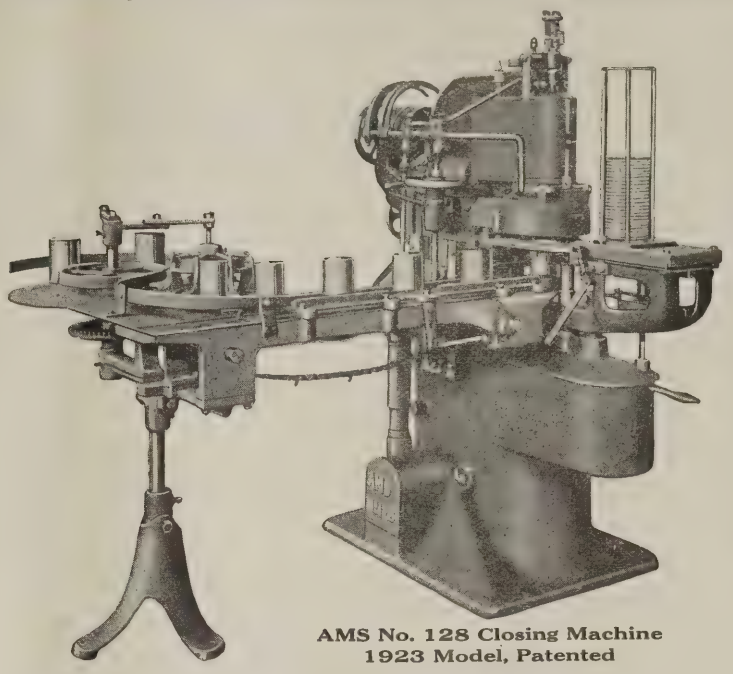
I desire at the outset, however, to express my appreciation of the countesy extended me at your last annual meeting at Milwaukee by election to the Presidency, but feel that you made a mistake by so doing.

This Association, as you are likely aware, is the oldest organization of its kind on the continent, and one which includes in its active membership 180 of the leading canners in the Middle West, and as addition thereto as associate members, all of the up-to-date brokers, supply and seed houses, also the machinery manufacturers, of this vast territory. Hence, I have reason to appreciate the honor which you have conferred upon me.

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

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USE
HAMACHEK IDEAL
VINERS AND VINER FEEDERS
For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.
Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters
ESTABLISHED 1880

I desire at this time to express my appreciation of the attendance of our associate members. We are pleased to have you with us, gentlemen, and we want you to feel perfectly free to participate in the deliberations. Our interests are mutual, and we are pleased to extend you a most cordial welcome.

I am firmly impressed with the idea that there exists today a closer and more friendly and a more helpful attitude between the canner and those who represent the various interests with which we are associated. This co-operative spirit **should** prevail, for the success of one means the success of the other, and mutual confidence should be manifested all along the line. It really embodies the idea of "service for our fellow-man" which always results in happiness and satisfaction to the parties thus mutually engaged.

Outlook—The general conditions of our industry today are much improved over those which have attended our operations during the past three years, and the most conservative canners feel that we have now crossed over the roughest places and that an era of prosperity confronts us. The economical history of the past leads us to believe that the period of acute disability is practically over and that we are gradually passing into normal conditions.

Finance—The financial situation, which is an important factor in our business, has materially improved during the past six months, and those who find it necessary to secure additional funds at the peak of their operations are more readily doing so and upon more favorable terms than heretofore.

It is advisable, however, to have satisfactory arrangements made for necessary funds beforehand, as the jobber now seems to be more inclined to withhold future orders, by which the packer carries a greater portion of the load than formerly.

Grades—There seems to be an increasing demand for the better grades of canned foods. The consumer is paying higher prices for them than formerly, and he demands a better quality. Hence, it is "up to us" to see that our plants are operated accordingly if we expect to "stay in the game."

I might incidentally remark that in making an extended trip though the West, South and Southwest, I found this idea prevailing everywhere with regard to better grades. I am convinced that the time has come when this matter must be given our very careful attention.

Spoilage—There are several important matters claiming the attention of the canning industry at the present time, the more prominent of which is the mutual adoption of some method by the National Wholesale Grocers' Association and the canners' organization on the question of the disposition of spoilage. The matter is in the hands of committees representing both parties at issue, one from the National Canners' Association and one from the National Wholesale Grocers' Association.

Four plans have been suggested, of which you are, possibly, fully advised:

First—Graduated percentage allowances,
Second—Label-return credit plan.
Third—Half per cent flat allowance.
Fourth—Return to central warehouses for inspection and credit.

It is presumed that the canners will accept any plan agreed upon by the National Committee, but if this organization desires to discuss the matter as a means of information for our committee, I would recommend that it be made a special order of business for such an hour as may suit your convenience.

Canned Foods Week—This important matter is in the hands of my efficient predecessor, Mr. Roy Clark. This feature of publicity of the canning interests has met with the approval and hearty co-operation of the jobber, retailer and broker, and must surely have the enthusiastic endorsement and pledged support of every member of this organization.

Mr. Coolidge, before he became President, gave this movement his official endorsement and approval. Now that he is President of the United States, he no doubt is of the same poinion.

I believe, gentlemen, this is a movement in the right direction. I respectfully suggest that the Committee on Resolutions give same due consideration in their report.

Seed Corn—The supply and grades of seed corn are of supreme importance at all times, but the unfavorable season for maturity during 1923 makes it doubly so for 1924. I hope the "Seed Supply Committee" may be able to present such information in their report as will remove the anxiety of some of the canners present.

Federal Grades of Crops—The U. S. Department of Agriculture is considering the advisability of establishing federal grades on cannery crops and the basis upon which such grades should be formulated. This question is in charge of Mr. Charles W. Hauch, "Official Investigator of Marketing," who has been requested to be present at this Convention and more fully explain the proposition. He has been given a position on the program, and I feel sure you will be interested in his presentation of this matter.

Label Allowance—The question of label allowance under existing conditions is a matter which is now giving many of our members much concern. No disagreement of any consequence on this point has heretofore existed between purchaser and canner, but it is claimed by interested parties that this item of expense has become one of more importance, and we are requested to join with them in a conference on the subject. If you desire to do so, I would recommend the appointment of a committee to confer with a like committee of the wholesalers, with the request that they make report, with their recommendations, at a later session of this convention.

National Counselor—The United States Chamber of Commerce desires that a representative of this organization be selected, to whom matters of general public interest could be referred. I have taken the liberty of appointing our official Secretary, Colonel Lee, to this position, and hope such may meet with your approval.

The Canners' Review—In order that we might maintain closer touch with our membership and at the same time keep them advised upon matters of mutual interest, I prevailed upon Colonel Lee to undertake the issuance of a semi-monthly bulletin, which he has named "The Canners' Review." This has been mailed to every member of the Western Canners' Association during the past three months, and, judging from the many compliments and congratulations extended him, I feel that it is fully appreciated. I take this occasion to officially congratulate Colonel Lee upon the outcome of this venture. He, as usual, does all the work and the cost of the Association has been nominal. I ask that you, as members, extend the editor every possible encouragement. I believe, gentlemen, that this is a move in the right direction, as it keeps us in touch with all matters of importance, and hope you give Colonel Lee your full co-operation.

Buffalo Convention—I wish to call your attention to the forthcoming meeting of the National Canners' Association, which will be held in the City of Buffalo during the month of January. The officials are now planning to make "The Canned Foods Show" a special feature of the 1924 Convention. A large and commodious hall has been secured for the exhibits, and the individual canner respective associations will be given every convenience and courtesy possible in arranging proposed exhibits.

The officers of the National Association are very desirous of making an exhibit which will be a credit to the canning industry, but they cannot accomplish it alone. They solicit the co-operation of all canners and canners' organizations in the movement. The expense will be nominal, and it might be well for you to have a committee appointed to represent the Western Canners' Association, with instructions to co-operate with the Exhibit Committee of the National Association.

Reports of Committees—You have been presented with copies of the program of this Convention, which contains a list of various committees, all of which are on subjects of much importance to the canner, and it is hoped that the chairman of each committee will call a meeting of his associates and be prepared to present a report at the proper time.

ells Corporation

ning Machinery Company

es and Advertising to be Combined

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Canning Machinery Company
ome the General Sales Office
two companies.

Sells will move to Chicago to
lly direct the Sales and Adver-
both *Peerless* and *Sprague-*
Machinery. Leland A. Babcock
his collaborator in this work,
der them will be an organi-
of Sales Engineers and Sales
constantly at your service in
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g Factories.

Service Work Also to be Combined

The users of *Peerless* Machinery know *Peerless* Service. During the canning season we will extend the same attention to *Sprague-Sells* Machinery that we have endeavored to give to all *Peerless* customers.

We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
Millar W. Sells
Neal S. Sells

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I very urgently request that this be done. The chairmen of their respective committees can call their men together and give a report on the subject assigned to them, which no doubt will be of general interest to all members.

In closing I desire to publicy express to Colonel Lee, our affable and efficient Secretary, my appreciation of the splendid service rendered the Association during the past six months. He promised me at the Milwaukee Convention that he would "do all the work" if I accepted the presidency, and he has kept his word. I thank you.

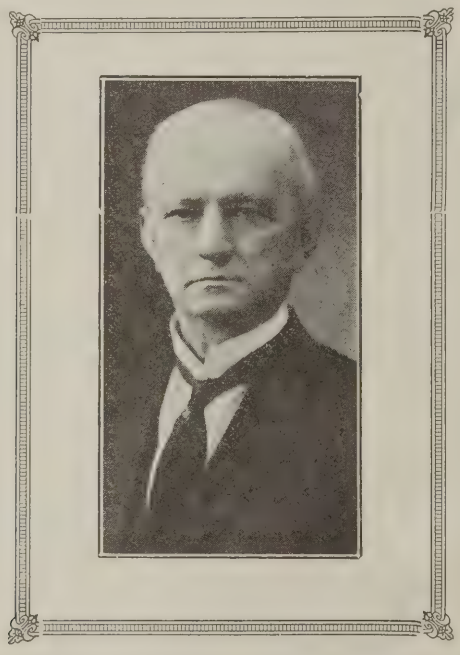
The President then requested Secretary Lee to make his report, which was done, as follows:

REPORT OF SECRETARY-TREASURER OF THE WESTERN CANNERS' ASSOCIATION

By John A. Lee

AS Secretary of this Association, I beg to report that the growth of membership since our April Convention at Milwaukee has not been as large as I would like, we having secured only eighteen (18) new members—all but two, canners or active members. The losses in membership by resignation since that meeting have been two.

The period between April and November is not propitious for securing new members, as all connected with the canning industry are so busy that they cannot be induced to consider matters of that nature. We exhausted our electricity a little previous to the April Convention in securing 104 new members, but I am very hopeful of a good increase between now and our next April Convention, as that is our harvest time for membership.



"Col." JOHN A. LEE [Wrangler]
Secretary
Western Canners Association

We have established a method of communication with our members which we call the Western Canners' Review, a semi-monthly letter, and have issued four copies. The expense of sending it to our members is small, and it has the influence of keeping our membership in touch with each other and our Association work. The directors approved the work.

We now have a membership of about 350, as compared with a membership of less than 225 when I assumed charge. The roll at that time embraced about 275, but at least fifty of them were being carried without payments of dues and without interest in our work.

We have eliminated that element and our membership is now on a fairly solvent and substantial supporting basis.

Our committees have been at work and have been trying to protect the interests of our members along practical lines, and their reports at this Convention will outline their efforts.

My report as Treasurer is that I have arranged to have all dues payable in January of each year, beginning the first of January next, and to have payments in that way simplified and uniform. New members joining after April meeting will pay only half a year's dues, so as to have all payments start from January 1st and to be good for the year. The collections since the April Convention at Milwaukee have not been large, as most of our dues were paid previous to that meeting. I reported $2,050 cash on hand at that time, and now have only about $850, but the expense of the Milwaukee Convention, which was heavy, has all been paid and all other expenses are paid. The expenses of this Convention at Chicago will be comparatively much smaller.

We have about $600 unpaid dues for 1923, which I consider collectable and expect to get them in this year. Some of them have been paid during this Convention. I estimate the collectable dues for 1924 at about $4,250, a much larger amount than ever in the history of the Association.

I hope, with the help of the officers and members, to increase the membership to 500 by the time of our April meeting. My accounts are in the hands of the Auditing Committee, and that committee will give you their report.

The report was accepted and ordered filed.

The President then neatly introduced the President of the National Wholesale Grocers' Association, who responded as follows:

THE WHOLESALE GROCER AND HIS PROBLEMS

Believes a Graduated Allowance for Swells Fair—The Urgent Call for Quality in the Cans—Advocates an Advertising Campaign by Canners and Wholesalers.

By J. W. Hersher, President.
National Wholesale Grocers Association.
At the Opening Session.

WE grocers who are here attending the National Canners Convention, came with the sincere desire of helping solve the problem which was confronting the industry, that affects you and affects us.

It is a great pleasure for me to come before you. I have always been a great believer in association work, and those of you who are here today are to be congratulated on having the association spirit. We need to carry on this work

You folks as the producers of the foods, and we as distributors, are engaged in one of the greatest businesses on God's green earth. We should not fail to appreciate the position we occupy in our business life. We are the producers and distributors and warehouse people for the food supply of—you might say—the world. That work deserves our closest and most careful attention at any and all times.

Obviously, conferences must be held between the producers and distributors on various topics of interest to buyers and sellers.

As I understand it, there are 4,000 canners in the United States. I am convinced—and I say it with no feeling at all except that I am trying to be helpful—that the canners as a class are unable, not through lack of desire on their part but simply because of the position they occupy, to appreciate and understand the problem of the wholesale grocers, who have 400,000 to 500,000 customers Consider the retail grocers, delicatessens, hotels, cafes and various other eating houses and clubs, and all other people who buy food for distribution to the ultimate consumer. I don't believe there is a canner in this room who can imagine the vast problem confronting the wholesale grocer. Any inefficiency in the wholesale grocery business comes out of our "Net"—when there is such an animal.

I simply want to bring out this point, that in discussing this problem with you I want you to bear in mind the fact that we have to deal with 500,000 customers daily. When you have placed your orders through us, you are **through** for another season; whereas the wholesale grocer's work first begins then and continues until the goods are consumed. The wholesale grocer is carrying a load. In the discussion of any canning problem, I want you always to try and visualize the problem down until the stuff is really consumed by the consumer.

The improved quality of canned foods during the past few years has given me one of the greatest surprises in my career. Only the best that can be turned out should be put in a tin container, in order to make your business worth while. You must remember, folks, that the stuff in a tin can must be bought by the purchaser on faith. He can't see the contents when he buys. More and more people are coming to live in apartments in metropolitan cities; and I am sorry to say that these people seldom

see any fresh-grown foods. They are impressed with the idea that the fresh foods displayed in windows are "fresh" from the ground. But the stuff might be several days or several weeks old. Whereas the stuff in tin cans is much fresher because it goes into a tin can the same day it is taken out of the field.

Wholesale grocers, except in a few instances, do not deal in fresh food or fruits.

In regard to the one-half of one per cent. flat allowance on swells, I think you folks have brought on this difficulty by allowing it to certain organizations. Consequently it has been made a general proposition all along the line, whether it is a fair proposition or not. We have come to the conclusion that a graduated allowance was fair.

Just for a moment on that subject: your guarantee on swells in the past provided a guarantee only until July 1st, next. Then you step out from under. I want you to realize there is always a large amount of stock after that date left on the shelves of the wholesale grocer, as well as on those of the retailer. We have given you folks free insurance. It hasn't cost you a cent. We have seen you out whole.

Supposing we didn't. To quote one retailer, the retail grocers would say, "All right, I'll just quit you, and sell fresh goods."

Would you be benefited by such action?

The best friend you have in the whole world is your wholesale grocer friend. We endeavor to do everything we can to render service to you canners. Our industry, like yours, has been having a trying time during the past few years. Conservative canners feel that things have gotten sort of normal. I feel that the wholesale grocery business is in a very healthy condition.

We are simply seeking, with this flat allowance for swells, the simplest way out with the least expense to you folks. Add it in to your cost. If you all do it, as you did the cost of your raw material and labor, this percentage allowance can be included with safety in the cost of your product And, except for undue spoilage, you folks are through with it.

The problem was not adjusted yesterday, but sooner or later must be adjusted. We have the general Pure Foods Act, and whether No. 381-A becomes amended or not remains to be seen. But we honestly are of the same belief that it is a very unwise move on your part. I want you folks to remember that 500,000 direct customers of yours must be considered in this matter.

We have discussed informally in some of the conferences with you folks and among ourselves the appointment of a joint committee—or a new association might be organized for that purpose—to advertise each day "CANNED FOOD"—not a particular brand, but a commodity.

Think what happened to spinach!

Increased consumption is to your interest and ours. You folks realize the difficulty in raising money for your Canned Foods Week. But how nice would it be if the canner and wholesale grocer would come to an agreement something like this:

The wholesale grocer donates ½ cent per case on each order, and the canner makes a similar donation on each sale. With 20,000 000 cases of goods a year, on that basis you would have $200,000.00.

Then, place that money in the hands of an advertising committee. It is the best way money could be spent. I want you folks to give that matter some thought.

I have no quarrel to make with the price of a commodity, but quite often the public is informed that the spread is too great between producer and consumer. It looks to me as though some statement should be made or evidence produced along the line. When some of these charges are made to politicians, they naturally blame the middle-man. That has been the age--old cry.

I do not know whether the price of cans is too high, or the can companies making too much money. It does seem to me as though this exhorbitant container cost—I mean the tin can—gets no notice in the discussion about this or that. I do not know whether you folks are easy and let them charge you such prices as they desire, or not. But when the container costs fifty per cent of the price you charge me, I think it needs a little investigation.

As to Canned Foods Week, regardless of what follows or happens, I think I can assure the Canners Association that we are going to do everything we can in the furtherance of that idea.

Your President remarked about jobbers not buying on futures. You canners throughout the country are not troubled with the increased city taxations, and it is getting rather difficult for institutions of all character in the cities to carry large stocks of merchandise within the city limits. Taxation has gone rapidly upward in the cities. I do not think the farming elements have been penalized to a similar extent. That is the reason for dealers not wanting to deal in futures.

There is just one more plea I want to make to you. You want to have your invoices made out uniformly and your cases so marked and your labels so made out that a customer will be able to ask his retailer for a certain can and be sure he is getting it. You would be surprised, gentlemen, if you went to a jobber's and looked through his stocks and saw the lack of harmony and uniformity. That is something you could very easily straighten out. I want you to give this your serious consideration.

I appreciate the opportunity, Mr President, of talking to this meeting, and thank you.

President Hill then asked Mr. Preston McKinney, vice president and secretary of the Canners League of California, to address the meeting, as he was obliged to leave before the day on which the program announced him.

THE CALIFORNIA METHOD OF BUYING CROPS BY GRADE

Special Corps of Inspectors—Backed by State Food Authority—Growers Like the System—Canners Heartily Favor It.

By Preston McKinney,

Vice President and Secretary, Canners League of California.

OUT in California we are just completing the tomato pack. If the frosts do not come, we may be able to run another two weeks. Before we are through with tomatoes our plants will begin to operate on olives, and before the olive season is over, the asparagus and spinach will begin to roll in. Long before either of these items are fully packed, cherries will be ripe, and it will be early June. Apricots will crowd cherries, and peaches and pears will come in quick succession, so that by the first of August, we will be at the peak. Before peaches and pears are through, tomatoes are back with us again, and we have completed the cycle—a year of hard work. It is like the old advertismnts of Sam T. Jacks' Theater in Chicago—a continuous round of pleasure—the curtain never drops.

Naturally, we are envious of the pea canners of Wisconsin, and the corn canners of Iowa and Illinois. As we understand your game, sometime toward the end of June, you gather a few huskies around you, get into your motor car, drive over to the plant, unlock the door, get up steam, and then stand by while the peasants bring in the raw products, and the automatic machinery grinds out the dollars for you. This arduous labor on your part, as we understand it, lasts five or six weeks, and then tired out, you hie yourselves to Florida, and at least three miles off shore, where the flying fish play, you bask in the sun, not too far away from the vessels that fly the English flag. During this period, between seasons, which lasts, as we understand it, nearly eleven months, the only worry is that late June will come again, and for another six weeks you must labor, and incidentally, your golf game will suffer thereby.

Seriously, it has occurred to me that you might be interested in an element of association work, which was experimental with us in California three or four years ago, but which this year has proven to be successful. This work started in the San Jose district, which I may say in passing, is the canning center that produces most of the advance thought in the industry out there. Several years ago, every season some canners had difficulties with the State and Federal food inspectors. Occasionally, they condemned our canned tomatoes, and on several occasions, canners who thought their work was being interfered with, unjustly contested the State and Federal action. The officials always won, and we concluded that they were on the right track, and we, while not on the wrong track, were not as careful as we should be. All the canners in Santa Claire county, of which San Jose is the center, met one night in the Von Dome Hotel, and we had as our guest, Professor Lee, enforcing officer of the state food law. We found he had no horns, and that he was just as sincerely anxious to approve our quality as we were, and he made the rather astounding statement for a food official, as we thought then, that he was not interested one whit in legal prosecution; his interest he said, was improving the quality, and he hoped the time would come when there would be no prosecutions—because the quality would be beyond repreach. He said, however, that he wished that he had a half dozen more inspections, because he did not think he was doing his job justice.

Professor Lee also said that after a good many years of watching cannery operations, he was certain of one thing, and tht was, no matter how efficient the cannery, you could not produce a good product with poor raw material, and further,

that where clean and sound raw material was delivered at the receiving platforms, there were mighty few instances where the canned product was not also clean and sound and of good quality.

As an outgrowth of this evening's exchange of ideas, the canners themselves raised a fund to employ three inspectors. These men first reported to Professor Lee for instructions, although they were not officially under his supervision. He told them, however, his ideas of quality in tomatoes. They then reported to me, and I told them their job was to see that every canner who subscribed to the fund, received his products in accordance with Professor Lee's ideas, and that the examination of the finished product to be made each week, would be proof as to whether they had done their full duty, so you can see it was not a whitewash job.

Every canner agreed that it was my duty to report any member to Professor Lee for prosecution, if he received any raw material which was below Professor Lee's ideas. And it was not a hollow threat! During the first year, we had reported several of our own members to Professor Lee, and his own men went down, confiscated several lots, and served notices on these our own members, that he would close their plants if they received any more off grade tomatoes.

The plan worked so well in Santa Clara county that two other major tomato producing districts of California asked that we put in the system, and all have been operating in this manner for three years. As a result, not a member of our organization this year or last, has produced a tomato which even approached the danger line. If any canner comes within thirty-three per cent. of the danger line, we call it to his attention. In other words, through this co-operative method, we have created a two-thirds margin safety, and we are getting better.

Having been successful in this work on tomatoes, and through them having gained a better understanding of each other's problems, and of the great fact that quality is competitive, as well as price; that is, you can afford to go to extremes in quality if you know the other fellow is doing likewise, we have extended this inspection work to fruit and other vegetables.

Last year we began on peaches in the great Sutter county district. We put men at the two leading receiving stations there, who have no direct authority over the individual receivers, but who watch all the receiving, and who are called in as arbitrators, whenever, there is a controversy between the receiver and the grower. In fact all of this work has a great advantage in our relationship with the grower, for the odium of rejecting a lot of inferior fruit or vegetables rests with the association rather than with the individual canner.

Of course, in receiving fruit, there is not the element of mould count, such as is the case with tomatoes, and therefore, the rigidity of the receiver is a matter of individual judgment, and the great advantage of having our men at these receiving points lies in the fact that my persuasion and constant comparison, our men are able to standardize the receiving, and to standardize it on a high plane. The grower cannot come back and say So and So is receiving more liberally, because it is all standardized.

Our work was so successful last year, that this year we have taken over, as an association, all the receiving facilities of the two leading points in Sutter county; have purchased the scales, have built regular receiving platforms, and have installed test graders, test machines; have employed traffic officers and weigh masters, all under the direction of the Canners League.

It is surprising the improvement in the quality of fruit, as a result of this collective effort, and also in the good will of good growers. There is nothing which takes the ambition out of a grower as quickly as the knowledge that, despite all his efforts at cultivation, pruning, spraying, etc., he gets the same price for his product as the man who is careless and slovenly.

WHAT IS THIS WAREHOUSE PLAN

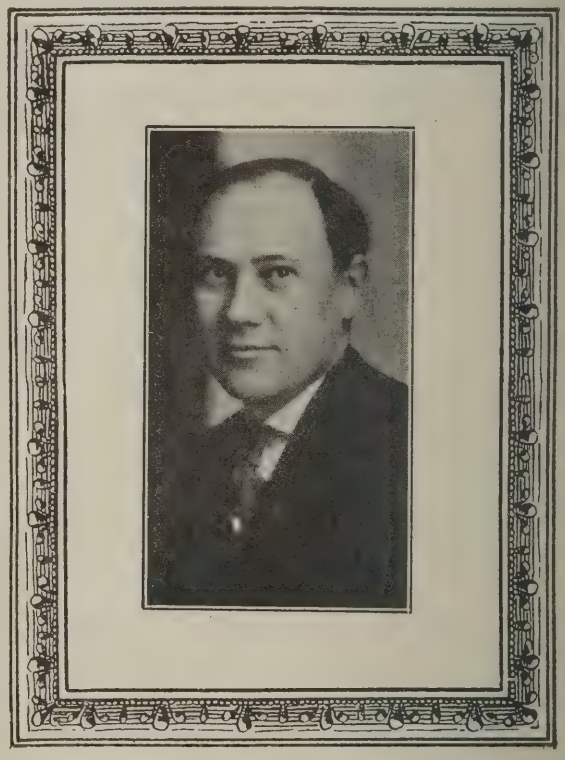
How Will It Work—And What Will Be the Effect—Can All Canners Use It?

By Royal F. Clark.

Chairman Conference Committee with Wholesale Grocers.

Wednesday Afternoon, November 7th, 1923.

YOU have all heard a great deal in the last few days regarding swell allowance. You, no doubt, are familiar with ruling 381-A. This was an order prohibiting the shipment of swells interstate. However, that does not represent a new law in the traffic of swells; neither in reference to interstate shipments. The Pure Food and Drug Act prohibits the shipment interstate of spoiled canned food; and 381-A merely serves as an announcement from the Bureau of Chemistry that it would enforce the law. Naturally something must be done by way of chnge of contracts between producer and distributor. Throughout the country it has been the practice to include in the contract a provision to the effect that upon request from the canner, the distributor will ship back any spoiled goods or swells for his examination. This provision has not always been taken advantage of by the producer. You, as producers, as well as myself, in most instances paid the distributor's "swell" claims without exacting re-shipment of these goods. It would probably have been better had we asked for the return of those swells to our own plants to ascertain what the trouble was.



ROYAL F. CLARK
Vice President
National Canners Association, and *Chairman*
Canners Conference Committee

Prior to the introduction of this ruling, there had grown up between producers and some distributors a habit of allowing a flat swell allowance, and in some instances as high as ½ of 1 per cent. This was inaugurated by the chain stores in the first instance. And we granted the request of chain stores to the tune of ½ of 1 per cent., and not to the wholesale grocer. Naturally the wholesale grocer was very much disappointed with the discrimination carried on between the producer and distributor; and I want to saw now it has been and is unfair to the wholesale distributor to grant that concession to one distributor and refuse it to another. You must understand that they did have a just grievance.

As I said before with the promulgation of 381-A it became necessary to do something, and that is the reason they have met so often in an effort to solve the problem and in an effort to promote a plan that would be fair to producer and distributor.

There are certain fundamentals that must be kept in mind. The public has an interest in this question. The ultimate consumer has an interest in this question. I didn't believe, until I heard statements made by numerous state food officials, that there was such a large amount of traffic in and consumption of spoiled goods. It has been a practice of unscrupulous retailers to take off the labels from swells, and resell the goods, although collecting the claims for spoilage.

The canning industry must work in co-operation with the Federal and State and municipal food authorities of this country



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BLOOD 

TELLS

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Chicago

if we wish to increase consumption of our products. We must have their co-operation, and they must have ours.

The issue between the distributor and the producer is a clean cut one. The Conference Committee representing you have taken the position that it is their duty to follow their goods to the ultimate consumer, and to see that those goods (spoiled goods), are destroyed and that there isn't a chance in the world of those goods getting into the hands of the consumers, and to protect the distributor against losses through swelled goods.

The distributors have taken the position that this whole matter can be solved by including in the contract a provision calling for a flat allowance. That is their position. They say that more laws should be put on the statute books—State and Federal—to see that all spoiled goods are destroyed. They say there are 400,000 retail grocers in the United States. The distributors say they don't want a flat allowance to make money out of it. They simply want it to save bookkeeping all around.

However, it is the duty of any organization to protect the efficient within its ranks, and not place a premium upon inefficiency. We maintain that if we issue a degree for a flat allowance, there would be an incentive created at once to deliver ½ of 1 per cent. of swells to take care of the flat allowance. Such a plan would operate so that a canner whose swells amount to only one-tenth or one-twelfth of one per cent. would have to pay one-half of one per cent. swells according to the flat allowance. On the other hand, here is a canner, unscrupulous and careless, whose swells amount to even more than 1 per cent. Thus such a plan operates to put a premium on the inefficient canner.

In the meeting between the wholesalers and the canners, the Zonal Warehouse Plan—which I will explain briefly to you—was discussed thoroughly. At that meeting both wholesalers and canners believed that this matter should be placed before the Food and Drug officials of this country, both from a commercial and health standpoint. They believed it would stop the trafficking in of swelled goods. There had been so many complaints that they felt something had to be done, but there are officials in the Bureau of Chemistry who doubted if that would give us control of the swelled goods problem. They are as anxious as the canners to formulate some plan that would offer better control over spoiled goods. During the convention of food officials of the country at Duluth they intend to present this plan.

It was understood that the wholesale grocers would join with us to try out this Warehouse Plan.

We have never had the backing of the food officials of this country that we ought to have, and I am not criticising them. They will admit this themselves. They are charged with the enforcement of the laws of the State or municipality, wherever they may be. They have a large territory to cover, and have never had the opportunity to study the question of spoilage the way our men in our own laboratories have had. They are anxious to co-operate with our men, to study the problem, and try to work out some control.

Through this plan, or any other plan, the unqualified support of our food officials, would make it a greater advertising for us than all the advertising that has gone on in the canning industry throughout the last ten years. Why? Because it would go over to the consumer. The food officials are watching over them, and make such rules and regulations that will prevent spoiled goods getting into consumption. This plan we have proposed has been supported by the food officials.

For years they have wanted some plan of this kind, and have often taken up the matter of doing more to control spoiled foods.

Our friends, the wholesale grocers, say this plan won't work because it costs too much money. We have the money to finance it. But it gives them a great deal of worry. Afraid the plan won't work and go through and be a success.

Now, we have the money. We have made the arrangements and are ready to start. We have the backing of the food officials of this country, and it will be a SUCCESS. And I think you will agree with me when you learn a little more about the plan.

The purpose of the plan is to give the canner a chance to investigate the claims of swells. It is fair to distributor and canner. Every single paragraph of the proposed plan is backed by precedent

We are asking the jobber to do nothing he has not been doing, except that instead of returning the goods to the warehouse of the individual canner, he will return them to a Zonal Warehouse of the Association. Please remember that.

Just consider this proposition. We must assume the relationship between distributor and canner has been all right up to the issuance of this new ruling. There had been no request on the part of the distributor on the question of swelled goods, until this ruling was proposed. Then they felt, it seems, that here was a good chance to get an extra "trade discount." Not all of them, my friends, want to do anything of that kind.

I have a letter from the Bureau of Chemistry, which I will not read, reviewing the problems that have confronted them in the past. And then, as they state in their last paragraph, they are willing that the plan we propose be tried out.

In other words, they announced that they would not prohibit the re-shipment of spoiled goods interstate wherever we have a warehouse, and we have already established Zonal Warehouses in 19 different places in the United States.

Notices will have to be sent to both State and Federal officials when these goods are moved.

I want to say, gentlemen, that we don't expect by any means that every spoiled can of food will be sent to a Zonal Warehouse—any more than every spoiled can of goods was sent to your factory heretofore. And we expect the same relationship to exist between canner and wholesaler that existed heretofore. But, when you desire to have your goods examined, this plan affords you an opportunity to send these goods where they have technical men, and you will find out then what is the cause. It also takes care of cases of unusual swells. Not many of us experience cases where 100 or 150 swells occur in one shipment. But that does happen, and the distributor must be protected. In such a case undoubtedly, where 100 or 150 cases of swelled cans occur, the National Canners Association would send their representative on the spot for examination, and save the freight charge involved if the goods were sent to the Zonal Warehouse. Although this is a complete plan, it is not a finished product. You can't expect that to be the case.

But it is a step, we claim, in the right direction, and so complete that it is worthy of a trial, and we have convinced the food officials that it is complete enough to be worthy of a trial.

After two days session here in Chicago we went before the committee of the National Wholesale Grocers Association. Only four were present. The remaining members of the committee were not there last evening. The plan was presented. A representative of the Bureau of Chemistry was there. Dr. Gelger, of the Health Service Bureau of the United States, was there and answered questions put up to him. Both of these government men were in hearty approval of this plan.

Notwithstanding the fact that this plan has the approval of food officials, the National Wholesale Grocers Association's Committee made the statement that while they were there clothed with authority to accept, they would only act if we agreed on some kind of a flat allowance.

We met the committee from the American Wholesale Grocers Association this morning, and while it was not expected that they had authority to finally approve of this plan and could go only so far as to approve the principle, they unanimously voted in favor of the principle as outlined by our committee.

They made very clear that the reason they were in favor of such a plan was that it gave absolute protection to the distributor, and that it meant protection to the ultimate consumer, and that they believed with your co-operation that it meant a large increase in the consumption of canned foods in the future. They took a very broad view of it, and will recommend it to their conference committee for their approval of this plan.

We were to have a meeting with representatives of the Chain Stores Association, but I think they will not be here on account of sickness. But I want to say something about the Chain Store Association. They are not of one mind on this proposition by any means. I know of several large chain store concerns who are unalterably opposed to any flat allowance, and will not enter into any contract with such a provision.

There is one large chain store, however, (the Atlantic & Pacific) who characterized this plan—adopted after many months of study—as an idle dream, and they say they will make no agreement with a canners association that does not allow ½ of 1 per cent. on all commodities, although there is a difference in the amount of spoilage, running from one-tenth of 1 per cent. in some instances to 2 and even 3 per cent. on others.

In all the conferences we have had no distributor claimed that this spoilage as far as tomatoes, peas and corn were concerned, exceeds one-fifth of 2 per cent., and it is generally agreed that it is much lower than that. And all agree that on all commodities spoilage may run as high as three or even four per cent.

Yet this chain store says that unless we allow this flat allowance of ½ of 1 per cent. on all commodities, and let the pea canner, corn canner, and tomato canner grant this same allowance, "we don't make any arrangement with you."

I don't know what we're coming to. But not all the chain stores voice that gentleman's sentiment or take position with him. As far as the National Wholesale Grocers Association is concerned, I think I can truthfully say to you that many, many wholesale grocers belonging to that association are not in favor of a flat allowance, but do prefer such a plan as we have proposed. I believe they will follow in line.

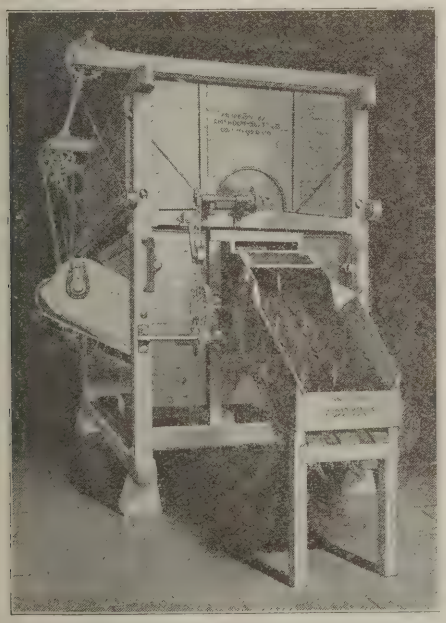
The officials of the National Canners Association have been authorized to proceed, and arrangements will be made for inspection. The food officials have said it would be all right.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

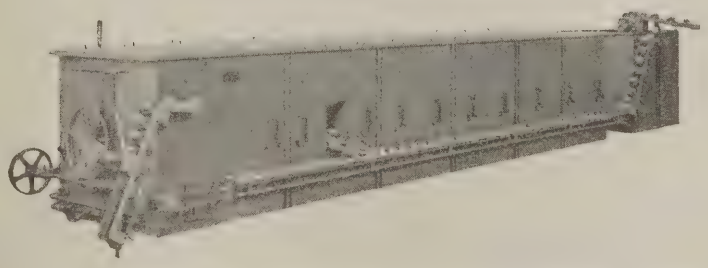
Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



We are going to proceed with this plan. I would like to know whether the wholesale grocers—notwithstanding that this plan as the approval of the food officials—are going to take the position that they will have nothing to do with it. How long are we going to be dictated to by the distributors?

They are friends of ours. We need them. They need us. You can't get along without them. But can they get along without us? Some wholesale grocers have embarked in the canning game for themselves, but did not succeed. We need them and they need us. I sell a carload of peas to the wholesale grocer. Whose goods are they? If they are spoiled on whom is the responsibility placed to see they are destroyed? On whom should the responsibility be placed? I say it rests exactly upon the man on whom it should rest. On the producer.

If they are our goods, then shall we all have something to say about how they are to be handled, and the examination that should take place on these goods?

We think this plan is O. K. And, gentlemen, we have to stand pat. We didn't say that yesterday. The National Wholesale Grocers Association said it would not come to an agreement with us unless it embodied some kind of a flat allowance. The American Wholesale Grocers Association and the food officials have been present at all of the discussions. They believe our plan is sound. And I want to say it is up to you canners to include this plan for all future orders. You need not worry about the expense. The provision in this plan is that the Association will handle the matter of swells for non-members as well as for members. Non-members will have to pay the actual cost involved. It is open to everyone.

I don't believe—or if I thought that there was a majority of canners in this room, or even one out of ten who believes in a flat allowance, I would tear up the papers and go home. But I have not found one who is in favor of it.

This is the plan that will absolutely work out and give satisfaction in the end, both to the distributor and to the canner; and you will have the satisfaction for once at least of knowing that you have done something for the protection of the consumer and something for the health of the public and that has the absolute approval of the food officials, something that we have not had in the past, because we have been too busy to take care of these things.

(Continued Next Week.)

NEW PEA STANDARD DEFINITIONS ADOPTED

NOTE—The importance of absolute accuracy in the Pea Standards, given below, requires a republication of them from our issue of November 19th, with some important corrections. As below given, the Pea Standards are correct, as adopted. Editor.

The Pea Section of the National Canners' Association has been working on pea definitions of standards for a long while, and at the Atlantic City Convention adopted tentative standards. A special committee at that time was appointed to perfect these definitions, and they worked on them, and finished their work in a long session, lasting from 8 P. M. to 1 A. M. Monday, November 5th. Mr. Charles H. Hunt, Chairman of this Special Committee, and its members were present, and with them Dr. Blanck, of the Bureau of Chemistry and member of the U. S. Committee of Standards, and some others.

The outcome of their long deliberations was as follows:

Canned vegetables are properly matured and prepared fresh vegetables, with or without the addition of potable water, salt and sugar, as specified in the separate definitions for the several kinds of canned vegetables, sterilized by heat, with or without previous cooking, in equipment from which they take up no injurious substance, and kept in suitable, clean, hermetically-sealed containers.

Canned peas are the canned vegetables prepared from the fresh seeds of the common or garden pea (Pisum sativum) by shelling, winnowing and thorough washing, with or without grading and with or without precooking (blanching), and by the addition, before sterilization, of the necessary amount of potable water with or without sugar and salt.

Canned Pea Qualities: Fancy quality peas are fresh, young, succulent peas of practically uniform color and size, unless declared to be ungraded for size, with reasonably clear liquor and are free from flavor defects.

Choice quality peas are fresh peas and may be less succulent than the "fancy quality" of reasonably uniform color and size, unless declared to be ungraded for size, with reasonably clear liquor, though not necessarily free from sediment, and are reasonably free from flavor defects.

Standard quality peas are fresh, but may be mature peas may not be uniform in color and size, and may have a roily liquor.

Off-grade peas are fresh peas that lack in some other respect the qualifications of the standard quality.

Canned Pea Sizes: No. 1 peas are peas which were, before precooking (blanching), small enough to pass through a screen of 9/32-inch (7mm.) mesh.

No. 2 peas are peas which were, before precooking (blanching), small enough to pass through a screen of 10/32-inch (8mm.) but too large to pass through a 9/32-inch mesh.

No. 3 peas are peas which were, before precooking (blanching), small enough to pass through a screen of 11/32-inch (8.7mm.), but too large to pass through a 10/32-inch mesh.

No. 4 peas are peas which were, before precooking (blanching), small enough to pass through a screen of 12/32-inch (9.5mm.) mesh, but too large to pass through a 11/32-inch mesh.

No. 5 peas are peas which were, before precooking (blanching), too large to pass through a screen of 12/32-inch (10.3mm.) mesh.

Ungraded peas: Ungraded, unsifted or run o' pod are peas not graded for size before precooking (blanching).

NATIONAL KRAUT PACKERS ASSOCIATION TO MEET

Hotel Sherman, Chicago, December 4th, 1923.

This is to tell you that there will be a meeting of this Association at the Hotel Sherman, Chicago, Illinois, on Tuesday December 4th, 1923.

The figures for this season's pack will be reported and compiled at this meeting.

We are planning on having a food chemist, from the U. S. Department of Agriculture, address the meeting and report the results of his research work on the lactic acid content of sauerkraut. This will be a part of the discussion of fixing grades for kraut.

Those who are regular in attending know that many other matters of much interest are discussed.

We want all the kraut packers to attend—whether you're a member or not. Remember the time—10:00 A. M., Sherman Hotel, Tuesday, December 4th, 1923. Best wishes.

ROY IRONS, Secretary-Treasurer.

HIGHER PRICES FOR 1924 CANS.

THE American Sheet & Tin Plate Company have opened their books for tin plate orders for the first quarter of 1924 at a price of $5.50 per base box, which has been the official price since April 26, 1923, and this announcement is generally taken to mean that the official price of tin plate on January 1, 1924 will be $5.50 per base box. Can prices will be increased accordingly to cover the increase in the tin plate price, amounting to 75 cents a box over the price in effect in canners' contracts this year. This increase will be as follows:

No. 1 Cans	$1.37 per 1000
No. 2 Cans	2.03 per 1000
No. 2½ Cans	2.55 per 1000
No. 3 Cans	2.85 per 1000
No. 10 Cans	5.63 per 1000

In terms per dozen cans, which is the familiar basis of consideration by canners, the increase is as follows:

No. 1 Cans	1.64 cents per dozen.
No. 2 Cans	2.44 cents per dozen.
No. 2½ Cans	3.06 cents per dozen.
No. 3 Cans	3.42 cents per dozen.
No. 10 Cans	6.76 cents per dozen.

SARDINE SITUATION STILL VERY GLOOMY.

THE brisling prospects have improved slightly during the middle of October, says Consul Ifft, Bergen, Norway, in a report submitted to the Departmentof Commerce. Bergen has received 1,864 baskets of brisling, 125 baskets of small herring, and 120 baskets of mossa from the Sogn og Fjordane district, and it is reported that considerable shoals of brisling have appeared at various points in the Sognefjord. Small brisling shoals have also appeared in the Hardangerfjord at various points, but in both fjords the fish are in the main too small to be used as sardines and in most places hold themselves too deep for fishing. The sardine canners express themselves extremely pessimistic in regard to the situation. This is the fourth year of scarce raw material and the worst of them. The cannery storehouses are empty and it is probable that many orders cannot be filled.

1923 CORN STATISTICS

Issued by NATIONAL CANNERS ASSOCIATION

1739 H. Street N. W., Washington, D. C.

November 15th., 1923

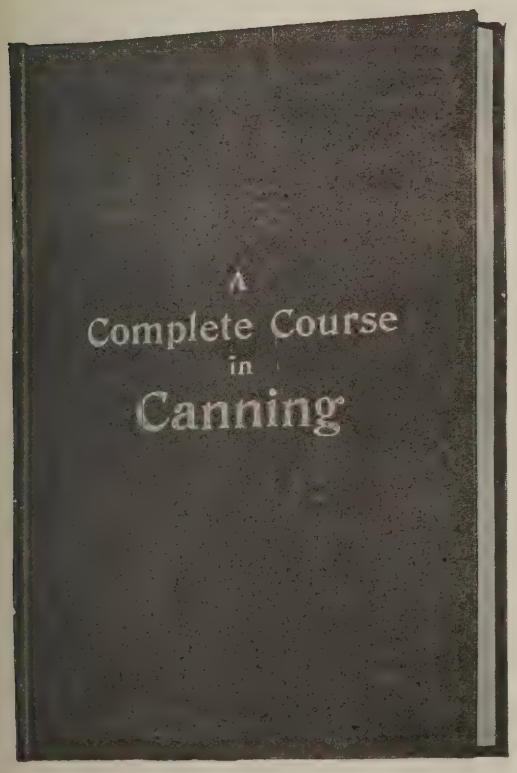
the Corn Canners of the United States:

This publication gives the collection and compilation of the sixteenth annual statistical report of the canning of corn.

Published by authority of the Executive Committee of the National Canners Association.

FRANK E. GORRELL,
Secretary.

	1920	1921	1922	1923
Iowa	3,246,000	1,190,000	1,959,000	2,382,000
Illinois	2,271,000	1,711,000	1,939,000	2,833,000
Maine	1,588,000	911,000	1,066,000	923,000
Ohio	1,544,000	850,000	1,073,000	1,390,000
Maryland	2,217,000	1,130,000	1,944,000	2,256,000
New York	829,000	564,000	616,000	434,000
Wisconsin	590,000	576,000	625,000	648,000
Indiana	861,000	709,000	665,000	1,208,000
Minnesota	643,000	573,000	598,000	898,000
Missouri, Michigan, Delaware, Vermont, Pennsylvania	764,000	440,000	701,000	842,000
All other States	487,000	189,000	233,000	292,000
Total	15,040.000	8,843,000	11,419,000	14,106,000



IT IS MORE NECESSARY THAN EVER TO

KNOW HOW TO PACK

FOODS not only rightly but *SAFELY*

GET A COPY OF

"A COMPLETE COURSE IN CANNING"

PRICE $5.00

There is no other book tells you how to Can!!

THE CANNING TRADE

BALTIMORE, MD.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—100,000 No. 2 Southern Pine Box Shooks, 5-8 x 5-16, a carry-over from our spring contracts. Will sell for less than today's market. Price delivered your station on application.

W. E. Robinson & Co., Bel Air, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—

We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A-1107 care of The Canning Trade.

FOR SALE—2 Horizontal Baker Retorts and cages.
1 Ayars Pea Filler with briner.
1 Ayars Pea Filler without briner.
2 Townsend String Bean Cutters.
1 International Time Recording Clock.

These are in Bankrupt stock of Eau Claire Canning Co. of which I am trustee and can be purchased cheap.

Address G. R. Bones, Trustee Eau Claire Canning Co.
121 Lake St., Eau Claire, Wis.

FOR SALE—2 Huntley Monitor No. 6 Graders. Used but one season. 1923 models in perfect condition.

Apply Box A-1109 care of The Canning Trade.

FOR SALE—1 Special Adjustable Burt Labeling Machine, made to take six assorted sizes of round containers, four to sixteen ounces. Equipped complete with motor and in excellent condition. Machine can be rebuilt for any size can required. For quick sale will dispose of this machine at a very low price. Liebenthall Bros. & Co., 1436 W. Ninth Street Cleveland Ohio.

FOR SALE—
1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.

Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—
2—No. 7 Clipper Cleaners, $50.00 each.
2—Sprague-Reynolds Goose Neck Sanitary Elevators, complete, approximately 35 feet, $3.00 per foot.
1—16-inch Sprague Elevator Boot, $75.00.
3—Monitor Style "Y" Washers, wood frame, $200.00 each.
1—Plummer Blancher, just the thing for a No 1 line, rebuilt last year, good condition, $250.00.
6—Closed Retorts, 40x72 inches, complete without crates, $100.00 each. Tagliabue Controllers, $25.00 each extra.
1—Peerless No. 5 Exhaust Box, $125.00.
2—Cuykendall Corn Mixers, $150.00 each.
1—Sprague Iron Buggy Truck, $25.00.
1—Sprague Wood Buggy Truck, $10.00.

Address Box A-1119, care of The Canning Trade.

FOR SALE—Having decided to discontinue packing peas, we offer the following pea machinery; all machines in good order:
1—Ayars 12-pocket Rotary Pea Filler.
3—Hansen Pea Fillers.
2—Huntley Blanchers, 12 feet long.
2—No. 6 Huntley Cleaners.
1—No. 3 Huntley Cleaner.
2—4-screen Colossus Separators.
2—Nested Separators.
6—No. 147 Clipper Cleaners.
2—10-inch Cup, Ferrell Elevators, 18 feet long.
3—Fairbank's Platform Scales.

Address Box A-1118, care of The Canning Trade.

FOR SALE—Corn canning factory located in Central Indiana. Good railroad facilities and labor conditions. Ample acreage can be secured; Country Gentlemen Corn at $12.00 per ton, Evergreen at $9.00 per ton.

Address Box A-1110 care of The Canning Trade.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

WANTED QUICK—One Monitor Style "X" Washer, must be in first class condition; also one No. 10. "Wonder" or Anderson Cooker and one No. 3 "Wonder" or Anderson Cooker.

Wire or phone A. K. Robins & Company, Baltimore, Md.

Wanted—A Karl Kiefer Filling Machine for Jams and Jellies. George S. Murphy, Inc., 366 Greenwich St., New York City.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam ower and operate your lights and electric motors. At acrifice—must be moved immediately: Steam Engine lectric Generating Sets of 40, 35, 15, 10, 7½ and 4 ilowatt capacity; anyone who has steam can make lectricity by these sets. Also have several Electric lotors available. Standard Electric Machinery Co., E. Hill St., Baltimore, Md.

OR SALE
— — Multigraph,
with printing attachment
— — Addressograph,
with about 1400 names of wholesale Jobbers
Excellent condition cheap
Apply The Trade Company, 107 S. Frederick St.. Baltimore, Md.

WHOLE TOMATO PULP FOR SALE—Three ars of strictly whole Tomato Pulp, in five-gallon cans, uaranteed to comply with the National Food Law; pecific Gravity 1.03. W. L. Jones Food Co., Pember- ille, Ohio.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our orn factory. Capacity 225 cases an hour. Ample acreage btainable. Factory equipped with latest improved machin- ry, including huskers and husking shed that is working atisfactory. Owner wishes to retire from active canning nanagement. Plant open for inspection and must be seen o be fully appreciated.
H. P Strasbaugh, Aberdeen, Md.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Practical canner for New Jersey factory, who under- tands the packing of cold process fruits, Tomato Soup, Cranberry auce and Maraschino Cherries. State age, salary expected, educa- on, experience, references and full particulars in first letter. Ex- ellent opportunity for right man. Replies confidential.
Address Box B-1099 care of The Canning Trade.

WANTED—Experienced factory help who comtemplates spend- ng winter in Florida. Write us stating qualifications. The Polk Company, Miami, Fla.

WANTED—To communicate with experienced men to op- erate viners, huskers, cutters and blanchers. These positions pen for yearly contracts. Address Box B-1115, care of The Can- ning Trade.

WANTED—Practical canner for West. We have the heavy machinery, building, trackage, etc., cheap labor, unlimited supply f Pears and Apples. Will help secure adequate acreage Tomatoes nd Chili. Market on 8 cts. freight rate. Local capital available or man of demonstrated ability; finance your deal and name your wn terms to lease or own the plant. El Paso Valley Bartlett ear Ass., Yaleta, Texas.

WANTED—By Western New York State factory an assistant superintendent who has a full knowledge of packing Peas, Green Refugee Beans, Golden Bantam Corn, Tomatoes, Beets, Pears and Apples. We wish a man who is thoroughly competent in securing and handling Italian or Polish help. Must have good habits and not be afraid of work. For a man answering these qualifications there is an opportunity for advancement to position of superintendent or manager. Kindly state full particulars in first letter giving the places you have worked for the past five years
Address Box B-1114 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Butters. Would like to make connection.
S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.

WANTED—Position as processor by a successful manufacturer of Catsup, Chili Sauce, Jams, Jellies, Preserves, Pork and Beans and other high grade food products. Wish position where I will have opportunity to make permanent connections. Can furnish best of references.
Address Box B-1103 care of The Canning Trade.

Experienced canned foods salesman acquainted with buyers and brokers over the entire United States wants to get in touch with a reliable canner, wanting to increase sales and distribution.
Address Box B-1105 care of The Canning Trade.

WANTED—Position as Superintendent and Processor of canned foods. Have had several years experience. Can take charge of building new plant, or installing machinery. Can furnish good references.
Address Box B-1111 care of The Canning Trade.

POSITION WANTED—Strictly high grade superintendent with years of unusual varied experience in largest New York fruit and vegetable plants from farm to sales would consider opening for January first where real opportunity exists and where ability, energy and character coupled with quality and quantity producing will be appreciated. Excellent past record. At present holding responsible position.
Address Box B-1113 care of The Canning Trade.

Situation Wanted as Superintendent or General Foreman in factory manufacturing cans for own use or the trade. Twelve years experience in charge of can manufacturing and machine shops Capable of taking entire charge of can manufacturing. Best of reference given. American. Married.
Address Box B-1120 care of The Canning Trade.

Production man and chemist, age 32, experienced in Tomato products, Soups, Pork and Beans, Marmalades, Jellies desires permanent connection with progressive packer.
Address Box B-1112 care of The Canning Trade.

POSITION WANTED—Young man, now engaged as manager of factory, wishes to make connection with reliable company, where honest efforts will be rewarded by advancement. Will be available on January 1st. Can furnish the best of references. Address Box B-1116, care of The Canning Trade.

POSITION WANTED—Superintendent processor experienced in all fruits, vegetables and specialties will be open for position after January 1st. Ample reference. Address Box B-1117, care of The Canning Trade.

A SAVING IN COST

AMOUNTING TO

$2,613,229.59

has been returned over a period of fifteen years, to the Canners who have been carrying their fire insurance with

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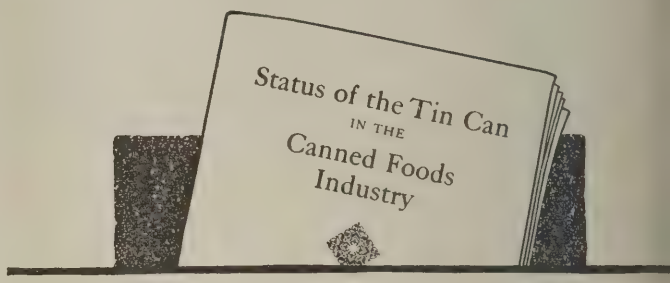
WARNER INTER-INSURANCE BUREAU

For information, write

LANSING B. WARNER, Inc.
155 E. Superior St.,
CHICAGO, ILLINOIS

Officially endorsed by National Canners Association

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

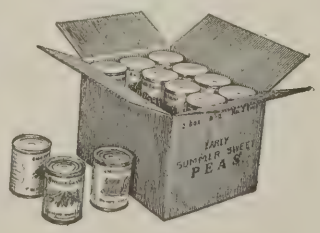
American Can Company

FOR BETTER, LESS EXPENSIVE SHIPPING BOXES ---- See H & D

H & D Corrugated Fibre Boxes get there with the goods. Shipped to a nearby town or to a point across the continent, they arrive with contents intact.

You risk no defaced labels or leaky cans when you ship in these better boxes. Inexpensive, convenient and far above railroad requirements for strength, they solve your shipping problem once and for all.

Get our prices and free samples and you will be convinced of the efficiency and economy of these better boxes.



Ask also for your copy of our free "Canners Booklet".

THE HINDE & DAUCH PAPER CO
Member Canning Machinery & Supplies Assn.
800 Water St., Sandusky, Ohio
CANADIAN ADDRESS:
Toronto—King St. Subway and Hanna Ave.

H&D Corrugated Fibre Shipping Boxes

Continental Can Company, Inc

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. ltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get gher prices for their goods; some few may take less for a personal reason, but these prices represent the neral market at this date.

ltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
ite Mammoth, No. 2½	Out	4.40
ite Mammoth, Peeled, No. 2½	Out	....
en Mammoth, No. 2½	Out	3.90
ite, Large, No. 2½	Out	....
ite, Large, Peeled, No. 2½	Out	....
en, Large, No. 2½	Out	3.85
ite, Medium, No. 2½	....	....
en, Medium, No. 2½	Out	3.70
ite, Small, No. 2½	....	....
en, Small, No. 2½	Out	3.50
s, White, Square, No. 2½	Out	....
s, White, Round, No. 2½	....	....
e, Green, Square, No. 2½	Out	....
s, Green, Round, No. 2½	Out	....

BAKED BEANS†

in, No. 1	.80	.80
Sauce, No. 1	.80	.80
in, No. 2	1.10	....
Sauce, No. 2	1.20	.95
in, No. 3	1.40	1.40
Sauce, No. 3	1.50	1.45

BEANS†

ng, Standard Green, No. 2	....	....
ng, Standard Green, No 10	....	....
ng, Standard Cut White, No. 2	....	....
ngless, Standard, No. 2	1.25	....
ngless, Standard, No. 10	....	....
ite Wax, Standard, No 2	....	....
ite Wax, Standard, No. 10	....	¶4.00
as, Extra, No. 2	....	¶1.00
as, Standards, No. 2	....	....
as, Soaked, No. 2	.80	.75
Kidney, Standard, No. 2	.90	¶.90

BEETS†

all, Whole, No. 3	1.25	¶1.30
ndard, Whole, No. 2	1.10	1.15
ge, Whole, No. 2	....	Out
No. 3	1.35	¶1.10

CORN‡

Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Shoepeg, No. 2, f.o.b. Co.	1.15	1.15
Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
ncy Shoepeg, f. o. b. factory.	1.50	1.40
Crushed, No. 2, Baltimore	.95	.95
Crushed, No. 2, f.o.b. Co.	.90	.90
Std. Crushed, No. 2	1.00	1.00
Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
ra, No. 2, f.o.b. County	....	Out
ra Standard Western, No. 2	....	1.25
ndard Western, No. 2	....	1.10

HOMINY‡

. No. 3	Out	....
ndard, Split, No. 3	.95	¶ .85
ndard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

Kinds, No. 2	.95	¶ .90
Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

ndard, No. 2	1.20	¶1.20
ndard, No. 3	Out	Out

PEAS‡—

1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
. 5 Sieve, 2s, f. o. b. Balto	Out	Out
onds, 2s	Out	Out
J. Standards, 1's, No. 4 Sieve	Out	Out
J. Sifted, 1's, No. 3 Sieve	.90	Out
J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
ncy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

ndard, No. 3	1.20	1.20
ndard, No. 10	4.25	¶4.00
ash, No. 3	....	....
ash, No. 10	....	....

SAUERKRAUT‡

ndard, No. 2	1.00	....
ndard, No. 2½	1.10	....
ndard, No. 3	1.15	....
ndard, No 10	3.85	....

SPINACH‡

ndard, No. 2	1.00	1.05
ndard, No. 2½	1.45	1.35
ndard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	5.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.10	1.10
Standard, No. 3, f.o.b. County	1.10	1.15
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.30	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.50	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.72	Out
Maryland, No. 10, f.o.b. Balto	3.50	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std, No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.50	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.35	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.40	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, NOVEMBER 26, 1923

WEEKLY REVIEW

Holiday Quietness Settling Over the Market—Holders Firm in Their Ideas—Canadian Buyers of Tomatoes in This Market—Lesson in Labeling—No Cause for Weakness in Tomatoes—Corn Pack of 1923—No Weakness in Corn—The Future Pea Prices —Oysters of Ruling Interest.

THE MARKET—It is not unusual for the canned foods market to slip into a very quiet condition at this time, because of the proximity of the holiday season, and more particularly since the advent of the income tax and other very special taxes which compel men to keep their inventories at the lowest possible ebb. This latter feature is a marked condition at this time, as the heads of houses hold their buyers to a strict accountability, and no happening in the market can cause them to change. They want to show low stocks when the accounting comes, and they will do it will or nill.

This market, like most of the markets of the country, shows a quiet condition this week. New York City seems to have been the exception, and has been buying fairly freely this week and in quite good-sized lots. The New York market has been hoping against hope that prices would break in their favor, but nothing of the kind has happened, and now they are forced to cover urgent wants and to stock up for their holiday trade, which nowa-days is heavy in canned foods of all kinds. This is the plausable explanation of New York's better market, and it rings true.

But, despite the quietness of general buying, there is a very healthy tone to the entire canned foods line. All canners had some futures on their books, and the delivery of these has relieved their immediate wants in the money line. None of them can look upon large blocks of surplus goods in their warehouses, and, with the immensely increased demand for canned foods and the heaviest consuming months still ahead of us, they feel that such surplus as they have is good property, and they are more willing to wait for a later market and the better prices indicated than to dispose of the foods now. Summarized, the market is quiet, trading on a limited scale, but prices firm and indications for better prices, especially after the turn of the year.

TOMATOES—It was not expected that tomato prices could continue to ascend without at least a temporary lull or hesitation. Just now we are in that lull, and some interested parties are trying to make the most of it by hinting that the market is weak, that prices will decline, etc. Such tactics undoubtedly catch some unwary canners and lead them to part with their goods; but not many. There is no weakness in tomatoes. Every can of decent quality has more than one buyer for it who will take long before another canning season can come. We do not want to see tomato prices reach too high a level. In fact, they had reached as high as is good for the market—that is, about $1.50 for No. 3s and $1.00 for No. 2s. The tomato canner cannot make all his profit in one year, and it is better that he should not try to do so. At prices above this high level, th market passes out of the line of staples and into the luxur class, and canned tomatoes do not belong in the luxury clas It is hoped the market will remain at or below this top pric and there seems no hope that it will get below it to any materia extent.

Canada has been in this Baltimore market looking for an buying canned tomatoes, where she could get the kind of good that would fit the label that must go on them in that country What a lesson in labeling for all canners, and for tomato canner in particular! You have to tell what's in the can in Canada. A tomato label reading "Two tomatoes and two small pieces equal 40 per cent; pulp, juice or added water, 60 per cent" would no sell very rapidly over the retail counters in Canada—nor any where else. In buying other items Canada exercises the sam diligence, and tomatoes are by no means an exception. In peas a "vegetable schrapnel in a sea of liquor" has to be labeled a such if it is taken. With corn, a thin soup of corn or a mass o tough, indigestible husks cannot masquerade as fancy corn unde a five-color and gold-embossed label. Not in Canada, and w pray for the day when it will be impossible in this country, too.

But with California short on tomatoes, the West generall cleaned up, and Canada coming to the Tri-States for tomat supplies, why should any tomato holder listen to the tales o weakness in the market and that prices are going to drop? Th situation is too strong rather than too weak in tomatoes. An yet No. 2 standard tomatoes have sold in this market as low a 90c, and efforts have been made to buy at 87½c, though we un derstand none could be found at such a priec. Most holders nam 95c as their lowest, and others from that up to $1.05. No. tomatoes are said to have sold at $1.35, but it is hard to fin quotations on full standards below $1.40, even in distresse hands, and most holders want at least that, and others up t $1.50. No. 10s are quoted from $4.75 to $5.

CORN—The statistics published elsewhere in this issue show that there was a very good pack of canned corn this year— 14,106,000 cases. In the last 15 years there have been bu two packs which exceeded this figure—that of 1911, when the packed 14,301,000 cases, and 1920, when they packed 15,040,00 cases. But in neither of these former record years was the ger eral quality of the pack on as high a standard as this season' And in neither of those years did the pack come upon an entirel cleaned-up market, as was the case this year. And of immensel more importance, canned foods consumption was nothing lik what it is today. Therefore, a bold comparison of the figure of the packs means nothing.

Illinois and Indiana show the greatest proportion of in crease, the former by nearly a million cases, and the latter b about doubling its usual corn pack. Maryland came throug with an increase of about 300,000 cases, and Maine and Ne York State were the only two who did not equal the previou year's output. The figures give a chance for an interestin study to market students, and we leave them to their game.

The notable feature of the situation is that canned corn i cleaning up rapidly, and the reports all say that spot stocks ar light. Without these statistics in front of us we would say tha

ned corn would be cleaned out of first hands many months ore any new corn could possibly be soaked, and it is more than ly that this will be the case in spite of the pack as here wn. This is just another evidence that canned foods are being e heavily consumed than ever before.

The canned corn market remains firm, but quiet. It will not surprising, however, if the bears make the most of these ures and try to drive the market to lower levels. Here is ere the canners can show their backbone, or lack of it. This he weak period of the canned foods market, as we have nted out above—due to the holidays and the approach of in- tory time—and if you were a buyer and needed canned corn, most of them do, you would try to get it now at a bargain. l that is what they will try to do. There is no good reason a depressed market, for, despite the figures, the stocks are heavy, and the bulk of the consumptive demand is yet to be rd from. The part of wisdom for the holders of canned corn o draw out of the market until after the turn of the year, en the entire feeling of the market will be better. The market ces remain unchanged this week.

EAS—Spot peas are so well cleaned up that they are largely out of market consideration. Prices are purely nominal, dependent upon the ideas of the holder and the quality he s to offer. The buyers need more peas — or, rather, we uld say, will need more peas—after the turn of the year, and y will pay the price for the quality they want. Never before the history of this article has the pack of peas been distributed rapidly or as early as it was this season

Future peas are holding the attention of buyers now. In our w York market you will note the prevailing quotations on these ures. The buyers recognize that costs will run higher next ason, and they accordingly expect higher future prices. The ners must be careful on this or they will find their 1924 packs ken away from them without a chance for fair profits.

PINACH—The fall packing of spinach at this point reached its height the past week, as the weather has been ideal and the best has been made of the opportunity. With the ending the week the fall rains seem to have set in, and colder weather ay be expected, thus ending this activity. Packers have been rking mainly on orders in hand, and the surplus will be light. ices remain unchanged in this item, and the demand has been ite good.

TRING BEANS—Some few string beans are packed here in the fall, but this has passed into history for the season, and not a considerable amount was added to the total. They e scarce everywhere and held at firm prices. Those who have cks are lucky, and if they can hold will be able to command eir own prices later in the season.

There were some very good-sized packs of lima beans this st season, and the market prices on them should be attractive the buyers. If the people were better informed on this article, ey would be better consumers of it, as they can be bought at e price of good peas. The market is about $1.30 on No. 2 limas, een.

UMPKIN—The year's pack of pumpkin has been light and the market is ruling strong and high. No. 3 is quoted in this market at $1.20, and in the Central West at a higher ure, where it can be found.

YSTERS—This is the season when all the world turns its attention to oysters. The water has chilled off nicely and the oysters are getting fatter and of better flavor. But ey are so scarce as to cause real worry among their handlers. is known that the total supply of oysters, of canning stock nd, coming to this market could be handled by one house, and at house would not be overworked. This reduction in the oys- supply is merely the result of gross carelessness and lack of tention on the part of the oystermen. Rightly handled, the esapeake Bay alone could supply all the oysters the world uld eat, but with every oysterman scraping the bottoms and tching every oyster in sight, and none of them making any ort at propagation, the result could be only what we see it. nd it will grow worse and not better unless the hand of politics removed from the oyster and common sense installed in place it. Cove (canned) oysters are ruling at high prices, as our rket page will show, when they can be found.

HANKSGIVING—Never in the history of the canned foods industry have all its members had better reason to bend their knees in humble thanks for the blessings of a kindly ovidence than this season of 1923, and we trust everyone will member and give thanks.

NEW YORK MARKET

A Seller's Market—Future Tomato Prices Heard—Future Peas Meeting Good Demand—The Prices—Sardine Prices Withdrawn—Corn Selling Well—Fruits Advancing—Reports of Consession on Tomatoes—Notes of The Trade.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, November 22, 1923

SELLER'S MARKET—The canned foods market is a seller's market in practically every respect at the present time, and prices are showing a stronger tendency on most items day by day. The 1923 pack of all commodities is to a great extent cleared from first hands, and in cases where canners still have some stocks on hand unsold they are generally able to dispose of them at their own price, rather than have to let them go at what the buyer is willing to pay.

Futures—One Southern brokerage concern has put out a price on 1924 Maryland tomatoes already, quoting futures at 80 cents for standard 2s, $1.20 for standard 3s, and $3.85 for standard 10s. Considering these low prices, says the broker in question, buyers will do well to make their commitments now for next season's delivery, as every indication points to a much higher market.

Peas—Future Wisconsin peas have been meeting with a good demand, and canners are now quoting a little higher than at the opening a few weeks ago. Announcement that can prices are to be higher in 1924, together with a report that shipping containers would also be advanced, has caused the pea packers to revise their prices upwards. One of the largest packers is quoting the following tentative prices; Fancy Alaskas, 1s $2,65½ 2s $2.15, 3s $1.60, 4s $1.35, all in No. 2 tins, as are the other sizes quoted. Fancy sweets, 1s $2.75, 2s $2.25, 3s $2.00, 4s $1.65, 5s $1.35; Extra standard Alaskas, 2s $1.75 3s $1.40, 4s $1.20; Extra standard sweets, 3s $1.65, 4s $1.35, 5s $1.25; Standard, Alaskas 2s $1.40, 3s $1.20; standard early Junes $1.10. standard No. 5 sieve sweete $1.10. Many other canners are booking at fixed prices, while the remainder are taking s. a. p. orders. New York State pea canners are beginning to come into the market looking for 1924 business, and it is understood that Ohio canners have also named on 1924 pack peas, although the prices quoted by the State and Ohio packers have not yet been made public.

Standard Corn—There has been quite a good deal of business booked on standard corn during the week, at from 90 to 95 cents per dozen, cannery. Western canners have not definitely established the market on the 90 cents basis, and Southern canners are generally quoting 5 cents over this price, although some goods are still available at 90 cents.

Fruit Advancing—The fruit situation is steadily improving, from the standpoint of the canner, and prices are working upwards. Holding of standard and second quality fruits, particularly peaches, are very light in California, and the canners expect that the end of the year demand will clean them up. No. 10 pie fruit have also been meeting with a very active demand for factory shipment, and prices are stiffening on the entire line.

Salmon Firm—The position of the salmon market has not shown any quotable change during the week. Reds are now generally quoted firm at $2.35, Seattle, although an occasional seller at a price under this figure. Alaska salmon canners will probably find the British market practically closed against them next year, as a proposal is now up for consideration in Parliament imposing a tax of ten shillings per case on all salmon imported into Great Britain, originating from non-British possessions.

Spot Tomatoes—The usual report of concessions are heard, and in a few cases are undoubtedly genuine. Some canners have not adequate warehouse facilities to store their tomatoes during cold weather, and have not enough of a carryover to justify the trouble and expense of shipping them to larger warehouses where they may be safely kept. Such canners in many instances are willing to take 2½ cents per dozen less than the general market to clean their stocks. The great majority of the canners, however, are holding firm at the going prices.

and look for a firmer market yet early in 1924, after the jobbers are through with taking stock and begin to buy for their spring and summer requirements. The carryover this year is a very small one, and most of the canners will do into the new year with their holdings entirely cleared. As a result of this state of affairs, it is thought that the canners will show up at the convention in January all primed to take on future business, and with the general canned foods situation in its present firm position, there is little doubt but that the tomato canners will find some ready listeners among the numerous jobbers and brokers who will be in Buffalo for the convention.

Trade Gossip—J. W. Herscher, president of the Hubbard Grocery Co., of Charleston, West Virginia, and also pesident of the National Wholesale Grocers' Association, was in the market this week.

C. W. Glick, for the past four years New York manager for Mailliard & Schmiedell, will go to London as European manager for Bisceglia Bros., prominent California canners, with headquarters at San Jose.

Norman J. Griffith, general manager of the Stittville, New York, Canning Company, was in the market this week, making the rounds of the trade in company with Ross Yerby, manager of the canned foods department of W. D. Breaker Co., Inc.

Fred. Buehler, formerly in charge of the canned foods department of Sanford & Timpson, is now with the California Coast Products Co., who represent in the New York market the Fontana-Hollywood Co. of San Francoso, Wm. H. Sinsheimer has succeeded Mr. Buehler as the manager of Sanford & Timpson's canned foods business.

CHICAGO MARKET

Lake and Rail Shipping Season Closes—Michigan Stocks at Low Ebb—Iowa Has Small Holdings of Corn—Corn Prices Tending Upwards—California Canners Reported Delivering Short on Tomatoes—But Few Peas Offered in Market—Inquiry for Krout Quiet.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, November 23, 1923.

THE season for lake navigation between Michigan and Chicago points closes this week, and the rates to Chicago will be advanced from about 20c per hundred pound to 33½c per hundred pounds.

The holdings of Michigan canners are prettily well closed out. There are a few broken assortments and odd lots still remaining in first hands, but quantities are unimportant. The canning of apples in Michigan has ceased as the winter apples have been all picked, barrelled and put into winter storage, and this advances the price of them to a figure which is prohibitive for canning purposes, at present prices prevailing for canned apples.

The Iowa and Nebraska Canners Association reports that there remains in the hands of the members of that association only 371,370 cases of No. 2 canned corn, all grades. The sales for the week, November 8th to November 15th, were small, only about 19,285 cases.

This is explained, however, by the fact that a great many Iowa canners were in Chicago attending the Western Canners Association Convention. It also means that he canners are asking more for their canned corn than wholesale buyers are willing to pay, but all the sales reported the week mentioned were made at 90c f. o. b. cannery, excepting a few small sales that were made at 95c cannery. This shows that the market is being steadily maintained and that it is more likely to go higher than otherwise.

Canned corn in Illinois and Ohio is still to be had at 90c per dozen, standard No. 2, and there is still a little to be had in Wisconsin at 90c per dozen for standard No. 2; but the buyers do not seem to be particularly interested in standard corn at present, but rather more inclined to negotiate for extra standard and fancy quality.

Extra standard is being held in Iowa at 95c to $1.00 per dozen, while fancy corn is being held at $1.15 to $1.25 per dozen.

The advance in can prices which goes into effect January 1, 1924, is having effect on the canned foods market. The price for tin plate at this time has advanced to $5.50 per box. Ca prices will be figured on that basis.

It is reported that the pack of canned tomatoes in Cal fornia is about over and that canners of that State in man instances are being compelled to deliver short on their contract having either restricted their output or having experienced cro shortage.

Canners of peas in Wisconsin are making but few offering of spot goods for prompt shipment, as the stocks in first hand are very limited and usually are undesirable as to assortment.

Wisconsin packers have all their goods in winter storage an they are indifferent whether they close out what still remains i their hands before the close of the year, as they expect to ge better prices in the spring.

The chief interest at the Wisconsin Pea Packers Associatio Convention, held last week, was in future sales and prices. I is understood that quite a number of canners named future price during the convention and that considerable business was don by the brokers in placing future orders.

The Indiana Canners Association held their annual meetin this week at Indianapolis, November 20-21st, and the meetin was well attended and full of interest. That association is wel managed and its membership derives great practical benefit from their membership. The two days session was filled wit interest.

The demand in this market for canned beets is rather urgent but the beets seem hard to find. The Baltimore and eastern can ners seem to have such a demand for their product from nearb localities that they do not express any interest in the inquirie that they receive from the West, but the canners of the Wes are sold out and buyers will have to buy in the East, if there ar any canned beets in the East that are for sale.

There is not much interest in canned sauer kraut just a present with the buyers. The new kraut is not sufficiently cure to be desirable, and it is too early for the jobbers to experienc any briskness of demand.

The usual indifference of buyers towards making a heavy re plenishment of stock at this season of the year is being encoun tered by the brokers, who state that buyers all seem to want t go into the New Year with what still remains in their hands o canned foods, and cannot be induced to buy heavily by speculativ argument or arguments to the effect that prices will be advance or goods be unobtainable.

ST. LOUIS MARKET

Holiday Goods Absorbing Attention—Jobbers Buy Only Wit Orders In Hands—Canners Holding For Full Prices—Brokers Look For Improvement After Inventory—All Lines Show Scarcity and Firmness—Fruits Show a Quiet Market.

By "Missourian."
Special Correspondent "The Canning Trade."

St. Louis, Nov. 22, 1923

Business Quiet—With inventory time only about a month off, there is but little business being done in the canned goods line. The retailers are devoting their time and attention to holiday lines, while jobbers are only buying in a routine way. If a retailer wants any particular kind of goods the jobber has not got, the jobber goes out and buys it. That is about what is now being done. The jobber continues his hand-to-month buying. Advices from canneries state that they are not selling except at their own price. They are waiting for a healthy call when the lull now on is over. Several well known brokers here, say that while the present movement is quiet, they look for a considerable of a call later on, after inventory time, when distributors will know what they need in the way of supplies in desirable goods. Even now, they claim they have to do considerable hunting to get many items. Retailers are having a good trade and as that is the case, jobbers are not worrying over large reserve stocks.

Tomatoes—A firmness prevails in all tomato products. Buying continues moderate as most of the distributors have enough stocks on hand for their immediate requirements. The chain stores are rather active in the tomato market and some of them are offering at very low prices. Southern canners hold firm on all sizes.

Peas—Spot peas are firm with a big inquiry for cheap es, which cannot be filled in the country. It is almost possible to locate them in first hands. No. 2 sieve fancy askas are very strong. Futures are being booked to some tent by dealers here, with Wisconsin canners, either at firm ices or S. A. P. This shows the interest in peas, both old d new pack.

Corn—Spot corn is holding firm, with little fancy stock ing offered. Distributors who turned down contracts for tures now have to look to second hands, and pay a premium. andard corn is in better retail demand, than in several years.

Spinach—This is showing more firmness than it did and flects the stronger market at Southern canneries.

Sweeet Potatoes—It is stated that canners are operating ly in a small way on sweet potatoes this fall.

Fruit—There is not much interest being shown in fruits. ne local distributors are pretty well supplied with canned uits, which are coming in on future orders, so there is not uch interest being shown in offerings from the coast. This probably due to the fact that jobbers generally do not make ditional purchases for late winter and spring markets, until ter they have finished their inventories. Spot apricots are iet. Peaches are in light supply on low grade stock, so ices are strong. Pineapple remains firm while pears are eady with little trade prevailing.

Fish—Brokers who make a specialty in canned fish state at the Government's restriction on salmon fishing, in Alaskan aters, will be stringently applied, beginning with the 1924 ason. The permits issued will mean a curtailment of about 0.000 cases in the 1924 pack. Packers of Red salmon hit the ardest, in view of the new curtailment in packing. A broker ere said that they will see a firmer market on red salmon, ven if they carry it over into the 1924 pack, so holders are not nxious to sell at the inside figures.

Milk—There is no material change in the canned milk arket situation.

CALIFORNIA MARKET

teady But Quiet Demand—Spot Stocks Cleaning Up and Will Be Gone Before Spring—Some Canners Will Be Entirely Sold By End Of Year—Immense Increase In Local Consumption—Awaiting Thes—Rain—Apples More Important Than Generally Thought.

By "Berkeley,"
Special Correspondent "The Canning Trade."

San Francisco, Nov. 22, 1923.

THE Market—The California canned food market is without new features, the demand continuing steady, with no changes in prices except in rare instances. Stocks in first ands have been reduced to a much lower level than seemed kely a few months ago and it does not seem possible that here will be a surplus of anything on hand by spring. In fact iany canners will be entirely sold by the end of the year. Vholesalers have not bought to speculate, but have bought tocks largely to replace goods that have gone out to the retail rade, and have come into the market very often. One interesting feature of the demand is the increased quantities being urchased for domestic consumption. California is growing n population at an unprecedented rate and larger and larger tocks are being held for local use. This also means that more anned corn, oysters, shrimp, and other products not packed ere are being brought in. The population of Greater San 'rancisco alone, has passed the 1,250,000 mark, making it a onsuming center of no mean importance, and the population f Los Angeles is not far from 900,000.

Awaiting The Rains—Weather conditions in the San Franisco district are absolutely ideal for physical comfort, but arming interests would welcome the entry of the rainy season. While Thanksgiving is within sight temperatures are ranging rom 72 to 78 degrees every day, summer attire is still being orn and tomato fields have scarcely felt a touch of frost. Of ourse, the nights are cool and crops are growing and ripening ut slowly, but there is still an abundant supply of fresh vegeables, even of the tender varieties. The rainfall for the season as been but little more than an inch, whereas a year ago it amounted to about seven inches. A downpour is needed to enable farmers to start late fall plowing and to keep orchards in proper shape.

Apples—While but little is ever heard of California apples, this fruit has a value equal to that of apricots, of which this State produces ninety-five per cent of all grown in the United States. Up to three years ago California produced more apples than Oregon, and even now is the closest rival to that State in the production of this fruit. The Watsonville district, just south of San Francisco, is the largest producing district, growing superb Belleflowers and Newton pippins, while Sebastopol leads in the production of Gravensteins. Some of this fruit is canned, but the pack is much lighter in proportion to the crop grown than in most other varieties of fruits.

Salmon—The canned salmon market has shown additional strength of late, notwithstanding the fact that the latest statistics on this year's pack show a larger output than was considered likely while canning season was on. The insurance of the new Government regulations affecting the salmon canning industry in Alaska has much to do with the strengthening of the market, packers declaring that the new rules mean curtailed packs and higher costs. Some operators have advanced prices on Alaska reds to $2.35, but it is still possible to secure some holding at slightly lower prices. The surplus of canned salmon which accumulated in recent seasons is fast being wiped away and there are indications that by next spring all old goods will be out of Coast warehouses.

English High Tariff May Hurt Export—The California canners see in the new tariff proposed by Great Britain a further curtailment in the market for their products. Full information in regard to the measure is not at hand, but from what can be learned the duty on California canned fruits would range from 40 cents to 22 cents a dozen, depending on grade and sugar content. A very marked differential is planned in favor of British colonies.

Beans—Reports from the bean growing countries of California indicate a lesser yield than last year. The total area planted to limas in 1923 was but 81,000 acres, as compared with 100,000 acres last year, but the crop was harvested almost without loss, there having been no early rains of any consequence.

The Great Show—The fourth annual fruit show of the College of Agriculture at Berkeley now in session promises to excel all former ones in the number and excellence of exhibits. Inquiries regarding this event have been received from all parts of the United States and it promises to soon be a national institution. At the show held last year more than three hundred exhibitors took part; the displays included 105 varieties of 81 varieties of pears, 68 of grapes, 30 of plums and prunes, 25 of citrus fruits, 20 of dates, 12 of olives, 9 of jujubes, 4 of quinces and many of lesser known fruits. This year there are special sessions for growers of apricots, prunes and pears. The pear conference is to be held tomorrow, Nov. 23. Many canners will attend the show, the growers' conferences and the Marketing Day session.

Coast Notes—The Western Pacific Railroad has lined up with the San Francisco Chamber of Commerce in the fight against the Pacific Car Demurrage Company's plan to increase California demurrage rates from $2 to $3 a day and to cancel the average agreement. If current demurrage rates and the present average agreement system can be retained it will mean a saving of $250,000 to San Francisco shippers, with canners especially benefited.

Growers, packers and shippers of California deciduous and citrus fruits have completed preliminary arragements for the holding of the largest fruit exposition ever attempted outside the State. The California Orange Show and Fruit Exposition will be held in the Coliseum, St. Louis, Mo. from February 15 to 24 for the purpose of popularizing California fruits and other products in the Middle West.

The San Francisco Chamber of Commerce has arranged to send a delegation to the Northern California Orange and Olive Exposition to be held at Oroville, November 27 to December 2. This exposition is held annually to illustrate that citrus fruits ripen fully six weeks earlier north of San Francisco than they do in Southrn California.

In speaking of the plan to reduce income taxes R. I. Bentley, president of the California Packing Corporation, recently expressed the opinion that this will be a very beneficial piece of legislation. The first effect it will have, he believes, will be a general loosening up of capital which is now in hiding, greatly to the detriment of general business prosperity.

MAINE MARKET

Business Quiet—Maine So Dry Its Manufacturies Cannot Operate—Spot Stocks of Corn Far Below Normal—Short Season on Apple Canning—Clams Need Protection or They Will Become Extinct—Mr. Conant in Charge of the Apple Show.

By "Maine,"
Special Correspondent "The Canning Trade."

Portland, Maine, November 23, 1923.

THE Market—General grocery business is rather quiet for November, usual Thanksgiving trade being less than usual. This is attributed to the slack times in our manufacturing towns. This condition will continue until we get rain soon, before ground freezes. The storage water supply is so low that manufacturing is greatly hampered, and the continued dry weather only increases the difficulty.

Maine corn is pretty well shipped out, the warehouse stocks this year being way below normal. To all intents the market is bare of offerings, the few lots available having been taken up. There are rumors of two or three small blocks being held for future selling, but these must be extremely limited as there were not more than half a dozen canners who had the goods for full delivery and possible carry-overs. There have been no new prices quoted on the various styles of Maine corn.

Apple is the most important item in the Maine canned foods market. $3.50 factory is the standard price for regular grade. At least one of the larger factories is shortening its season and will close December 99th. None will operate after the new year. Goods are being shipped out as fast as packed, and it is evident that there will be no spot stocks after the close of the canning season.

Clams should be coming into prominence just about now, but they are proving their proverbial reticence by staying out of reach even of the canner. If Maine continues in the clam business some action will have to be taken to protect present beds and increase propagation. Five-ounce clams at $1.25 and 8-ounce at $1.85 are comparatively high, but canners are loth to take on much business becuse they see no prospect of a normal pack.

Sardines are "out of sight" in every way, but not "out of mind." The season is over, stocks are nil and prices are strong. The current demand is far from filled and there is no supply on hand to take care of the next five months until the 1924 season opens.

Maine was represented at the recent New York show, Mr. Wilson Conant, of Conant Bros., being in charge of the exhibit. This was too large for one space and was considered of sufficient importance to have another section awarded to it. Mr. Wilson Conant is the orchard specialist of the well-known Conant Bros., who raise as well as can a very large amount of fruit.

IOWA-NEBRASKA CANNERS ASSOCIATION ANNUAL MEETING DECEMBER 4th AND 5th.

AS has been previously announced, our annual meeting will be held at Omaha, Decber 4th and 5th. A strong program has been prepared. Whether a member of the State Association or not, you are urged to come. President James A. Anderson, of the National Canners, and Chairman Roy F. Clark, of Canned Foods Week Committee, and other notables, have been secured on our program. If you have not sent in your reservation either to Secretary Austin or direct to Hotel Fontenelle, you should do so at once.

Canned Foods Week—Chairman Roy F. Clark, of Canned Foods Weeks Committee, has appointed Secretary Austin to act as chairman for Iowa-Nebraska to receive subscriptions to this fund to put over this national campaign of advertising canned foods. The committee is very desirous to have all contributions in hand by December 5th, so that all contracts for material can be let. Contributions of only $10.00 per line are asked for. Many of our membership have already contributed. If you have not, please send your contribution either to your secretary or direct to Chairman Clark.

Spot Sales Report—The relatively light report of spot sales for this week and last, clearly indicates the goodly representation from our membership that were in attendance at the Western Canners Convention at Chicago, last week. On the other hand, the few sales reported indicate a gradual trend toward advance prices. Increases in both quality and quantity of sales are looked for in the future.

C. L. AUSTIN, Secretary.

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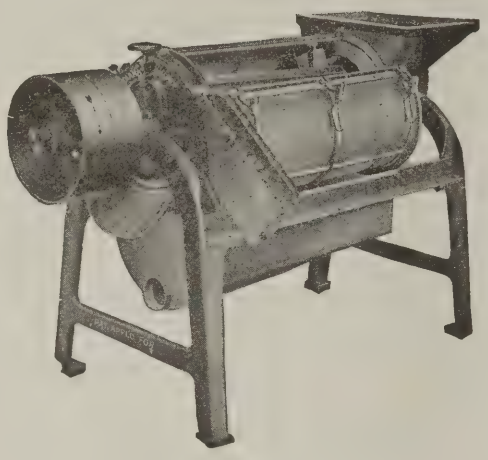
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A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

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SMILE AWHILE

FERTILIZER

The Sunday school teacher had been telling a story spring, and the miracle of the growth of the Easter lily.

"Now, children," she said, "who can tell me what it that makes the lily spring from this little bulb?"

"God does it," said one little boy. Frantically our Bobl raised his hand and shouted at the top of his lungs, "Fe tilizer helps!"—Judge.

FEATHERS ON HIS HAT

A near-sighted man lost his hat in a strong wind. H gave chase. A woman screamed from a nearby farmhouse:

"What are you doing there?

"Getting my hat," he replied.

"Your hat!" exclaimed the woman. "That's our litt black hen you're chasing."—American Boy.

THIS IS A DEEP ONE

Boss—Sambo, what were you doing yesterday, that yo didn't come to work?

Sambo—Well, sah, it's lak dis: You knows, Ah got brudder dat fahms foh himsef. Dat boy done went to a sa and bought hisself an old well, an' yest'day he hiahed me t chop it up into post holes.

ON WITH THE BATTLE

First Attorney—Your Honor, unfortunately, I am op posed by an unmitigated scoundrel.

Second Attorney—My learned friend is a notoriou liar—

Judge (sharply)—The counsel will kindly confine thei remarks to such matters as are in dispute.—Virginia Reel.

PLAYING SAFE

The stock salesman, after painting a beautiful word pi ture, said: "Now, Mr. Jones, you know this company hasn' got a dollar's worth of watered stock in it. How much ar you going to buy "

"Young man," he said, "the next stock I buy is going t have four legs, and I will water it myself."—Forbes.

SHINE-SHOCKED

Policeman Dugan found his friend Murphy shine-shocke and leaning against a lamp post.

"Shure, Mike," said Dugan, "you better be takin' a stree car home."

"'Sno (hic) use," answered Mike; "she wouldn't have i in the house."—The Blotter.

TWO SPEEDS

"How many speeds has she, old boy?"

"Two—when there's a traffic cop and when there isn't."

THE MISTAKE PAINFUL

Weak Eyes—I want a pair of strong spectacles. I've jus had a very painful experience that I don't want to repeat.

Oculist—Did you take a stranger for an acquaintance?

"Worse than that. I took a bumblebee for a berry."—Notre Dame Juggler.

TRY THIS EXCUSE

Dear Teacher—Please excuse Willie's absence for the last two days; he caught a skunk.—Mass. Ag. Squib.

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE NNING TRADE for inquiries and discussions among themselves on matters pertaining to their business.

Business communications from all sections are desired, but nymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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. 47 BALTIMORE, DECEMBER 3, 1923 No. 15

EDITORIAL

IZE DOES NOT DENOTE QUALITY—A very nice question has been raised by a writer whose letter is now before me on the desk. He says: "I was talking with a prominent stern canner last Friday, and he advanced a very interesting ory in regard to the shortage of 4s and 5s peas in the packs 1923 and 1922. His opinion is that the seed growers are arfing' the pea seed, and are growing for size. As an exple, he told me that No. 1 peas packed this year were fully ured; indeed, some of them so much so that they had to be as standards, about 9,000 cases of his pack of No. 1 sieve ing to go out as standards."

We are citing nothing new or novel when this fact—for fact s—is mentioned, and yet it marks a change in the methods anning that should be mentioned in passing. No. 1s—or, as were formerly called, "Petit Pois," or little, tiny peas—were ays understood to be the small, only party grown peas of the ular varieties; small because they had not obtained the same vth as the others, and, therefore, were more tender. Tenness was, therefore, expected with the size, and it was nearly ays there. Of late years they have been producing a pea ch, when fully matured, is smaller in size than usual, some hem coming within the size of the former Petit Pois. There be no fault found with this progress in the pea-growing art, yet it would be a shame if we had to grade these former t Pois into fancies, choice, standards and off grade. How ld "Petit Pois Off Grade" sound on a label? or, as would e to be used now, "No. 1 Off Grade"?

They have done somewhat the same thing in the develop- t of sweet corn, now having a small-grained variety, when y developed, which has the same appearance as the former ng, very tender corn which went into the fancy grades. Both hese dwarfs or runts may develop in old age to be as tough he largest of their larger brethren, and if this is to go on, will cease to be a guide to quality. The writer of the ve letter intimates that he wonders if this is any advantage, it is certainly open to very serious question.

The No. 1, or Petit Pois, pea has been badly overrated and properly explained to the consuming public. It is mainly l for garnishing, has little or no substance, and has a tender- that is not at all the same as that in No. 3, for instance. t canners will admit that it is not a "good eating" pea. Not however, with the small-grained corn. The small, pearly ns of corn are the real "roasting ear" stage, the time when corn is at its finest. They may not contain the same amount ood calories, have not the starch and fibre, and possibly not nuch sugar, by chemical analysis, but they sure are "good ng." This is a question for the far-sighted business canners, use the consuming public must not be lead astray in this, must be properly educated. Remember, we have an immense of eager learners, and we cannot afford to take any chances them.

CANNED FOODS WEEK MATERIAL—Seldom has any industry been given such remarkable testimony of its worth as that given to canned foods by a world-renowned food expert—Sir William Willcox, of London. There are millions of Doubting Thomases as regards canned foods, but many can be converted if the following is brought to their attention. Here is Canned Foods Week fodder for all caliber of guns, and if it is not extensively used—given to every newspaper in the country—it will show a lack of attention that might easily be called criminal.

We have just received from the Department of Commerce this official statement, and we give it just as it came:

CANNED GOODS AND FOOD POISONING—An address has just now become available, delivered before the Provision and Canned Goods Trade Section of the London Chamber of Commerce last year by Sir William Willcox, who for twenty years was scientific adviser to the Home Office, and whose reputation in the world of science during many years has been of the highest, says Consul General Robert P. Skinner, London, in a report to the Department of Commerce. While this address was intended primarily for the information of British traders, it may be remarked that of the enormous quantities of canned goods referred to as having been consumed, with satisfactory results, during the war, certainly a large proportion, perhaps even a preponderate portion, was imported from the United States. Sir William Willcox relates that formerly it was thought that there was danger of poisoning from eating canned food, because of the food becoming contaminated with tin, or with lead or copper. But we now know that the danger of metallic poisoning from the eating of such foods is practically nil. "I have never met with a case," said he, "in a fairly large experience of food poisoning." Furthermore, he remarked, when we talk of ptomaine poisoning, or when we see ptomaine poisoning mentioned in the paper or elsewhere, "what is really meant is bacterial food poisoning." He went on to say that in ordinary circumstances, when digestive difficulties arise, the individual must look for the source of the poisoning in his own home, rather than in the provision trade. "It is usually to be found," he said, "at his own door; in his own kitchen." The remaining portion of the address, which is of special interest as coming from such a responsible source, is as follows:

"We will now come to, perhaps, the most interesting aspect of food poisoning, and that is: the food poisoning which may arise from tinned or preserved foods. Now, I think that I can make a statement here which will be of great comfort to you all, and which will serve to allay alarm as regards the dangers of poisoning from tinned food. During the war, as your Chairman remarked, I had the privilege of serving in countries where food poisoning abounded if there was any possibility—i. e., in the tropical countries, Mesopotamia and India, and also in the Dardanelles—and if one became infected with the germ, it produced very severe effects. The tragic example of that was the death of our beloved Commander-in-Chief, General Maude, who died from food poisoning, but not the type of food poisoning we are

thinking of now. He died from the effect of cholera germs being accidentally present in milk supplied at an Arab entertainment. That was an instance of food poisoning where some other germ—the cholera germ—through accidental contamination, or through adulteration with impure water, got into the milk, and so gave rise to food poisoning. But we are thinking of the dangers of poisoning from tinned foods. **I never (it would have been brought to my notice if cases had occurred) during the war saw a single case of food poisoning where the poisoning had arisen from the food being poisonous when it was in the unopened tin.** We had close on to half a million troops in Mesopotamia—Indian, British, and the Labour Corps, and accessory troops—and I can honestly say that not a single case was brought to my attention. I think this was remarkable, especially in countries where the conditions were most favorable for food poisoning.

"I wrote to my friend, General Sir William Macpherson, the Editor of 'The Medical History of the War,' and I said: 'I have had no personal knowledge of cases of food poisoning from tinned foods. Will you tell me something about what happened in France, because I think it is so uncommon?' He wrote back to me (I have his letter in my hand) and said: 'You are quite correct in saying that there were very few cases during the war of food poisoning from tinned foods. The only cases I can trace are three,' and then he very kindly gave me an account of three epidemics which occurred in France. I also saw General W. W. Beveridge, the Director of Hygiene at the War Office, and discussed this matter of food poisoning with him. He also said: 'You are quite right. Food poisoning from tinned foods was uncommon during the war, except when the tinned food had been contaminated during the process of subsequent preparation,' and he gave me an additional fourth case.

"Well, now, I investigated the reports of these four cases of food poisoning in the war, three in France and one in Port Said. The three in France were all due to contamination of the good, wholesome tinned food by carriers in the process of making this food up into pies and stews. Two of them were due to the **bacillus aertrycke**, and one was due to the **bacillus enteritidis** of Gaertner. The fourth epidemic—the one which occurred at Port Said—was due to the contamination of wholesome tinned milk, the contents having been emptied into a cauldron and then allowed to stand in that warm climate, a carrier probably having to do with the mixing of the milk. It was due to an infection from a carrier of the **bacillus aertrycke that this epidemic occurred. So there, gentlemen, you have the analysis of that great experiment—the greatest experiment in history—the feeding of many millions of troops for years on tinned foods, and the evidence as to the tinned food being poisonous was practically nil. It is a very marvelous example. I do not believe, gentlemen, that public attention has been called to that before.** I think that this is the first time it has been brought to the notice of the public, but I can assure you that it is absolutely true."

Now, it is "up to" the canning trade to give this statement to the whole public, and we hope it will be done. Let every canner, every Canned Foods Week Committee, see that his or their best local papers have the story. Be sure they get it—in full. They will welcome it.

HAVE YOU?—Have you gotten a fellow-canner to send in his subscription to The Canning Trade? Have you visited that fellow-canner, sitting in darkness, and told him to bring light into his life and business by reading more and becoming better informed? It is a small thing to do, but will prove a big thing for the whole industry. It is the ill-informed or misinformed canner—the so-called small canner, though not always in size of plant nor output—who has been the "tail that wagged the dog" in setting market prices. No canner can have too much information, but many of them have not nearly enough, or not the right kind. When we become a better-informed industry on market conditions—because the industry rates very high on a productive and efficiency basis—we will become a very much more profitable business. The need today is for better marketing, better selling methods, because that is where you make your money. Too much attention, it might be said, has been given to improved production methods—that is, all the canners have ever had since the earliest times. Efficient production is essential, very important, but it is not the whole story. You might have the finest equipped factory, with every latest and time-saving device, but if you sold your output as some canners now sell theirs, you would land in the poorhouse, as they are doing. The crying need of the industry today is for improved marketing-selling. With that accomplished we will then have an efficiently produced article, of high quality, effectively sold, and the result could be nothing else but success.

PENNSYLVANIA A PIONEER IN FOOD LAW ENACTMEN

PENNSYLVANIA, a pioneer among the States in the enac ment and enforcement of pure food laws, has waged co tinuous warfare against adulterated and misbranded foo products ever since 1900.

"Twenty-five years ago," says James Foust, director o the Bureau of Foods of the Pennsylvania Department of Agr culture, "30 per cent of our staple groceries were either adu terated or misbranded or both. Today we can say that les than one per cent of the staples are in this unlawful clas largely because of the wise enactment and the rigid enforc ment of constructive food legislation.

"The first food law was passed by a Pennsylvania legisl ture in 1895. The Federal Government and many of th States followed with similar laws. Today, all but a few of th States have enacted fundamental food laws.

"The chief concern of State food officials is with foo that are produced and consumed within the State, as mil cream, eggs, butter, non-alcoholic drinks, ice cream and col storage products. To protect its people against unwholesom articles of food, Pennsylvania regulates the sale of these pro ucts under the various provisions of the pure food law an twenty-three laws pertaining to special classes of commoditie

"Laws affecting special articles of food, such as fill milk, skimmed milk, fresh meat, fresh eggs and fruit syrup have been found essential to complete supervision of foo sales, because the special laws can accurately define what co stitutes an adulteration of the particular article of foo whereas a general food law cannot embody a definition th properly applies to all."

AN IMPORTANT WATER-SOFTENING SUIT DECISION

A DECISION recently handed down from the bench in t United States District Court, Detroit, declares the pate of the Permutit Company, of New York, on their zeoli water-softening system, absolutely void.

The case is one of the most important patent suits in r cent years, and is of particular interest to the readers of th journal.

The suit was brought by the Permutit Company to r strain the Wayne Tank & Pump Company of Fort Wayne, In patent infringement being claimed.

The Wayne Tank & Pump Company has attained a lea ing position in the water-softening industry. It manufactur both domestic and industrial water-softening systems, many the latter having been supplied to this field.

Judge Arthur J. Tuttle, who devoted nine days to t hearing, was aided by his knowledge of the German languag Much of the testimony was given by witnesses brought he from Germany, by both plaintiff and defendant.

Judge Tuttle declared, in his decision, that August Ne mann, a civil engineer and filter manufacturer, of Reppe Germany, and the star witness for the defendant, had ori nated the first commercially successful zeolite water soften

He further held that the Permutit Company had no mo right to the exclusive use of the mineral known as zeolite, a in this country dug out of the ground in New Jersey, than man would have to a patent on "water running down hill."

Excerpts from the decision follow:

"I started out with the presumption that this patent (t Permutit patent) was valid," said Judge Tuttle.* * * Th put the burden on the other people (the Wayne Tank & Pu Company). * * * That burden shifted early in the ca because in the hearing here early I began to discover the definiteness, the uncertainty and the unsatisfactory thin about the patent in suit (the Permutit patent).

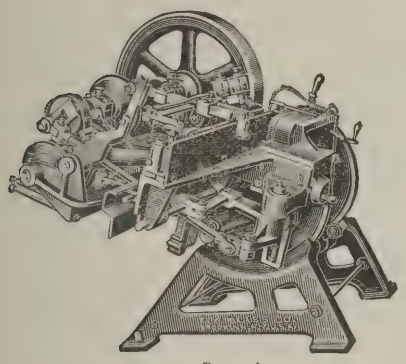
"The reason this case has taken nine long days is becau I have seen this matter in a way that did not coincide with t decision in the second Circuit, and I have been reluctant reach a decision which is contrary to the decision reach there.

"I have had much to help me which that court did n have. I have had more testimony. I have new testimony.

"* * * and my decision is that the patent is void.

"* * * The patent in suit is no more entitled to t credit for the property possessed by zeolites than a man entitled to credit for making water run down hill, or entitl to a patent on gravity. It is a natural property know to t world, known to the art (of water softening), prior to t time of the patent in suit."

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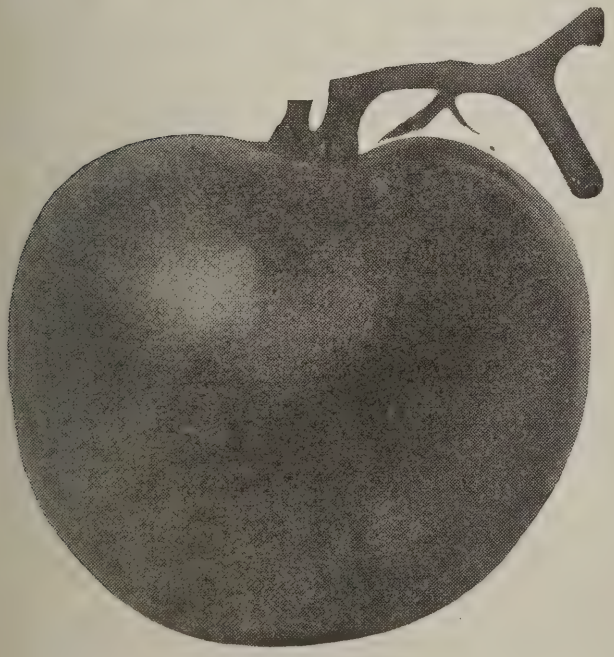
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We have for spot delivery, a few Alaskas, Green Admirals, Advancers and White Admirals. These are all short. Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas Okra Cabbage Cucumber
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Or any other varieties you may want.

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THE WISCONSIN BUSINESS SESSIONS

Meetings of "Sections"—Election of Officers—Exhibitors and the Booths.

MR. Wollum's picture of Wisconsin contented home life is so good it deserves repetition:

A WISCONSIN IDYL

Response to Address of Welcome — Wisconsin Pea Packers' Association Convention, by Henry M. Wollum, of Owen Canning Company, Owen, Wis., on Nov. 13, 1923.

Living in delightful Northern Wisconsin, there is a family of eight: father, mother and six sons and daughters. Not unlike a great many other homes in the world, their home has an atmosphere that you become immediately conscious of when you step into the yard or within the shelter of the roof. The only difference between their home and some others, in this respect, is the degree with which you become conscious of that atmosphere.

When you go into this house, cozily nestled between picturesque hills, you feel a cordial reception. You know that you are welcome and you feel that the hospitality is deep-seated and sincere. There immediately springs up within you a love for the household, a strong attachment for the father and mother and the sons and daughters of this wonderful family. You feel a most persistent longing to go no further, but to remain there where all is so serene and restful.

As you prolong your stay you become aware that each and every member of the family is thinking of you; that in a hundred ways they are doing and saying things that make you comfortable and happy to be with them. No doubt you, too, can think of such a home in your own community, where the warmth of such hospitality makes of it the center of social life and the logical meeting place of the countryside.

I believe that I am voicing the sentiment of the Wisconsin Pea Packers' Association, the Womans' Auxiliary, and the many friends of both organizations who come to Milwaukee to attend this convention, when I liken Milwaukee to the home to which I refer and the Milwaukee Chamber of Commerce to the father and mother of this home. I believe there is no one in this auditorium today who does not feel the sincere welcome, the warm cordiality and the true friendship of this great Wiscinsin city, just as we of our community feel the congenial spirit of that home.

After listening to the words of welcome so sincerely spoken by Mr. Cleveland, that assurance of Milwaukee hospitality and welcome, given to us in addition to that welcome which we already feel, I am glad to say to you, Mr. Cleveland, that your message has been received and duly deposited in the archives of our hearts. We are experiencing that feeling of welcome which adds so much to the comfort and happiness of our short stay.

Speaking for all who come from out in the State and from the country at large who are your guests for three days, and for our organization, the Wisconsin Pea Packers' Association, I thank you for your kind words of welcome and for the pleasures that are ours due to your thoughtful care and planning. We appreciate all you have said and the arrangements made in anticipation of our coming. We are glad to be here, proud that you hold our industry in so high esteem, and happy to know that our presence in your midst gives you sincere pleasure.

MEETING OF THE KRAUT SECTION

Milwaukee, November 12th, 1923.

The Kraut Section met the afternoon of November 13th at the Hotel Wisconsin. We had a fair representation of Wisconsin kraut packers and just talked over our problems in an informal way.

Main discussion was on the question of employing a bacteriologist who would work with the University of Wisconsin in determining just what sauerkraut is and just what the problem of the packer was; that is, is it a cultural or manufacturing problem. The packers of Wisconsin are not satisfied with present production methods, because it is almost impossible to fix any definite standards for this product, and until it is possible to do this, consumption is not going to grow the way it should.

The Wisconsin packers present were given to understand that the National Canners' Association was contemplating bacteriological and chemical research work, and it was decide to await this body's decision, at the National Convention, an to do our part if they decided to go ahead; and if the did not, the Wisconsin packers would work out a plan fo themselves.

The importance of work of this kind is almost impossib of over-emphasis, because in a nationally advertised produ you have uniformity or we are not going to reach the goal w set ourselves. The advertising of the National Kraut Packer Association is effective and good, but it has to be backed u by a uniform product. How are we to pack a uniform produ when there does not seem to be any scientific basis on whic to base production methods? We have positive knowledge working with most canned foods, but kraut has been neglecte and positive knowledge is lacking on the part of both th packer, bacteriologist and chemist. Wisconsin packers are d termined to see this through, if we have to do it ourselves, b are ready to do our part if the National Association decide to take up this work.

Wisconsin is forging ahead in kraut, and it is only a que tion of a short time before it will occupy the same place th pea-packing industry does in point of production. We fe that we pack kraut of equal quality right now, but we want know how to assure ourselves of a uniform product if it ca be done. Do not think that this is an impossible objective all and is simply a question of trained brains and time.

The officers of the Section are: W. I. Berg, Onalask chairman; Robert Kurth, Neillsville, secretary and treasurer

THE CORN SECTION MEETING

Milwaukee, Monday, November 12, 1923.

THE principal speaker at the meeting of the Corn Sectio Monday afternoon was Prof. E. D. Holden, of Madiso who has done considerable work on the improving strains of canning varieties of sweet corn, and after reviewi his work in plain language that any layman could understan he emphasized the importance of using home-grown seed, at least seed that was acclimated, as being far more satisfa tory than seed brought in from other States, not only becau of its greater productivity, but also because proper selection ears could be made before shelling, thus getting corn mo true to type, more uniform in time of maturity, thus increa ing the yield as well as improving the quality.

In the discussion that followed it developed that mo successful corn packers of the State were getting away fro the production of standard grades by directing their effor toward the smaller grain varieties, such as Crosby, Count Gentleman, Narrow Grain Evergreen, Golden Bantam, et because of the fact that there was at least a small profit in t better kinds of corn, whereas the production of Evergreen co in standard and extra standard grades was usually done wit out profit, and for the last few years at an actual loss.

The chairman of the Section stated that while Wiscons packed over 700,000 cases of corn in 1922, considerably ov the total packed by our sister State, Minnesota, yet the fa remained that because Minnesota had for years specialized one kind of corn, that is Fancy Crosby Corn, Minnesota co was known in practically all of the better markets as an acti competitor with corn from the State of Maine, and in at lea some instances now had the preference over corn from Main and gave it as his opinion that Wisconsin could, within a fe years' time, build up a reputation for quality corn that wou be second only to her reputation for peas, as we had clima and soil conditions on a par with either Maine or Minnesot

After further discussion along the line of improving qua ity by eliminating the coarser grain varieties, it was mov that a committee be appointed to study the situation, a that at some future time a special meeting be called of t Corn Section, at which time a full attendance might be re sonably expected, at which time the committee would make comprehensive report, showing the volume now being produc in Wisconsin according to different varieties, and make effort for the State to concentrate on a few of the better va eties that were being successfully produced within the State.

The following committee was appointed: Theodore A derson, Augusta, chairman; George Greb, Shawano; Geor Shorer, North Freedom.

Since the adjournment of the session the secretary h already circularized the members of the Corn Section, advisi that this spcial meeting of the Corn Section would be held the time of the proposed Short Course to be given by the Un versity of Wisconsin at Madison some time early in Decembe at which time the members of the committee will make the

ort and an effort will be made to start Wisconsin in a for-rd movement for the production of higher quality corn than has produced in the past.

MEETING OF THE BEAN SECTION

the Vegetable and Fruit Packers' Auxiliary of the Wisconsin Pea Packers' Association.
Hotel Wisconsin, Nov. 12, 1923—5.30 P. M.

HE meeting was called to order by the chairman, Mr S. Williamson, the following plants being represented at the meeting: Coleman Canning Co., Gillette Canning Co., eside Packing Co., Hortonville Canning Co., Shawano Can- Co., Neilsville Canning Co., Falls Canning Co., and Samp- Canning Co.

Owing to the lateness of the hour, the reading of the min- s of the previous meeting was dispensed with It was ved and seconded that the present chairman and secretary elected to serve for the coming year. Motion carried. Mr. Williamson, of Neilsville, and Mr. R. A. Greb, of Coleman, serve as chairman and secretary, respectively.

Owing to the lateness of the hour and the limited time, it s moved and seconded that the chairman and secretary be tructed to confer with the officers of the Kraut, Beet and n Sections and arrange a date fo r holding an adjournment the meeting not later than December 1st. Motion carried. tion to adjourn.

THE RESOLUTIONS

sconsin Pea Packers' Association, Milwaukee, Nov. 15, 1923

The Committee on Resolutions feels that much construc- e work has been done at this Convention, and wishes to di- t the attention of the membership to the following:

Seed Stocks.

It has been common knowledge for almost as long as peas e been canned that much of the seed stock has not been all t could be desired or what it should be, and the Associa- n has for years been making every effort to secure improve- nt, and to this end has been watching with much interest l hope the great work of Professor Delwiche at the Ashland tion, and is much gratified to realize at this Association, plan of which was adopted yesterday, the method and ma- nery that will enable the canners themselves to assist in eloping and multiplying new varieties and strains, purify- old strains and maintaining the purity of all strains, and time it is hoped to distribute among its stockholders and dsmen pea seed in the pedigree of which we may have great de.

Association Label.

We believe the action taken yesterday, November 14th, adopting the plan presented by the directors to authorize o-called Association label, the use of which in due time may l should become a great stabilizer for the industry, and as e permits the perfection of the plan, it will become ap- ent to all that it is reasonable, conservative, inexpensive l will be of direct or indirect benefit to all at very low t to each.

Canned Foods Week.

It is hardly necessary to dwell upon the necessity of sup- ting Canned Foods Week, as its advantages are so plainly arent to require no comment except to urge upon every sconsin canner the desirability of promptly supporting the ional Canners' Association Committee with a check.

National Canners' Association Warehouse Plan.

We believe this plan to be absolutely fair and just to both ner and distributor, as it restores the much-discussed swells blem to its former status, except that in case a canner hes to examine swells reported and charged to him, he may lesired, have them returned to the nearest zone warehouse, there be examined, either by himself or by experts from National Canners' Association Laboratory in the presence the food officials of the city and State in which they are d and the probable cause of spoilage determined. It is in ct, if not in name, a court of appeal, and we urge the adop- n of its principles and their incorporation in the contracts our membership.

Research Work.

We should be much gratified with the progress made by fessor Dudley and his assistants in their fight on the pea se. We recommend that this Association be represented at conference called by the U. S. Department of Agriculture Washington next week.

We recommend greater activity of a co-operative nature between the Association and the State University, and the continuation of our Raw Products Committe, that they may aid the University in directing more attention to our problems to the end that our industry be safeguarded.

The members of the Woman's Auxiliary of the Wisconsin Pea Packers' Association wish to express warm appreciation of the courtesies extended to them by the Allied Industries. The generous entertainments provided for the Auxiliary on this and former occasions have contributed greatly to the interest and pleasure of its annual meetings, and its sincere thanks are offered to its liberal host.

Be it therefore resolved, that we endorse and support the Seed Corporation, the Association Label and Canned Foods Week, also the work of Professor Delwiche on Seed Peas and Professor Dudley on Pea Louse, as well as Professor Vaughan and Dr. Fred Jones and others on other contructive work; and that we endorse and support the National Canners' Association warehouse plan for handling swells, and that we condemn the so-called flat allowance as wrong in principle and prejudicial to the safety of the consuming public, as it provides no way to insure the destruction of swells.

Be it further resolved, that we deplore the abnormal advance in spot seed peas, and the announced advance in the price of cans, because these advances will in the main have to be absorbed by the canner, for in our efforts to stabilize prices in the interests of increased consumption, we fear that material advance in the price of canned peas will tend to curtail consumption.

Be it therefore resolved, that this Association protest against what we consider unwise and unwarranted advances in these important items as detrimental and prejudicial to the industry.

It is most fitting at this time to say a word of commendation and appreciation of the retiring President of this organization, J. A. Hagemann, who for twelve years of loyal, unselfish and diligent service has had a major part in bringing about the growth and success of our Association. To him we owe a great debt of gratitude. To him is due in a large measure the accomplishments of this institution, and to his untiring efforts is due the fact that he Wisconsin Pea Packers' Associaion is one of the largest and most progressive associations in this country.

Too much cannot be said in commendation of this gentleman. He has spent more time, more energy and more enthusiaum for the Association than has any other one individual. He has been true to his trust and deeply mindful of the confidence and responsibility placed in him.

It has been our pleasure to have kept him in office. It has been our good fortune to have had him for an officer and president.

This Association, in meeting assembled, fully appreciates the great services he has rendered. In token of that appreciation and the friendship we feel for him, and as a vote of thanks for all the loyal enthusiasm and untiring work he has done for our Association, we as a committee ask this convention to arise and to remain standing for a moment.

Respectfully submitted,

F. A. Stare, Chairman,
Charles Yunker,
H. C. Sorensen,
H M. Wollum,
Wm. Opitz,
Committee on Resolutions.

The resolutions were unanimously adopted; a standing vote of thanks to retiring President Hagemann was given amid loud applause.

MEMORIALS

WHEREAS, through the wish of our Creator, Carl W. Hutchinson has been called from this existence; and

WHEREAS, the deceased has been an active and industrious worker while associated with us, now, therefore, be it

RESOLVED, That the Association, in assembled convention, express its gratitude for his conscientious efforts and helpful activity; and be it further

RESOLVED, That a copy of this resolution be sent to all trade journals, a record of it spread upon the minutes of the Association, and a copy of it sent to the immediate family of Mr. Hutchinson.

WHEREAS, Divine Providence, in Its infinite wisdom, has taken from our midst William C. Leitsch, and

WHEREAS, Mr. Leitsch has been instrumental and a vital factor in promoting the welfare of our industry, had diligently given of his time and ability, and

WHEREAS, the pea packing industry has been materially benefited by his able and generous contributions, by his broad-gauged vision and timely advices, and

WHEREAS, Mr. Leitsch has always fought for the best interests of our institution and has helped to overthrow those interests detrimental to it; now, therefore, be it

RESOLVED, That this Association record its sincerest gratitude for the constructive and untiring efforts to the pea packing industry. Be it further

RESOLVED, That this assemblage pay a tribute to the memory of Mr. Leitsch by standing in silence for a moment immediately after the adoption of this resolution. Be it further

RESOLVED, That the industry perpetuate his well-founded principles and emulate his contributions by whole-hearted co-operation and loyal support to all beneficial work fostered by him; and be it further

RESOLVED, That a copy of this resolution be sent to all trade publications, a copy entered into the records of this convention, and also copies sent to the firm of which he was part, as well as to his immediate relatives.

Respectfully submitted,

J. P. Kraemer, Chairman,
H. A. Johns,
Dr. T. O. Goeres,
Charles H. Karch,
Wm. Blodgett,
Memorial Committee.

All stood facing west (towards Columbus, Wis., the last resting place of dear old "Billy" Leitsch.)

THE JOINT SESSION OF THE WOMEN'S AUXILIARY WITH GENERAL CONVENTION

President Mrs. A. C. Friday Speaks.

Milwaukee, Wednesday, November 14th, 1923.

IT is again my pleasure, in behalf of the Ladies' Auxiliary of the Wisconsin Pea Packers' Association, to welcome you who have come from near and far to the seventh annual session of this Auxiliary.

It seems but a few days since we last assembled here, but in the book of time another page has been turned and the story of a year is told. We are gathered here from all parts of our wonderful State with the one thought—of helping to make this session a success. Each year we look forward to these meetings as the pleasant means of forming new acquaintance and strengthening old friendships.

We are here to review the achievements of the past, the problems of today and the unlimited possibilities for the future of this Auxiliary. Those of you who are here for the first time, we hail with pleasure your coming among us and extend a welcome of sincere and hearty good fellowship. May all the feeling of strangeness pass away and the days spent with us leave pleasant memories and the desire to come again.

The ladies held a very enthusiastic and enjoyable session, the main discussion, according to schedule, to be how to acquaint housewives with the value of canned foods. Men are fond of "ragging" the ladies with talking of nothing but clothes and fashions; but this Women's Auxiliary is different, if that accusation be true—and it isn't.

The New Officers—The new officers elected this year are:
President—Mrs. A. A. Burr, Waterloo, Miss.
Vice-President—Mrs. Hazen Paul, Markeson.
Secretary-Treasurer—Mrs. Fred Hulbert, Fall River.

The Convention saw to it that the ladies were entertained during the Convention—at a special luncheon, at theatre parties, and at the big dance on Wednesday evening.

The Election.

President—F. T. Clark, Waupun.
Vice-President—J. J. Wittenberg, Cedarburg.
Treasurer—W. I. Berg, Onalaska.
Secretary—A. H. Fuhremann, De Forest.
Business Secretary—W. E. Nicholoy, Madison.
Directors—R. B. Johns, Antigo.
J. W. eniger, Beaver Dam.
W. F. Kelly, Fond du Lac.
G. J. Coxe, Humbird.

Change in By-Laws—The articles of incorporation an by-laws were amended to include, as members of the Wisco sin Pea Packers' Association, all packers of vegetables and fruits. The time of annual meeting was also changed fro the second Tuesday in November to the last Tuesday October.

The Auxiliary Dinner—As usual, the Vegetable and Fru Packers' Auxiliary gave a dinner on Monday evening at th Hotel Wisconsin. There was an air of sadness about it, th year, because everyone recalled that it was at this dinner la year that "Billy" Leitsch made his last formal appearanc before any body of canners as toastmaster of this dinner. H memory was fittingly observed on this occasion.

President Hagemann acted as toastmaster, and after sumptuous dinner, the toastmaster called upon first one no able and then another for a brief address, and they were mai ly in the lighter vein.

EXHIBITORS AT THE AUDITORIUM

Directory of Kilbourn Hall—Albert T. Bacon & Co., boot No. 9; W. W. Barnard Seed Co., 25; Burt Machine Co., 1 Burt Williams, McDonald, Sprague & Co., 27; Central Wi consin Supply Co., 23; Diamond Crystal Salt Co., —; Evere B. Clark Seed Co., 16; Continental Can Co., 1; Dallman Cooper Co., 5; J. B. Ford Co., 17; H. B. Fuller Co., 1 Grocers' Supply Co., 28; Hansen Canning Machinery Co., Hummel & Downing Co., 10; N. B. Keeney & Co., 21; Kiec hefer Container Co., 20; Fred H.. Knapp Co., 12; Lawren Paper Mfg. Co., 6; Leonard Seed Co., 3; The Nitragin C 14; Northwestern Lithographing Co., 2; A. W. Pinger B Co., 4; Peerless Husker Co., 13; Pyrene Co., 19; Rogers Se Co., 7; Sinclair-Scott Co., 24; Sprague Canning Machinery C 13; Staub-Richardson Co., 18; Waldorf Paper Products C 26; West Disinfecting Co., 19; Wilmanus Bros. Co., 22.

Directory of Juneau Hall—American Can Co., booth N 212; Chisholm-Scott Co., 209; Crary Brokerage Co., 211; G. Findley Co., 220; Frank Hamachek, 222; Huntley Mf Co., 228; Meinrath Brokerage Co., 214; Nichols, North, Bu Co., 207-208; Nivison-Weiskopf Co., 224; Paine Lumber C 228½; J. M. Paver Co., 218; Permutit Co., 219; Reeve Bond Sales Co., 227; J. B.. Rice Seed Co., 216; Schaefer Mf Co., 225-226; A. Geo. Schulz Co., 213; The United Stat Can Co., 207½; U. S. Printing & Lithographing Co., 21 Lansing B. Warner, Inc., 217; Wisconsin Brokerage Co., 22 Wisconsin Pea Packers' Association, 221; Worcester S Co., 210.

CHAIN BELT HAVE DIRECT COAST REPRESENTATIV

CHAIN Belt Company, Milwaukee, Wisconsin, manufact ers of Rex chain, transmission machinery and conveyi equipment, formerly represented on the Pacific Coast Meese & Gottfried Company, San Francisco, has establish direct factory branches and warehouses in Portland and Se tle. Arrangements have also been made with the Washingt Machinery Depot, Tacoma, Washington, to carry a large sto of Rex chain and transmission machinery. Other stocks w be placed in important centers throughout the Pacific Nort west for the prompt handling of local requirements.

The Northwest territory, with headquarters at Portla will be in charge of Allen C. Sullivan, M. E., a graduate of t University of Washington. Mr. Sullivan was formerly co nected with the Allis-Chalmers Company, of Milwaukee, a more recently with Smith & Watson Iron Works, of Portla as chief engineer. Just previous to his association with t Chain Belt Company he was engaged in special sawmill wo as consulting engineer.

Don B. Catton, formerly with Meese & Gottfried Co., a later engaged in the machinery supply business on his o account, will be the special sales representative for the Po land office. The Seattle and British Columbia territory will handled by Wm. F. Nichols, out of the Seattle office Mr. Nic ols for the past 11 years has been connected with the Mee & Gottfried Company, and is considered one of the best-post chain men in the Pacific Northwest

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IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

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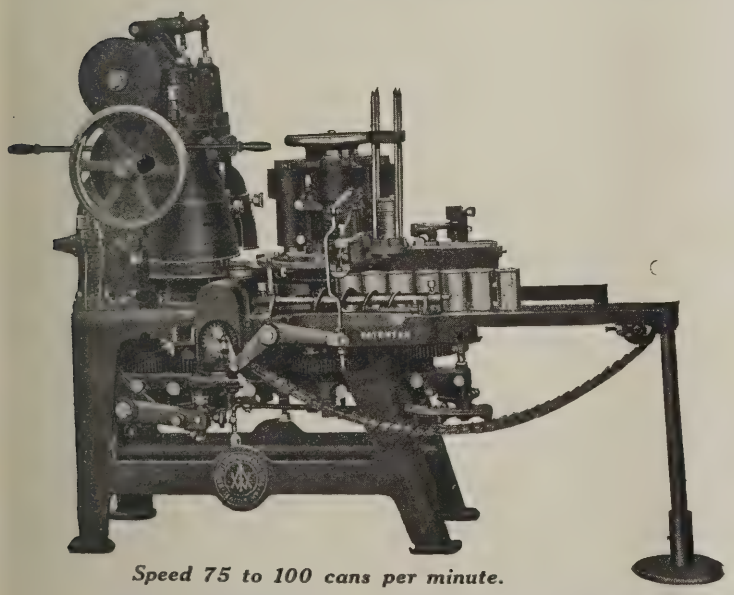
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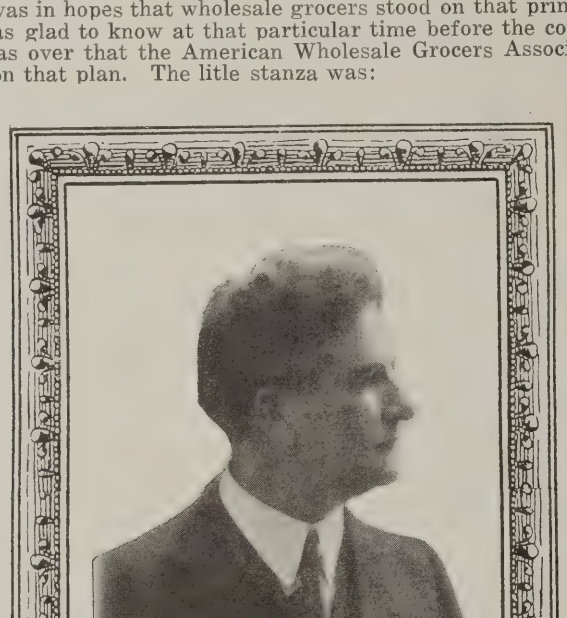
By James A. Anderson.

President National Canners Association.

Afternoon Session—Wednesday, November 7th.

I AM going to discuss what seems to be uppermost in the minds of those present and of the whole canning fraternity, and perhaps uppermost in the minds of some of the wholesale distributors—at least some of those we met last night were fearful of what we are going to do.

Before presenting this, however, I am going to preface my remarks with a little stanza I happened to find when I addressed the American Wholesale Grocers Association down in Washington last spring. I came on the scene in a hurry and did not have a chance to prepare a subject and was somewhat at a loss as what to say. But I saw their program on the table, looked at it while another speaker was talking, and I read a stanza on that program that struck me as being worthy of a very careful consideration, and struck me as being a principle on which we could all stand, and I was in hopes that wholesale grocers stood on that principle, and was glad to know at that particular time before the convention was over that the American Wholesale Grocers Association stood on that plan. The litle stanza was:



JAMES A. ANDERSON
President
National Canners Association

When the Master Referee scores
Against your name
He will not note
Whether you won or lost,
But how you played the game.

And, gentlemen, that is the principle we're going to stand on, and as a member of the National Canners Association, I propose to stand on that principle, and whenever any other principle is advocated that does not afford honesty, justice, and equal rights to all concerned, I am going to fight it to a finish. Applause. If I go down to defeat, I will go down standing on my feet for honesty, justice and equality.

Now, to just review a few of the matters that have come up in our Conference Committee meeting, and which have been gone over very carefully, I want to say that this plan has not been hung up in a few minutes, but has been given the best and mos careful attention of the most conservative men in this industry I was at first very reluctant to advocate it for the reason that i had not at that time received proper consideration. I told Secre tary Gorrell that before I could endorse putting this plan int operation I wanted to have it considered very thoroughly by th rank and file of our great industry. I wanted the people out i California to consider it, the people over in Maine, and those i the southern part of the country, and those in the north—eve those in Hawaii. And for that reason we called in the Board o Directors and the Committee on Finances to meet this week, an we had a most splendid representation from all parts of th country. Literature had been sent out to each member of th Board of Directors, and they had been given a chance to stud this plan from all its angles before coming to this conference.

After a thorough and careful consideration of the plan, fro start to finish, we have come to a unanimous conclusion that thi plan will offer justice to everybody concerned, from the produce to the final consumer. and after all isn't that what we all want?

In checking over the causes of spoiled canned foods, ther was a member of the committee from the National Wholesal Grocers Association who made the remark that the laws ought t be so stringent that every retail grocer, or anyone else, when h found a single bad can on his shelves, would take that can an throw it away.

Well, I wonder if every retail grocer and every restaurar keeper, regardless of his nationality, or what his informatio regarding canned foods may be—I wonder if we want to trus everyone of them to say whether or not our goods are spoilt o whether they are fit for food purposes. And, don't you think is a good way to get rid of some of the goods and get a retur on them for labels by "hitting them in the head" with an ax?

I tell you gentlemen that principle is wrong and does n offer a solution or a chance to learn the cause of spoiled good There is no need to go into details. You know that principle wrong.

But when those spoiled goods are sent back to the warehous where they can be examined by technical men who understar the nature of the container and what that container should b whether the sealing is properly done, whether the tin-plate proper for canning purposes, whether the make-up is right, a whether the processing has been all right or whether there ha been defects in the processing or preparation—we then can lea something worth while.

Don't you think such information is of great value to t canner in the carrying on of his business in the future?

For example:

I shipped a carload of canned krout a few months ago. T goods were all right when they left the North, where the clima was all right. But when they reached their destination, in warmer climate, a complaint came back that at lest half of t goods were swells. I told them to put them in storage, and would determine the cause. I know the distributor was hone and sent him his money for the entire carload, as they we sold under the guarantee which has been embodied in our co tracts for years.

I had one case returned, telling them to pick out those th were swelled and to put in four cans that were not swelled. Wh they got back to my warehouse there were no swells. They we what we call "flippers." I will not trust them in any southe country without a different process in the future.

I immediately made an examination of the vacuum in t cans, and as a result I found I hadn't exhausted the cans bef sealing. I immediately ordered the whole carload sent back t northern jobber, and told him to notify me if there were any ca of swells. They all went back; all those "flippers" repented their sins and went back to where they had been while in good can.

Now, gentlemen, suppose we had adopted the principle th was advocated last night. We would simply have destroyed those goods on the assumption that all were swells. That w an extreme case, but it is as likely to happen to you as to r We can study these matters, and even the container itself is always perfect, and I am glad that some of our good can ma facturers are here.

But under this plan in the future, I want to tell you, th cans are going to be examined not only for their contents, also for the container, and find whether it is the can's fault, o it is the process. And we are going to clean up the industry far as canned foods are concerned. Now, are you behind t proposition?

You are sending your goods out as you would send y child out to school, and you have a right to protect that ch when he ges out to school or anywhere else. And you rese the right to bring him home if he goes astray and get him repent. The same with our canned foods.

On a flat allowance there is no checking up—just hitt

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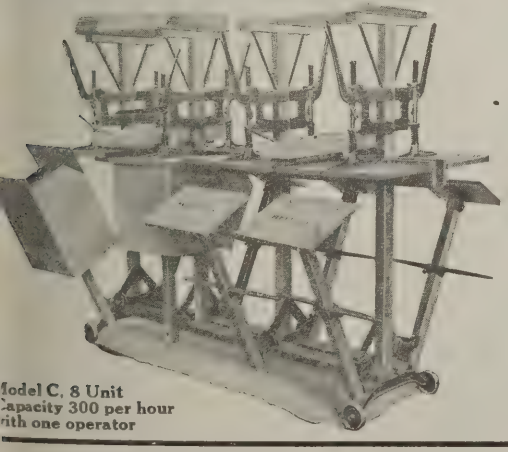
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them on the head. I am going to fight for what is right, and I know that my canning friends are back of me.

There are a lot of things I am not going over as the time is passing. Of course they tell us it is an easy matter to accept a flat allowance of ½ of 1 per cent. and let it go at that. But if there happens to be more spoilage than that we pay for it; if there is less, they pocket the difference. That is the principle of the thing. It puts a premium on inefficiency, and tells the unscrupulous canner—and we have some of them—"never mind if you do have a lot of swells, they are taken care of with the ½ of 1 per cent. flat allowance." If this flat allowance were part of the contract, wouldn't the canner have reason to say, "under the terms of our contract I am allowed ½ of 1 per cent. swells." and then proceed to give them to the jobber?

In fact, I believe that was one of the things that may have caused the introduction of Rule 381-A. There are more swells since the flat allowance was put into effect with some jobbers than before, and so many more, that the food officials became alarmed and said they "can not be returned," and that something must be done.

If we adopted the principle of the ½ per cent. allowance, it would cause an increase in swelled goods, and it is a dangerous precedent to have been made. I am sorry it was ever inaugurated as it is a danger to canners and a menace to the consumer.

I heard a gentleman—a prominent canner and president of one of the best state associations—say yesterday:

"In going through a reputable cannery some time ago, I saw them putting cans in a case set to one side. I wondered what they were doing, and noticed that they were bulged on one end. I finally asked the manager about it. "Well," he said, "when they made a contract they forced me to put in a clause providing for ½ of 1 per cent. flat allowance. And I propose to give them what they bought."

I don't know but what distributor got what was coming to him and what he paid for.

I shouldn't say so much about my good friends, because I have to sell canned foods. But they are going to buy. But I have heard a number of members of the National Wholesale Grocers Association express themselves as absolutely opposed to the ½ of 1 per cent. flat allowance, or any other flat allowance. And one of them says he is the "father of this plan" and inaugurated it six or seven years ago.

Our reception last night proved they were cordial, splendid fellows. But after all their attitude put me in mind of a darky who was brought up before court for a certain crime. He protested his innocence very strongly. When all the evidence was in, it was so much against him that he judge saw fit to impose a very strong sentence.

The darky then began to mumble to himself. It was loud enough for everyone to hear him, although no one understood what he was saying.

"All right," said the judge, "just for that we will double your sentence, Sambo."

"But, Judge," the darky replied, "what all's the matter? Ah wasn't complainin' nor nothin'."

"Well, what did you say? I heard you mumbling."

"Well, Judge, Ah was jus' lamentin' the fact that ah had to go to jail, and was tryin' to console myself by saying. 'God-am the Judge. God-am the Judge!"

I want to congratulate the American Wholesale Grocers Association on the broad view they took of the plan we submitted. They approved of the plan in principle and said they would present it to their committee with their recommendation for adoption.

It is up to you in your contracts for future sales or spot sales, to incorporate therein and stand back of it, a guarantee that the goods will be 100 per cent. perfect, and let's say to them that we will pay for each can of spoiled goods that occurs in our pack. We will treat all of them honestly, and will do our best for the consumer; and we will co-operate with the food officials. And, gentlemen, if you will come along and do this with a united effort. I tell you that it is going to be the biggest step in the advancement and progress of our industry that we have ever done.

And I hope and pray that everyone of you will come along.

President Hill: Gentlemen, you have heard the report of your Conference Committee so ably delivered by President Anderson and Mr. Royal F. Clark. What disposition do you propose to make of it?

Mr. Lon. A. Sears: Gentlemen of the Western Canners Association, I have worked for years as a member of the Conference Committee. I have followed this subject as closely as I could, and I am satisfied gentlemen, that we have arrived at the only answer to the problem that could be given.

I make these remarks, prefacing a motion I desired to make that the Western Canners Association adopt the Zonal Warehouse Plan in taking care of spoilage in canned foods that have heretofore been taken care of by us as individuals. The same plan, the same method, in the same old way. The only differen is that if you want them returned they go to the Zonal Wa house. The other details will be just the same. If you have customer who has only a nominal claim for spoilage, you may s as heretofore, "Here is your check." If it seems excessive a you want to know more about it, then you can have the spoil goods sent to the zonal warehouse. That is the whole propo tion. That is all there is to it.

I hope that this Association by a standing vote will appro this plan. If the details are not all perfect, it—like all plans can have its details corrected as we go along.

Mr. E. W. Virden: Gentlemen, I was chairman of the Co ference Committee, which naturally has had charge of this que tion for the Western Canners Association, but the National Ca ners Association was handling it and covering more territo than we would have. I sat in at the conference, and—by the w —three of our members are identical with three members of t National Association And I am heartily in sympathy with t matter and in favor of the way it has been disposed of, and suggest that the members of the Western Canners Associati unite with the National Association on this plan.

Non-members of the Association can have their clai handled in the same way for a nominal charge.

President Hill: All in favor of the motion as made a seconded will signify so by saying "Aye."

President Hill: The motion has been carried unanimously

THE PRICES OF CANS IN 1924

The Progress of Increasing Costs—Tin Plate Has Advanced Can Prices Must Do So.

By Geo. W. Cobb.

General Manager of Sales The American Can Company.

Wednesday Afternoon Session, November 7th.

I want first to express my thanks for this opportunity. can't tell you that I enjoy the work, but I always obey our co mander, Colonel Lee, when he orders me to do something.

"Not ours to ask the reason why—ours but to do any d I changed the words somewhat so as to bring them up-to-date

I want next to congratulate the Western Canners Associat most heartily on its seventy-ninth birthday. That is a long for any organization. It has been kept alive by live men—r who have done so much for the advancement and uplift of t association and the canning industry.

I shall mention the names of only a few who have worked the building up of this splendid organization. I want to ment the name of that great builder and far-seeing one—Daniel Trench; and also that shining example William Moore. I s also mention the name of one who was the leader of us all—t dearly beloved Billie Leitsch. But of all those that have b or are, there is none who has done more for your great indus through the work of the Western Canners Association and National Canners Association, than our old, stalwart solc Colonel John A. Lee. I am sure there is no one who has wor more honestly, more unceasingly, more ardently, more efficien and I am sure unselfishly, than has Colonel Lee.

I am just going to tell you how proud I am to be mi up—if that is the correct term—with your great industry. know it has changed a lot since I first got mixed up with it. wife won't let me tell you how long ago that is. But the n marvelous changes have come about in the last few years, s the war was started. These marvelous changes and impr ments were allied with—if not actually caused by—the war.

The war has had a lot to do with the canning industry. was started over one hundred years ago—in Napoleon's tin before any of us were warriors—but it did not do much in land of ours until the Civil War. Then it received a great petus through that war. Later the Spanish-American War sh it a little further ahead. But it took the great world war to it in its present position.

We don't like war, and I am sure we didn't start the war, but we have to recognize the fact that even war has healthy side.

What has it done?

It seems to me it has taken the canning industry out of "lottery" class. A few years ago to admit you were in the ning industry, you had to an extent apologize for the fact. canning business is sometimes called a "game". I think tha a poor word. It no longer is a game. It is a great indu working upon and being built upon the same principles affect every other sound business in this land.

It still has its hazardous side—a sporting element; el might not be half so much fun for us. Some of us are in it

Sinclair-Scott Company

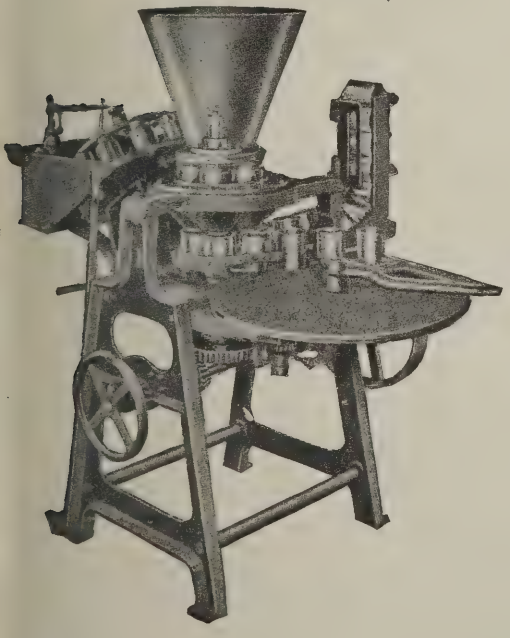
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Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
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Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

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cause we can't help it;others because they love it; and still others because it gives us our living. To me it seems something like a story I heard the other day. (At this point my instructor in elocution told me to put on my glasses.) Laughter.

"A Dog Story." It seems there was a boy that had a houn' dog. His mother did not like the dog as much as did Willie. In fact, this dog was reckless and careless. In fact, sometimes absentminded. Willie's mother insisted that he sell the dog. So he took the dog down-town one morning. When Willie came back his mother asked him if he had sold the dog. "Yes," said Willie, "I got thirty cents for him, and another dog."

Now, have you ever noticed how many canners have gone out of business "for all time"? Then, a few years later they came back in again. "They just had to have a dog".

You know this Western Canners' Association, like all other associations of canners, is not a secret order. Jimmy Anderson mentioned the fact that "anyone can get in". That explains why many of us here today. We all belong to allied industries, and allied industries covers a multitude of sins. (Laughter)

I don't known whether this is orthodox but we remember a lot and gain much from these conferences. But I am sure that the biggest benefit we get isn't the friendship we make, and the better understanding and greater confidence we derive, from knowing each other.

What are just a few of the things that have occurred to help us since the World War? The output of canned foods has doubled in the past ten years. Any industry that has doubled in that time is no longer to be looked upon as an "infant" industry.

What is perhaps the greatest single outcome? A realization and acknowledgment of the absolute necessity of quality. It has been proven in peas, corn and fruit—and it is going to be proven in all lines some day—even tomatoes; also that the way to increase your business is by giving the people who buy and eat your products, the kind which makes them want more.

Think of it! Last year the largest pack of peas in the history of the industry was followed by a still larger pack this year; and now in November, peas in this country are relatively scarce. What is the answer to it? In my opinion, "Quality"!

It costs just as much to pack Standard as it does the other 'ind. A scarcity in lower grades is a blessing in disguise. You will pack enough standards without trying.

You are better prepared now for quality because of all the lastest improvements in cannery equipment. Much has been done along those lines. The supply man is doing his part. And financially—most everybody knows now that you have to pay the ante before you get into the game.

What is another result of the War? A terrible thing—the Income Tax. Yet that same income tax isn't to be altogether condemned. It has taught us the value of a cost system, for you're got to know what your costs actually are. You just have to know because of that same terrible thing—the Income Tax.

There have been great improvements too in general manufacturing. We are all better manufactures. We are doing our job better. We are not only making our products better, but selling them better (I am using the term "we" in an editorial way). All this is better for the jobber and retailer. They want something stable. They want to know when they buy that the price isn't going off fifteen cents the next week.

The canning business is today a much stabler business than as ten years ago. But is it all done? There wouldn't be any more fun if it were all done. We are going to improve in the next ten years, and before that time is up I hope, improve our labels. We are going to make our labels—that most wonderful advertising medium we have—do some work for us. We're going to make them talk. We are going to make it easy instead of hard to purchase canned foods. We are going to have our housewives (if we have more than one—I have one) go to the store and pick out just what they want. I know it's going to be a hard, expensive job, but it will be worth it. No doubt about it.

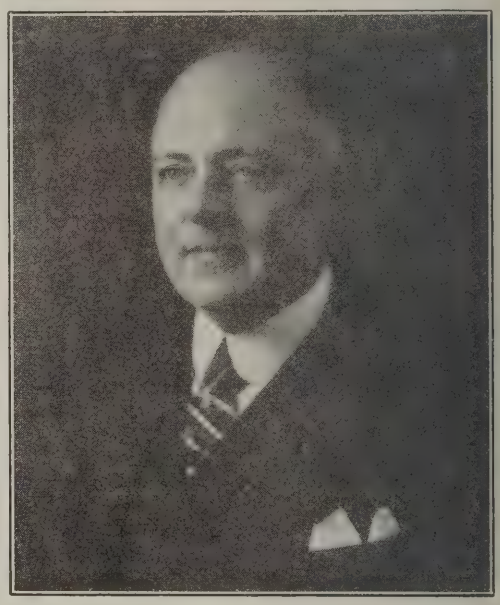
What is another great thing not previously mentioned, which has come out of the War? A better knowledge of how to pack your goods. Great things have been accomplished along these lines. but there is still much to be learned about canning.

What has been accomplished along research lines through the National Canners and other agencies has been enormous, but a lot still remains to be done. That includes a more accurate knowledge of resorts, and what occurs on the inside. And Swells! That is a subject that always make a canner or can maker raise his ears.

I am not going to enter into that subject of swell allowance to jobbers, but I want to say that I believe that all this agitation which has been going on since the government ruling, is going to be beneficial. It is going to make every can manfacturer strive to make a little better can. He is going to act his ideals higher. But more important—the canner is going to pay more attention than he has been paying to the processing end of it. Then can manufacturer's ideal is pretty high already—two out of a thousand. But Mr. Anderson has called to my attention the fact that we weren't in all cases living up to our side of the contract. We're making them too good.

What about 1924? In my opinion the canned foods business has never entered a year under more suspicious circumstances. The people of this country better realize the value of canned foods, and there is a better market ahead.

Business is sound and stable, but we must remember many years it looked so fine in January and yet the year did not finish so well—and vice versa. It seems to me we want to go into the new year with our feet on the ground, realizing there is such a thing as packing too many goods. The general situation throughout the country seems to me sound, but confidence should always be balanced with caution.



GEORGE W. COBB
General Manager of Sales
American Can Company

We are not in a boom period. I am glad we are not. Remember, a few years ago we went up in a "boom" and came down in a hurry. Business is good and sound and we must do all we can to keep it good. Let's remember the sign "Stop Look and Listen". A few years ago we paid no attention to the sign, and we knew nothing about it until after the accident.

In regard to cans and prices I feel I have something to say. Cans are going to be higher next year. I say it right out like that! They are going to be higher not because the can manufacturer wants them to be higher—at least some of them; but for one reason only, and that is that tinplate, the raw material out of which cans are made, has advanced in price 75c a base box since January 1st of last year. That will make a higher cost for number two cans for the coming year of exactly $2.02 a thousand, or practically 2½ cents per dozen. There is nothing new about that. In fact, tinplate has been at this price many since July 1st of this year. But I haven't found a canner who knew that tinplate reached $5.50 during the year. He knew only the $4.75 basis.

I mentioned a while ago that canned food was a staple industry and may I mention one principal reason perhaps, for its stability. I refer to stable prices for cans.

We appreciate cans ought to be cheaper and wish they might be. But what makes them expensive, and they are expensive—won't argue that It is entirely a question of labor. After all what is tinplate but he ore out of the ground, plus labor all along the line. And the $4.75 price prevailed when mill labor was still earning $3.00 per day. Wages have materially advanced since then, and after all why should they not have advanced? The man who works is the man who buys canned foods.

Just one other statement in regard to price of cans. I am sure it is of interest to you. You all know something about the higher cost of conducting your own business, and every other

GOLD SEAL Lining Compound

Reg. U. S. Pat. Off.



GOLD SEAL Lining Compound is made from Rubber Latex —the juice of the rubber tree, containing rubber in all its original purity and with a resilience that cannot be retained after chemical coagulation.

You have read the United States Rubber Company's advertisements describing their work with Latex. Gold Seal Lining Compound is the joint invention of ourselves and their Vice-President, Mr. Ernest Hopkinson. It is protected in most of the countries of the world by basic patents controlled by us.

Only in Gold Seal Lining Compound can you get the advantages of Latex. The can manufacturer works with a solution which is both non-toxic and non-inflammable,—the canner gets a non-porous rubber gasket in sufficient volume to replace paper for the most difficult pack.

We will gladly supply sample Gold Seal Ends and further information.

DEWEY & ALMY CHEMICAL Co.
CAMBRIDGE MASSACHUSETTS

Two Billion Cans were sealed with Dewalco Compounds in 1923

business. Costs of can making, as well as costs in every line, have increased enormously. Today's basis price of cans represents an increase of only $1.00 per thousand on number twos since pre-war times.

The can manufacturers realize that you want to buy cheaply and your interests are theirs. I would call your attention to the fact that since the war cans have been reduced in price relatively more than any other item entering into the cost of canned foods. During and immediately after the war tin plate reached $7.75, and increases amounting to three dollars per thousand cans had occurred in the basis price, irrespectvie of tin plate. Today, you have tin plate at $5.50 per base box, and the price otherwise reduced from $3.00 to only $1.00 per thousand cans higher than the pre-war period. In other words, outside of the question of tinplate the can manufacturer is obtaining only $1.00 per thousand more for No. 2 cans than he did ten years ago. This comparatively slight increase has been made possible only by marvelous achievements along the lines of higher speed equipment, economies, and greater efficiencies, all taken in connection with the expansion and development of the canning business.

Now, I haven't said much and haven't much more to say, except that when we go sailing next year upon the sea of business let's make sure that our craft is sound and that it is within sight of land, so that in case of storm we can get back home, and let's take along that life-boat "Quality."

WAREHOUSING AND FINANCING CANNED FOODS

By Mr. A. H. Millward,

Of Wakem & McLaughlin, Inc., Chicago,
Representing the Illinois Warehousemen Association,
Before the Western Canners' Association,
Wednesday, November 7th, 1923.

AS the country grows, its natural resources become more thoroughly developed, the population and business of our cities increase, and the problems of distribution become greater. Seasonal accumulations of raw products and manufactured articles must spread over a period of consumption, and must be taken care of at the time of production. The products of one portion of the country must be readily available for the use of the entire nation.

In these problems, the storage warehouse industries are playing an increasing important part. There will ever be a close tie between the banker and the storage warehouseman, both guarding the wealth of others, the former as the custodian of your funds, and the latter as custodian of your goods, each must zealously protect his reputation for integrity and responsibility. Goods deposited with a storage warehouseman must in many cases be financed through the medium of negotiable warehouse receipts as collateral. In this respect it is essential that you use every precaution in selecting your warehouseman, so that the receipts he issues may be used by the holder anywhere for financing purposes or the transferring of merchandise from one party to another.

Practically all of the best warehouses of the country are members of the American Warehousemen's Association, whose work and ideals are, I imagine, very much the same as those of your own great Association.

Through our methods of cost accounting and standardization of services we have been able to place our business on a basis where we can render you the service you require on an equitable basis.

I desire to call your attention to the fact that where a shipper consigns a car of canned foods to a public warehouse, a responsible warehouseman will have already an established credit with transportation companies as mentioned, so that there will not be any delay in getting the goods into his warehouse for local market, and the service he renders in this respect is a great advantage to the storer or his representatives, so that you may gain the quick selling and access to goods upon arrival. I wish to impress upon you, gentlemen, that from past experiences the packers and manufacturers, who have representatives in this locality, have gained quicker and more sales by carrying consigned stocks in public warehouses rather than from the present trend of times, which seems to have become a habit recently in general business by being put on a hand-to-mouth basis, which has proved to be very costly to all concerned, and is somewhat of a detriment to the warehouseman and yourselves, owing to a lot of unnecessary extra service charges, which must be met and could be eliminated, and would result in a saving to the consumer, if same were shipped in carload lots, whether for storage purposes of for immediate distribution.

Within the past few years many warehousemen have established credits with their bankers, so that they are in a position to make loans on merchandise stored and covered by their own negotiable warehouse receipts as collateral. Loans can be arranged for according to their size, volume and market conditions. The amount of loans made on canned foods usually run from 60 to 75 per cent of their market value at prevailing rates of interest as charged by banks, and a small commission charge is made in addition to cover services, guaranteeing, billing, collecting, attendance, etc., so a certain amount of credit must be established at all times by the warehousemen in carrying a large balance on deposit with his banker.

In talking to you today, I have tried to impress upon you strongly the desirability of using the best warehouses no matter where they may be located, and now I wish to call your attention to the public warehouses of Chicago in particular.

The reason for the establishment of such warehouses here is, of course, the wonderful transportation system which serves our city. Chicago is the terminus of twenty-six great trunk lines, comprising 40 per cent of the entire railways of the United States.

Fifty millions of people live within one night's ride of Chicago, and it is truly the Great Central Market. Your goods stored here are immediately available for distribution wherever needed. There are in Chicago about twenty large public warehouses operating about six million square feet of space, all served by direct railroad connections and operated by men experienced in handling all of the various kinds of merchandise which move through this market.

The storage and distributing business has come to the front in many ways, by such actions of responsibility taken by the warehousemen, and we have all profited by the world-wide discussion on the cost of distribution, and by being able to create the good feeling and friendship of our clients, and hope that same will last indefinitely, in order to promote and increase the great volume of business between these two kindred industries, the canned food packers, their representatives and the warehousemen.

I wish to take this opportunity in behalf of the members of the Illinois Warehousemen's Association in thanking you for past patronage, and assure you that we are always ready to co-operate with you in order to promote the welfare of the canning industry.

GREETINGS FROM THE AMERICAN WHOLESALERS

By J. H. McLaurin,

President American Wholesale Grocers' Association.

MY relationship with the canners of this country has now reached that point where I find myself annually looking forward to the dates when your great body, and also that of the National Canners' Association, will hold its convention. I no longer travel to your convention city in the performance of a duty, but rather I come here feeling it is one of the great pleasures and privileges that it is my good fortune to enjoy.

I am remembering, too, that for the American Wholesale Grocers' Association to appear before the Western Canners Association is a case of Youth entering the presence of Age and I want to know, Mr. Chairman, that I not only come to you today with a sense of real pleasure and happiness, but likewise with one of respect and reverence for our octogenarian friends. Seventy-nine years, not merely of experience—for if your work had been only that your continued existence would not have been possible—but rather seventy-nine years of real service in the interest, not alone of yourselves, but of distributors and consumers of the United States.

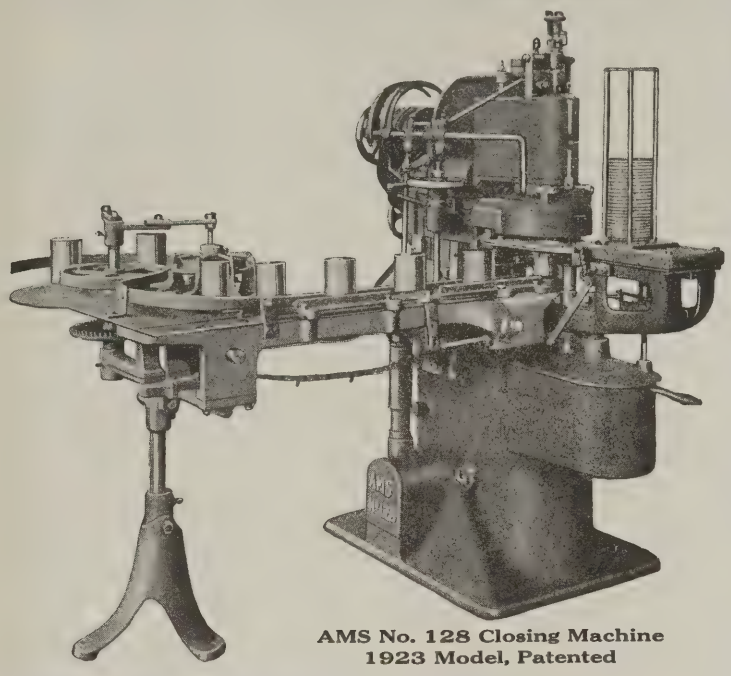
We hail, therefore, with intense satisfaction that condition of cordiality and friendship and of mutual confidence that is today a strong bond uniting the Western Canners' Association and the American Wholesale Grocers' Association, and thus I bring to you the felicitations and the very sincere good wishes of the wholesale grocers of the country that your bow may long continue to be strong, and that you may as individuals and as an organization go forward from this convention with renewed courage and inspiration in the splendid work in which you are engaged.

One of the most gratifying phases of the relations between the American Wholesale Grocers' Association and allied

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
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We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

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For Better Pack of Peas at Greater Profit

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ESTABLISHED 1880

food trade organizations is that when differences of opinion exist with respect to trade problems, there is machinery within those organizations for working out adjustments which are approximately fair to all, and happily there also exists the disposition to meet and discuss these problems in a spirit of reciprocity. This is notably true of the relations between your splendid organization and ours, as evidenced by the results of our conferences on future canned foods contracts.

The Label Allowance—We now have another matter to discuss with you which, while important, is probably of lesser import than the contract problem. I refer to the matter of a schedule of label allowances which I believe your organization and ours ought to work out and recommend to individual buyers and sellers as being fair to both. Probably we could take no action which would be binding upon individual buyers or sellers, but it must be equally true that a schedule worked out by a competent committee and based upon current prices for labels would be generally accepted by both buyers and sellers.

A number of complaints from wholesale grocers have come to my desk during the last few months, stating that label allowances offered by canners were entirely inadequate, and that they were evidently based upon prices of labels during the pre-war period. On account of these complaints we asked your officers to grant us a conference at this meeting for the purpose of discussing the matter with you. In line with your well-defined attitude toward our organization, to which I have already referred, your secretary notified us that a conference would be granted during the first two days of your meeting.

Our office arranged to have a representative committee here to engage in this discussion, and I assume they are here. As the conference was scheduled for an hour in advance of my arrival, I did not have an opportunity to participate in it. I hope it has been held and some mutually satisfactory agreement reached between your committee and ours, which I am sure it will be your pleasure to ratify officially.

The "Swells" Question—There is another problem which is of vital importance and which I know has been engaging the attention of the wholesale grocers and canners during recent months. I refer to the question of your protection of your product against swells.

I am not here to discuss with you what means you will employ to do a thing I know you men, in obedience to your own interests, recognize you must do, and must do thoroughly. In my judgment, when the Department of Agriculture prohibited the transportation of spoiled goods in interstate trade, the question of carrying out your guarantees already made is put squarely up to you, and it is up to you to work out and present a solution that will be satisfactory to your buyers holding contracts carrying your guarantee. That you will perform this duty fairly and honorably, I have not the slightest doubt.

Ten or fifteen years ago the grocery trade handled very little other than the low grades of canned foods. Now it is handling and consumers are demanding quality products, while there is diminishing volume and spasmodic demand for grades that can just manage to pass for human food.

The indestructible element of quality, as applied to products in cans, is revealed when it is realized that the consumer buys canned foods on faith. That means, of course, that such foods throughout their course, from the raw product to the consumer's table, are brought within the province of morals. Everone who has anything to do with the manufacture or sale of canned foods is discharging a trust which is reposed in him by the consumer and which he betrays at his peril.

Products of quality! Men of character! So usual is it to find them conjoined that it is natural to infer the one is the cause of the other. For it seems equally true that men of character make or sell goods of character, and that quality goods gravitate into the hands of quality manufacturers and merchants.

The Western Canners, by their resolutions and their acts, show they do not intend to countenance among their members any sub-standard or off-quality men.

The American Wholesale Grocers' Association has as one of the chief purposes of its organization the inoculation of the highest ideals of business conduct. It rejoices that so much of the thought of trade meetings and organizations is devoted to the affirmation, support and championship of honest goods, honest methods and honest men.

In the course of the development of modern business the world has passed through many different stages. There was a time when business was a part of the activity of the State and the Church. In the Middle Ages, for example, the Church declared that money was unproductive and that no interes on money was justified. The interest was declared to b usury. It was the duty of the State to determine and fi th just price for all commodities. The revolt from this regul tion of business is usually called the Laissez Faire period. is sometimes called the "let-alone" period of business, whe every man was for himself and the duty of the State limite to protection against the foreign enemy. Under this syste of business was developed the idea of free competition. The came later on the idea of co-operation, where producers pool their products and their interests. A new idea is floating int definition which may be called business self discipline.

This idea of discipline business is well worth careful a tention. It means simply that if business men can not or wi not discipline themselves, they must then be disciplined b some force from without. Very naturally that force fro without would be the power of the State. This new idea therefore, means a choice between the self-regulation or self disciplining business and an extension of government contro over business.

In the United States it is undoubtedly true that the Fed eral Trade Commission represents the idea of discipline fro without. A member of that Commission has declared that was analogous to a traffic policeman standing at the crossin of the streets. The duty of that traffic policeman is to pre vent confusion of traffic where that traffic desires to go in dif ferent directions. Obviously the chief source of such traffi confusion is one of conflicting desires on the part of those wh travel. One man tries to get the advantage of another in pass ing and such an effort to take advantage results in disadvan tage to all. Such a position, said this member of the Federa Trade Commission, that body holds in regard to business.

Among certain business activities there has recently bee a very great developmnet in co-operation. On the part of pro ducers co-operation finally means unity of action, and unit of action has meant that the judgment and discretion of th individual has been yielded to someone else. In co-operatio there is centralized control. Members of co-operative associa tions bargain away their individual business judgment b means of a contract. While co-operation certainly has its ad cantages for the members of the co-operative association, likewise has its very marked limitations.

The business men of the country responded instantly t the statement of the late President Harding when he sai "More business in government with less government in bus ness." An extension of the power of government control ove business is essentially contrary to American ideas. The bus ness men of this country want only equal opportunity and n paternalism. They want the opportunity to stand squarely o their feet and to demonstrate their own capacity for successfu business management.

Diverging from the idea of disciplining business fro without and from the idea of co-operative association, boun together by contract, is this new idea that business men ha the strength of character and the strength of will to disciplin themselves. The Secretary of Commerce has frequently d clared his abiding faith in the ability of business men and members of trade associations to develop their own fair met ods and practices in business. He did not say that a tra association should have the power to control or discipline i membership; the matter was rather referred to each ind vidual member of the association to see that his business co duct was as it should be.

It is reported that this idea of placing the responsibili for the right conduct of business upon the individual busine man finds favor with the present Chief Executive of the cou try. It is, in fact, an idea in complete harmony with the bus ness thought of New England from early days. It contai also a stimulating challenge to every American business ma as a test upon his own strength of character and his own pri ciples of fairness and justice.

It is believed that the business men in this country w generally respond favorably to such an idea of self disciplin After all what the business manager is, determines in a co trolling way what the business policies are on any individu establishment. It is certainly a true American idea that t correction of any unfairness should begin at the bottom of o commercial and industrial system, that is, in the individu establishment. This principle holds no less true in the dete mination of merchandising policies than it does in the dete mining of right labor policies. There would result for th country a wonderful period of business prosperity and ge eral good will if every individual business manager shou this day resolve that for himself and his business he would

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Sells will move to Chicago to ly direct the Sales and Adver- both *Peerless* and *Sprague-* achinery. Leland A. Babcock his collaborator in this work, ler them will be an organi- f Sales Engineers and Sales constantly at your service in ng, remodelling or building Factories.

Our Sales Agents

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Service Work Also to be Combined

The users of *Peerless* Machinery know *Peerless* Service. During the canning season we will extend the same attention to *Sprague-Sells* Machinery that we have endeavored to give to all *Peerless* customers.

We hope this enlargement of our work pleases you. May we presume to request on behalf of the *Sprague-Sells Corporation* that you extend to them the same kindly consideration and treatment that you have so generously extended to the *Peerless Husker Company, Inc.*

Respectfully yours,

Ogden S. Sells
Millar W. Sells
Neal S. Sells

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all transactions do the right thing. There would then be a practical application of the principle of self-discipline in business.

May I thank you for your generous forbearance while I have tried to talk to you about some of the things that I conceive to be of such deep and vital interest to you and to American business generally?

(The above is the "set address" of President McLaurin, but it should be added that he spoke very much to the point on the matter of the Warehouse Plan in the settlement of swell claims, making the most diplomatic address we have heard him make, and we have listened to him often. He said he understood the Committee from his Association had expressed approval of the Plan, and that he felt sure that his Association, when their report had been properly presented, would endorse their action. He intimated that the Plan seemed fair and just, and that if the canners had suggested this form of settlement after long study and mature deliberation, he felt sure it must be right and would be accepted. We regret that the official reporter did not record his exact words, as we supposed he was doing, because there were many other points he touched upon which the industry could read with pleasure. Among others he said that the wholesale grocer must justify his existence by rendering efficient service as cheaply as the chain store, or he had no right to continue. He is a careful, clear thinker, a forceful speaker, with a great wealth of English at his command and a complete ability to use it, and we would have enjoyed reproducing his address as our readers would have in reading it.)

RAW STOCK STANDARDIZATION

By Charles W. Hauck,

Unite States Bureau of Agriculture,

Before the Western Canners' (and Indiana Canners) Associations.

SOME months ago the suggestion was made to the United States Bureau of Agricultural Economics that we might be of service to the canning trade by formulating standards for the various fruits and vegetables used in this industry, somewhat similar to the grades we have already established for the merchandising of these crops for fresh market purposes. It was felt that if such grades could be made applicable to the purchase of raw stock a basis would thereby be created for contracts and other dealings between the canner and the grower that could not fail to make more harmonious and equitable the business relations between the two, and that ultimately would result in a measurable improvement in the quality of the stock delivered to the manufacturer. The opinion was expressed that the government, due to its entirely neutral viewpoint could formulate these grades advantageously and secure their adoption more readily than if they should be proposed by either the manufacturers or the growers. Federal grades would not be regarded with suspicion. In this connection I wish to say that the attitude of this Bureau is a wholly disinterested one. We do not seek to further the interest of the grower at the expense of the canner nor are we championing the cause of the canner with little regard for the grower. Our only motive in establishing grades for cannery crops is to be of service, if possible, in stabllizing the industry and promoting better methods of buying and selling raw stocks.

During the past summer this Bureau undertook a study of certain phases of the canning industry in an effort to determine whether Federal grades for cannery crops are advisiable or practicable, and if so upon what basis such grades should be formulated. The work we have done so far has been confined entirely to tomatoes, since that is one of the most important crops grown for cannery purposes. Tentative grades for this crop have been drafted, which as yet are only provisional form and may be revised to some extent before we consider them suitable to be recommended as official grades. It has been our aim to so construct these standards that they will dovetail closely with good commercial practice.

Their Desirability—There is little question as to the desirability of standards. If tomatoes could be bought by the canner on the basis of grade and a price paid for this raw stock that is commensurate with the quality delivered rather than on a flat average basis, one of the elemental problems of the manufacturer would undoubtedly be on the way to solution. I believe that each one of you is striving, more or less diligently, to put out a high grade product, and if you are to do this you must have good materials to work with. You cannot take out of the can better goods than went into it. It is my belief, therefore, that you will welcome any proposition that suggests the possibility of improving the goods offered to you by the farmer. I have run across a common experience this past summer; no doubt it is a familiar one with many of you. The canner who has a part or all of his acreage under contract is required to accept, during the course of a season's run especially in years like the present one, ton after ton of green, cracked, or otherwise undesireable tomatoes, simply because growing conditions are bad, the supply is short as well as poor, and if he is going to continue in business he has to keep growers in line and prevent them from selling to others the tomatoes he needs so badly. Your only recourse under such conditions is to strive valiantly to keep the deliveries as good as possible, and then by careful and tedious trimming salvage whatever good material there may be, even though it necessitates discarding half or more of the tonnage you have bought and paid for. And what is more, it has all been paid for at the same price as that paid for the very finest tomatoes delivered under your contracts. A condition not calculated to be very gratifying to either yourselves or to your better growers, certainly, nor likely to encourage better cultural and handling methods. And so long as a ton of tomatoes is merely a ton of tomatoes, with no distinction made as to quality, I predict a continuation of slack methods on the part of many growers and an uphill battle to improve the cannery crops grown by them.

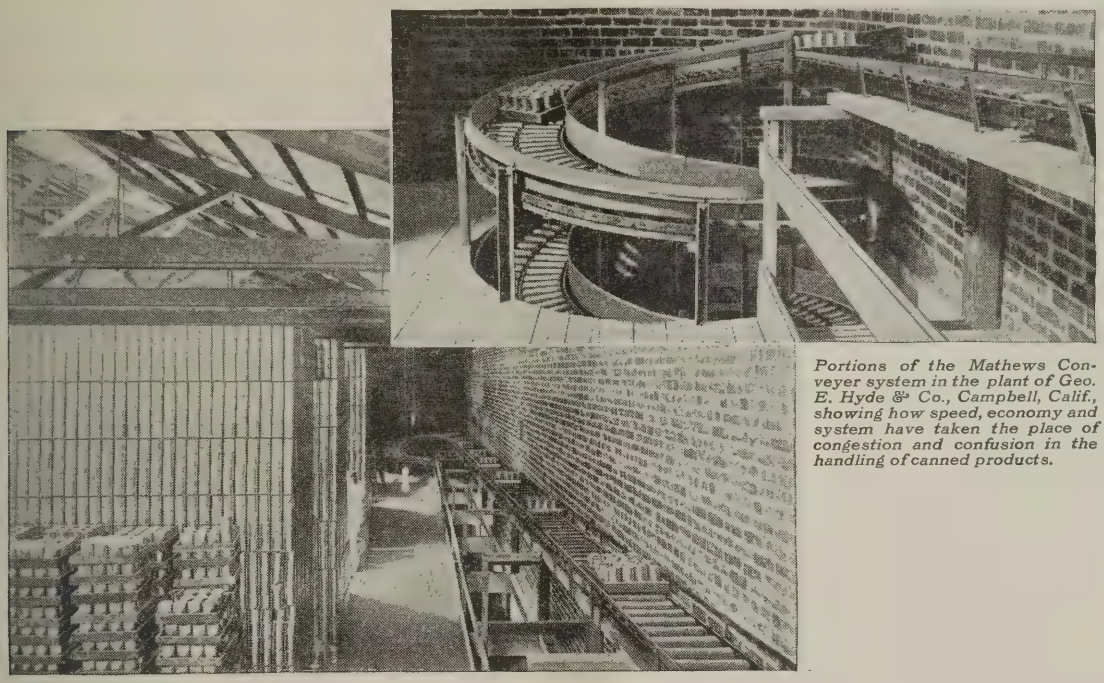
If a way is devised to combat this ever present evil, if a means is provided whereby you can buy on grades that are fair to both buyer and seller, if a course can be mapped out that will enable you to secure tomatoes at a cost more nearly equivalent to their actual value, I believe that it will receive your hearty endorsement. If such a proposal has the added merit of being so business-like as to be satisfactory to the grower and to make your relations with him more harmonious, I see no serious obstacles in the way of giving it a fair trail.

Other Farm Products Standardized—During recent years grades have come into general use in all parts of the country in the preparation of all sorts of farm crops for market and are now considered by both buyers and sellers as a very necessary feature of any well ordered system of marketing. We see grain being warehoused and sold on United States grades. Standardized grading and packing of apples in the Northwest is largely responsible for the success of the fruit industry in that section. Potatoes are being graded by Federal standards in every important potato growing state and these grades are the basis of sale, market reports, inspections, adjustments, etc., in every market in the land. Wherever standardization of any commodity has received an intelligent trial it has been accompanied by an improvement in quality, and a betterment of general market conditions, from the standpoint of both the buyer and the seller. As the grower's experience has broadened in the use of grades he has become more and more convinced of the wisdom of marketing his crops by this business-like method rather than by the antiquated unsystematic method of trying to dispose of everything he grew without regard to the variations in the quality and condition.

The principle of standardization is now firmly established and becomes more popular each year. Consequently it is my belief that the time is opportune to suggest to the grower of cannery crops that he apply to his dealings with the canner this grading principle that he has been using so successfully in the marketing of his wheat, his apples or his potatoes. I am firmly convinced that grades are applicable to most, if not all, of the fruits and vegetables grown for cannery purposes.

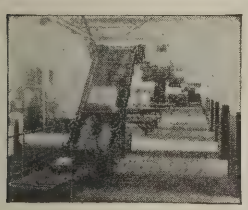
It is my understanding that to a large extent peas are bought on grade, and I have observed that certain manufacturers of tomato products buy their tomatoes on more or less definite standards. I have been told by these canners that under no circumstances would they return to their former methods of buying; that the principle of purchasing these commodities for the cannery on grades has proven so satisfactory that they intend to continue to use their locally drawn standards until they can replace them with uniform grades bearing the official approval of the United States Department of Agriculture.

It is recognized that these crops frequently show wide differences in quality and condition due to varying factors such as climatic, cultural and soil conditions, as well as to the different degrees of care employed by the growers in handling the mature fruit. The value to the canner of a given lot of tomatoes is reflected directly by these differences in quality, and consequently it is impossible to establish a flat price for a ton of tomatoes that will be fair to the canner and grower alike under all conditions. The grower who delivers a load of tomatoes of poor quality certainly does not deserve as high a return as his neighbor who brings in a load of fine, large, red-ripe tomatoes. Yet



Portions of the Mathews Conveyer system in the plant of Geo. E. Hyde & Co., Campbell, Calif., showing how speed, economy and system have taken the place of congestion and confusion in the handling of canned products.









Gravity points the way to labor and power economy

Lugging, carrying and wheeling are the drudge jobs in every industry. The labor they employ produces nothing. It can't be other than indifferent, inefficient, costly. For the monotonous grind leads nowhere—it destroys initiative, develops no skill, promises no advancement, holds no hope.

Switch more of this class of labor onto production jobs and you will have taken a long step toward cutting costs, increasing output and reducing factory overhead.

Mathews Gravity ball-bearing Roller Conveyers point the way. They have records of cutting handling expense as much as seventy-five per cent. Fifty per cent is a fair average. You can easily figure the saving in your own plant—and when you've done that you'll quickly forget the cost of a Mathews system.

The Mathews enables quicker and more economical loading and unloading of cars and motor trucks; keeps work moving through the plant—operation to operation, floor to floor, warehouse to shipping platform, etc. The way it helps to speed up production, the way it cuts down time and power wastage by keeping hands busy and machines "fed", is a liberal education to any industrial head or production manager.

The operating force—*free gravity!* Thus the Mathews saves fuel as well as time and labor. (Occasionally a handling route may require a lift or two, in which case there's a Mathews Automatic Elevator to fit the need.) Could any industrial story be more interesting or timely than this? Write for the new Mathews catalog showing the great range of uses and installations (permanent and portable) of Mathews Conveyer systems.

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MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER

in many cases he gets it; it isn't because the canner doesn't care what sort of stock he receives; it isn't because he can use both good and bad tomatoes to equally good advantage. But it is because up to the present time there has been no basis provided for determining the variations in quality upon which definite gradations in price may be constructed. That is one result which we hope may be accomplished by the establishment and adoption of United States grades for cannery crops.

Standard grades will create a common language with which to describe each individual lot of tomatoes. It seems reasonable to assume that such grades will be of material assistance in promoting fair and equitable business relations between the canner and his growers. The careful and conscientious grower will be encouraged to continue his good work while his careless and shiftless neighbor will be stimulated to greater efforts in order to share in the higher returns brought by No. 1 stock. The very fact that a delivery of high quality tomatoes would bring more money than one of poor quality cannot fail to encourage the improvement of cultural and handling methods. The intelligent use of such grades will tend to raise the average quality of the crop. This is what the canner wants, certainly. It will reduce the number of growers who consider their tomatoes as a side issue and who give them only such attention as is convenient. Incidentally it will focus interest upon better seed selection and plant breeding, and I am sure we are agreed that there is much need for this kind of work. In many localities the varieties and strains of tomatoes that are planted for cannery use are not well adapted for this purpose. Both yield and quality are poor. The trade is thoroughly awakened to this condition and is giving widespread support to programs undertaken by several colleges and experiment stations which have in view the ultimate elimination of all unproductive and poorly adapted strains of tomatoes and the constant improvement of a few well selected varieties. The grower who finds that he is unable to produce tomatoes that will grade United States No. 1 will be inclined to discriminate more carefully thereafter in the purchase of his seeds or plants.

It is hardly to be expected that the grower of cannery tomatoes would use these proposed grades as a basis for separating the crop into two or three classes before hauling to the cannery. I believe that would increase the handling costs so much that it would not be feasible. It appears to me that the more logical plan is for the canner to use them as a basis for sampling the loads as they come to the receiving platform, thereby fixing the value of each load. The lot that grades United States No. 3 is surely not so valuable as one that grades United States No. 1. It is my impression that the canner does not want the load sorted into so many crates or baskets of No. 1's, so many No. 2's etc. He wants the culls left out, of course, but as a rule he is not prepared to handle lots of different quality separately and so the individual loads lose their identity immediately after being unloaded at the receiving station platform.

The careful and conscientious grower would profit through such an application of these grades by receiving a return commensurate with the large amount of first quality tomatoes and the scarcity of culls in his load. On the other hand a delivery of poor quality could be quite justly discounted in direct proportion to its actual value to the manufacturer. A canner buying on a grade basis would thus be enabled to secure tomatoes at a cost nearly equivalent to their actual value.

There are certain difficulties that may be anticipated in putting into effect a workable plan of grading raw stock. I have noticed that at times when the demand exceeds the supply there is keen competition among canners for the available tomatoes. This, of course, tends to make the growers independent, particularly in communities where numerous competing canners are located. Hence, if one canner whose standards are high should reject a load of tomatoes because the stock did not grade United States No. 1 the grower, if he chose, would have ready access to other manufacturers who might not be so particular. For this reason any system of grading to be most effective should be adopted uniformly over as wide a territory as possible, thereby placing your buying methods on a plane of equality.

To Avoid Disagreements—I fear there may be frequent disagreements between the canner and the grower as to the actual grade of a given lot if the sampling should be done by either party. The canner says the load is No. 2. The grower stoutly maintains that it is No. 1. Both are perfectly sincere, perhaps, but the fact remains that there is a difference of opinion. One is bound to be wrong, and the only logical way of determining which one is to call in a third, in whose integrity. impartiality and fitness to judge they both have confidence. I believe I foresee the need for developing a disinterested inspection system coincidentally with the adoption of grades. Perhaps this is another place where the government can be of service to you. The Bureau of Agricultural Economics already has in operation such a system of fruit and vegetable inspection, with which you are all more or less familiar. True, it was designed primarily for determining the grade and condition of crops intended for consumption as fresh fruits and vegetables, but there is no legal obstacle in the way of making this service available for determining the grade of cannery crops as well, in case sufficient demand for it should arise. This service in its present form is in no way compulsory. Its use is entirely optional, but the constantly increasing requests being made for it are indicative of the benefits it confers upon those who employ it. I mention this as a possible development to keep in mind; if you see fit to call upon us for a service of this kind we shall undoubtedly undertake to extend the scope of this inspection service so as to take care of your needs. A method of sampling will have to be developed that will be accurate and rapid, and that will not require a highly trained man to do it. It will have to be done rapidly enough so as to not hold up the wagons and trucks and slow down the receiving and unloading operations. This difficulty has been suggested, and unquestionably deserves serious consideration. However if properly organized, I am sure that this process of sampling can be done rapidly and cheaply. It is now being done regularly by numerous canners, and have devised means for handling the stock so rapidly that there are pratically no delays whatever.

In constructing these tentative grades for cannery tomatoes we have been guided largely by suggestions and information furnished us by those intimately associated with the canning industry and familiar with its problems and commercial practices. They have been submitted to a few representive growers and manufacturers and have been revised somewhat in the light of their constructive criticism. You will understand that we do not consider these standards as perfect by any means. They merely represent something which we have established as a starting point and which we hope to improve upon as our experience grows. We are ready at any time to receive suggestions from any of you because we defer to your extensive experience in the manufacture of canned foods.

In conclusion, let me say that I am hopeful that a number of manufacturers will adopt these tentative standards as a basis for their 1924 contracts, thereby providing us with an opportunity to observe next year how they work under actual commercial conditions. We are planning to go into this matter a little further next summer at the time the tomatoes are being delivered to the canneries. We will try to determine by working directly with the tomatoes, whether we have worded these grades properly. By giving them a thorough test in that way we can learn what revisions, if any, will be necessary in order to make them suitable to your conditions. In case we are able to render you a service by promulgating grades for tomatoes, we will undoubtedly be encouraged to undertake the establishment of grades for other cannery crops in the near future.

THE WISCONSIN LABELING LAW GENERAL ORDER NO. 11 R—HOW IT APPLIES TO CANNED FOODS

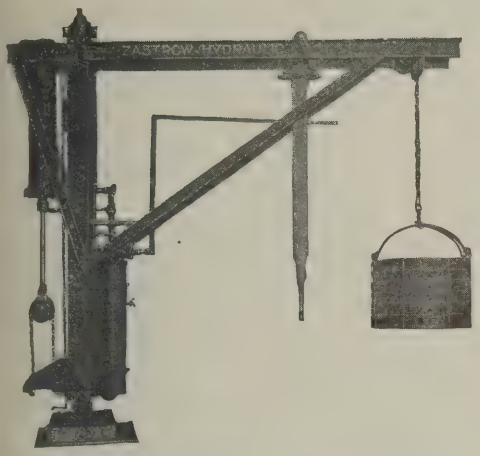
By W. E. Nicholoy

Field Secretary Wisconsin Pea Canners Association, Before Western Canners, Friday, November 9th, 1923

THE subject which was assigned to me or suggested was "Wisconsin Labeling Laws." From what I have learned recently, there probably are many of you who think that the Wisconsin Pea Packers Association is responsible for Wisconsin labeling laws, and if this were wholly true it would not be necessary to call your attention to the slight error in the printed program, but the Wisconsin labeling law, or General Order No 11-R of the Wisconsin Department of Markets, is not an own child of the Wisconsin Pea Packers Association.

The present Wisconsin labeling laws have been in the process of formation for nearly four years. The first public hearing regarding standardization of grades and labels for Wisconsin Canned Peas was held in Madison March 24th, 1920. This hearing was called by and held before the Division of Markets, Wisconsin Department of Agriculture, and at that time the Wisconsin Pea Packers Association was strongly represented and emphatically opposed the proposed regulations. As a result of the opposition from our industry, no definite action was taken, but a committee was appointed by the Division of Markets to further consider standards. This committee was composed of three canners and three jobbers. Afterwards two more canners were added to the committee and on March 29, 1920, the Division of

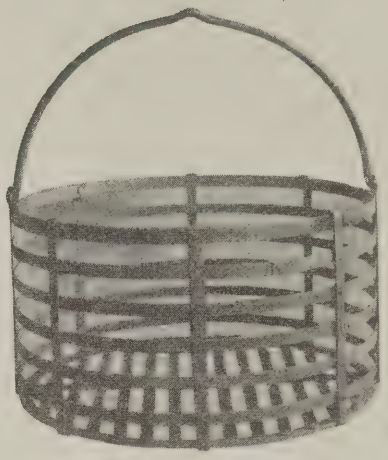
ZASTROW'S PROCESS ROOM EQUIPMENT



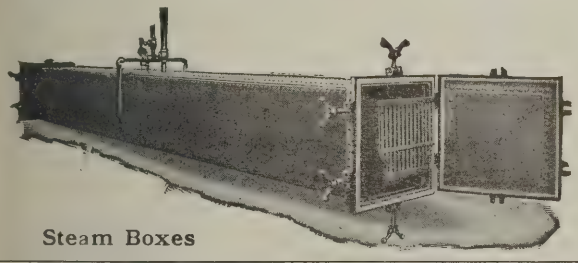
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.
Foot of Thames St.,
BALTIMORE, MD.

The Little *Pea* with the *Big "Rep"*

ROGERS WINNER

Smallest seeded canners' variety in existence.
Runs 1000 more seed to the pound than Alaska.
Just as early, and a better yielder than Alaska.
Pays you far better, averages 90% in 1's, 2's and 3's. Originated by A. L. Rogers, and perfected by years of careful breeding and selection.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Originators
Breeders & Growers
Chicago

Markets advised that the contemplated standards would not apply to the pack of 1920. Since that first hearing several others —five I believe—have been held.

In January, 1922, a proposed General Order No. 11 was issued by the Department of Markets to become effective June 1st, 1923. This was protested because of too short notice and on February 10th, 1922, General Order No. 11 was published, effective June 1, 1924.

General Order No. 11 met with considerable opposition from both the canners and jobbers because it not only applied to both canners' and jobbers' labels, but it also prohibited the shipment of unlabeled peas. So after further hearings, on August 14, 1923, General Order No. 11 was supplanted by General Order No. 11-R, effective June 1, 1924. So much for its history.

General Order No. 11-R applies equally to canners' and jobbers' labels, but it does not prohibit the shipment of unlabeled peas. If jobbers' labels are applied within the State, they must comply with the order. Labels upon all peas sold within the State, either to State jobbers or retailers, must comply with the ruling, and beginning June 1, 1924, all peas sold by retailers to the public must comply with this ruling. It matters not whether they are Wisconsin peas or peas from other States, and regardles of whether they bear a canner's or jobber's label.



WINFORD E. NICHOLOY
Field Secretary
Wisconsin Pea Canners Association

General Order No. 11-R defines peas as of two varieties. Under this heading the order reads: "The words 'Early Variety Peas' shall appear in type at least one-fourth (¼) inch high upon the label of every can containing peas which are from seed of the early maturing sorts having a smooth skin. The words 'Sugar Peas' or 'Sweet Variety Peas' shall appear in type at least one-fourth (¼) inch high upon the label of every can containing peas which are from the seed of late maturing varieties having a wrinkled skin and sweet flavor." Note that this does not say that the can must bear a label.

General Order No. 11-R also requires that the true size number of the peas appear on the label. For example: "The word and numeral 'Size 3' shall appear in type at least one-eighth (⅛) inch high on the label of every can containing peas, all of which were graded for size before pre-cooking (blanching) and were small enough to pass through a screen of 11-32 inch (8.7mm.) mesh."

In addition to permitting the shipment of unlabeled peas, General Order No. 11-R differs from General Order No. 11 as follows: Article No. 8 reads: "The words and numerals 'Size 5 and 6' shall appear in type at least one-eighth (⅛) inch high upon the label of every can containing 'Sugar' or 'Sweet Variety' peas of both size 5 and size 6." This is to take care of the canner who is not or cannot economically separate the 5s and 6s. Article No. 9, which is self-explanatory, reads: "The words 'Mixed Sizes' and a statement of the sizes so mixed shall appear in type at least one-eighth (⅛) inch high upon the label of every can containing peas, all of which were graded for size before pre-cooking (blanching) and the sizes subsequently mixed, provided, that this designation shall not be allowed if the can contains less than twenty per cent, by weight, of peas of any one size." Article No. 10, relative to ungraded peas, reads: "The words 'Ungraded for Size' or 'Pod Run' shall appear in type at least one-fourth (¼) inch high upon the label of every can containing peas, which were not graded for size before pre-cooking (blanching), provided that, where any sizes have been removed, the designation shall be 'Ungraded for Size', together with a statement of the size or sizes so removed."

Colonel Lee, in suggesting this subject, assured me that you folks from outside of Wisconsin were interested in knowing the details of the new Wisconsin labeling law. To me the subject seems so dry as to remind me of the fellow who asked the Judge if he had tried any of the hootch which the new bootlegger was peddling about town. "No," replied the Judge, "but I've tried everybody who has."

And now in conclusion, I want to say just a few words to you about Association work. You canners who are members of State Associations having a full time Secretary who devotes his entire time to Association work know the value of this work. A large part of the pioneering has been done and you canners whose local or State Association does not have a full time Secretary are passing up a good bet. Unlimited good can be accomplished if you get the right man and give him the right kind of support. Make your Association work for you every day of the year. A State Association that meets once a year for a good time and for the purpose of electing officers is only half an Association. Properly organized, we can exert a large influence for the good of the industry. Don't pass the buck to the Western or National Canners Association. When problems like the present request for ½ of 1% allowance in lieu of swells come up, be ready to meet them. Get your State Association working so you can back up the National Association and their special committee. It's high time the Canning Industry got a part-time job on the receiving end. We have been the best little bunch of givers the world has ever known. There's a limit.

There is no other business I know of which is so much in need of close-knit, cohesive Association work. Neither do I know of any business in which this is so hard to accomplish. With a full time Secretary, Executive Secretary, or whatever you wish to call him, you can maintain a better control and supervision over every department of your business. Your Secretary can supply you with Trade Statistics, Data on Acreage, Production and Movement of Stocks. He can promote interest in your Association, establish and maintain cordial relations between canners, thus developing confidence. He can bring you into closer working relationship as an Industry with various departments of your State Government. And what is perhaps even more important, he can cooperate with other State Associations in common problems—but to do all of this he must have your cooperation.

And just one other thought. Regardless of how good your State Association is, or how efficient and aggressive the Western or National Association is, you hold your destiny largely in your own hand. Pack Quality Canned Foods, label them intelligibly, market them at fair prices and you will prosper.

THE LOOSE JOINTS IN CANNED FOODS WEEK

By Mr. Frank Shook,

Assistant Secretary, National Canners' Association,
Before the Western Canners' Association, Chicago,
November 8th, 1923.

LAST year's campaign was a success. The first year we needed 325,000 window streamers. Last year 1,500,000. And the fact that this time we have four times as much money pledged for the coming campaign as we did last year, indicates a healthy state of mind on our part. Fifty per cent of the contributions came from canners who did not contribute last year.

What I have to say to you this afternoon is regarding the loose joints in it. Knowing them, we can help work them out.

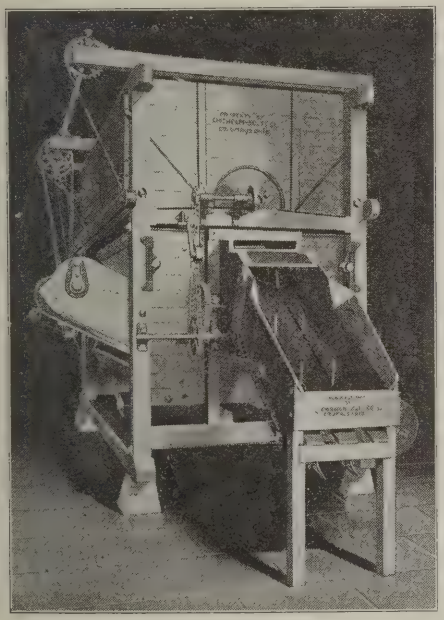
One of the loose joints in the campaign was the finding out from local markets how much material they wanted. That is a very easy thing for them, through their local committee to work out. You know how many retail grocers you are going to cover. There is no sense in our sending this stuff by express if freight can take care of it. No sense in waiting

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

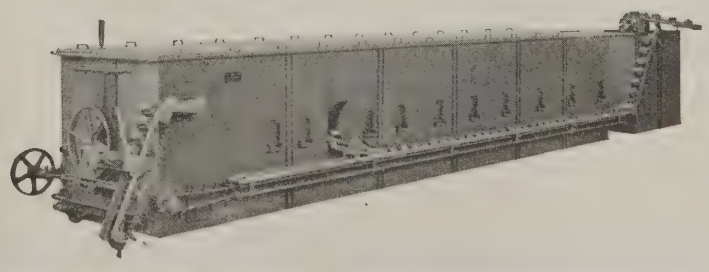
Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers– you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



until the middle of February to find out how much material any committee will want.

Last year we asked the local organizations in the various districts to let us know by December 15th how much material did not. The joker is that the man who did not was the man they wanted, and we would get it to them. Some did. More to complain because the material did not reach him. You don't wait until the last minute to place your orders for labels. You make an estimate for future use, so you will have the labels in time for your use.

We place the contract, and the printer must have at least a month to print the material. This should be some time in November. It will then be some time in December before they are shipped out.

Some canners wait and wait before contributing. I told my secretary to keep me advised of all the contributions that come in while I am away. We have had one since I left. That is not very many. One of the State chairmen has asked me what to do to get the canners to contribute. I don't know what to do other than we have been doing. We can only write you and invite you to contribute. Then write again. I think the quintescence of salesmanship is not to get discouraged, and to keep after a person until he does the thing you want him to do, and which he is willing to do, but not until the last minute.

Our expenditures for this campaign are growing as it grows in popularity. I hope that we can work out some way this afternoon of being able to order supplies in ample time, so that we can send them to the local committees in large quantities—not by express or parcel post—but by freight direct from the manufacturers of the streamers to the local committees.

Chicago should be able to tell us very soon how many it needs. We will give them to you.

The plan this year is similar to last year's.

The canners are to raise the funds.

The brokers and wholesale grocers are to raise funds for local advertising. They are to get the co-operation of the retailers.

We should pay more attention to letting the consumer know what is happening. You couldn't get a large crowd to a World's Fair if you did not let the public know through publicity that there was going to be a world's fair. The same with Canned Foods Week. We can't advise the consumers on the 28th of February that the next day there is going to be Canned Foods Week, and that there will be special inducements. I don't know how to do it. But people have been notified of things in advance. We knew in advance that there was an election last Tuesday. The same processes can let the public know there will be a Canned Foods Week. We should not loose sight of that important matter.

Someone suggested canners could furnish pamphlets for the retailers to use to let the consumers know there will be a Canned Foods Week.

I am afraid that when Indianapolis gets ready to use its money, they will use it to get the co-operation of retailers in Indianapolis. And in St. Louis, the same way. They won't let the consumers know about it.

If we should attempt to have handbills printed to distribute among 600,000 retail grocers in the country, we wouldn't know where to begin. Each would want at least 100. That would mean 60,000,000. So I think that would be an impractical way to do it, even if we had the money, and we haven't. That may be a problem that the distributors and retailers could adjust.

First, let's get the contributions.

Second, let's place the orders for some definite quantities of material we are going to furnish.

Third, let the Washington office know at the earliest possible date, city by city and State by State, how much material is wanted.

Fourth, let's work out some plan of letting the housewives know that we are going to have a Canned Foods Week, so they can get ready for it.

Fifth, let's have a little rejoicing over it. Be glad that we have done it better than ever before.

Sixth, let's not do it behind each other's back, but with the cards on the table.

That reminds me of the story about the old, fastidious bachelor who found that his colored maid was using his own private bath.

After scolding her, he added: "And what makes me feel worse about it is that you have been doing it all the time behind my back."

CHAIRMAN CLARK: There is another matter in connection with Canned Foods Week that I have given considerable attention to, and that is some advertising in the retail grocers' papers. I don't know the circulation of these various papers, but I know they reach a goodly number of retail grocers.

Mr. Mulligan called my attention to the fact that we were overlooking a real good thing.

I replied that we didn't have the money. But that is a poor excuse for the canning industry to make.

That is one way to make the announcement to the retailer. We would get him interested and acquainted with the fact that the campaign was to be put on. This is done now largely by the salesmen of the distributors, and we have to rely upon that source almost entirely.

CONVENTION DATES

December 4-5, 1923—Iowa-Nebraska Canners, at Omaha, Hotel Fonteneke. Annual Convention and banquet.

December 6-7, 1923—Ohio Canners, Southern Hotel, Columbus, O. Annual Convention.

December 10-11—Tri-State Canners, Hotel Adelphia, Philadelphia, Pa. Annual meeting.

December 12th and 13th—New York State Canners, Hotel Powers, Rochester. Annual Meeting.

January 8-9, 1924—Utah Canners' Association, Utah Hotel, Salt Lake City. Annual convention.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers, Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping us informed as far ahead of time as possible, and so keep this column correct and complete.

To Save Money See the
"Wanted & For Sale" Ads

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALICEANNA and SPRING STS., BALTIMORE, MD.

Stevenson & Company, Inc.
Can making Machinery,
Dies and Machinery made to order.
601-7 S. Caroline Street, - - - Baltimore, Md.

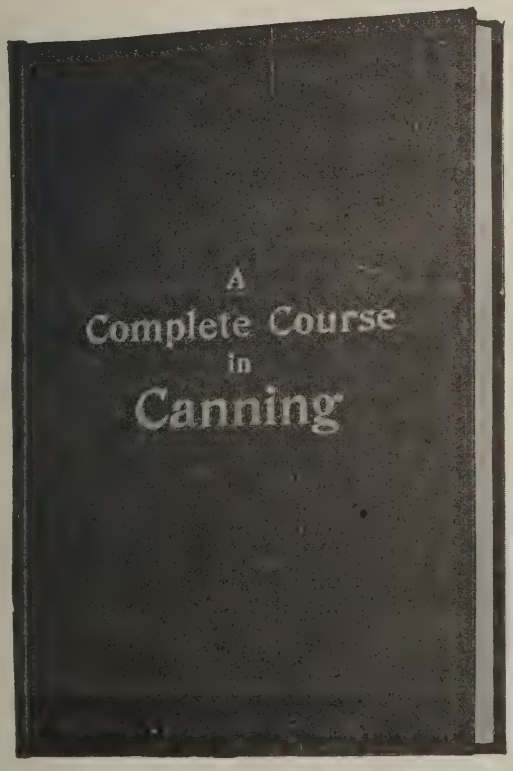
HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

MANUFACTURED BY

LA PORTE MAT & MFG. CO. La Porte, Indiana



IT IS MORE NECESSARY THAN EVER TO

KNOW HOW TO PACK

FOODS not only rightly but *SAFELY*

GET A COPY OF

"A COMPLETE COURSE IN CANNING"

PRICE $5.00

There is no other book tells you how to Can!!

THE CANNING TRADE

BALTIMORE, MD.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—100,000 No. 2 Southern Pine Box Shooks, 5-8 x 5-16, a carry-over from our spring contracts. Will sell for less than today's market. Price delivered your station on application.

W. E. Robinson & Co., Bel Air, Md.

FOR SALE—One Kraut Cutter; one Shredding Machine, Vegetable Chopper and Mincing Machine, practically like new. Address: John E. Smith's Sons Co., 50 Broadway, Buffalo, N. Y.

FOR SALE—

We have on hand at bargain prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition. We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—A well equipped jam and jelly plant, in operation since 1910, with 1000 steady customers, will dispore of controlling interest to parties or party who will take charge of plant. All books open to investigation. A good opportunity for men with capital.

Address Box A-1107 care of The Canning Trade.

FOR SALE—2 Horizontal Baker Retorts and cages.
1 Ayars Pea Filler with briner
1 Ayars Pea Filler without briner.
2 Townsend String Bean Cutters.
1 International Time Recording Clock.

These are in Bankrupt stock of Eau Claire Canning Co. of which I am trustee and can be purchased cheap.

Address G. R. Bones, Trustee Eau Claire Canning Co.
121 Lake St., Eau Claire, Wis.

FOR SALE—2 Huntley Monitor No. 6 Graders. Used but one season. 1923 models in perfect condition.

Apply Box A-1109 care of The Canning Trade.

FOR SALE—1 Special Adjustable Burt Labeling Machine, made to take six assorted sizes of round containers, four to sixteen ounces. Equipped complete with motor and in excellent condition. Machine can be rebuilt for any size can required. For quick sale will dispose of this machine at a very low price. Liebenthall Bros. & Co., 1436 W. Ninth Street Cleveland Ohio.

FOR SALE—
1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.

Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—
2—No. 7 Clipper Cleaners, $50.00 each.
2—Sprague-Reynolds Goose Neck Sanitary Elevators complete, approximately 35 feet, $3.00 per foot.
1—16-inch Sprague Elevator Boot, $75.00.
3—Monitor Style "Y" Washers, wood frame, $200.0 each.
1—Plummer Blancher, just the thing for a No 1 line, re built last year, good condition, $250.00.
6—Closed Retorts, 40x72 inches, complete without crates $100.00 each. Tagliabue Controllers, $25.00 each extra.
1—Peerless No. 5 Exhaust Box, $125.00.
2—Cuykendall Corn Mixers, $150.00 each.
1—Sprague Iron Buggy Truck, $25.00.
1—Sprague Wood Buggy Truck, $10.00.

Address Box A-1119, care of The Canning Trade.

FOR SALE—No. 89 Max Ams locker with automatic feed and notching and soldering devices.
1—No 4 A. Slaysman power press
1—Max Ams automatic roll flanger
1—No. 134 Max Ams power press
3—dies for No. 10 covers
2—Max Ams curlers for No. 10 covers
1—No. 74 Max Ams compound liner
1—Stevenson No. 4 power press
1—Stevenson foot power retester for No 10 cans
1—Mitchell slitter with 5 prs cutters, takes stock 30 in wid (in fair shape)
1—Ayars slitter with 6 prs cutters, take stock 26 in wid (in fair shape)
1 set foot power, square shears 22 in. wide
1 baleing press No. 12 Handy.

These machines can be inspected at our plant at Ridgely.

Saulsbury Bros Inc, Ridgely Maryland

FOR SALE—We have a small surplus of Golden Bantam Crosby Early, Large Late Crosby, Improved Hickok Country Gentlemen and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from belated stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminates disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry

W R. Roach & Company, Grand Rapids, Michigan

FOR SALE—8 No 68 A T Max Ams Seamers in splendid mechanical condition. These seamers are automatic in every respect, being arranged for cover feed and body feed, at $275.00 each.

The Heekin Can Company, Cincinnati, Ohio.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. altimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get gher prices for their goods; some few may take less for a personal reason, but these prices represent the eneral market at this date.

ltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
hite Mammoth, No. 2½	Out	4.40
hite Mammoth, Peeled, No. 2½	Out	....
een Mammoth, No. 2½	Out	3.90
hite, Large, No. 2½	Out	....
hite, Large, Peeled, No. 2½	Out	....
een, Large, No. 2½	Out	3.85
hite, Medium, No. 2½	....	....
een, Medium, No. 2½	Out	3.70
hite, Small, No. 2½	....	....
een, Small, No 2½	Out	3.50
ps, White, Square, No. 2½	Out	....
ps, White, Round, No. 2½	....	....
pe, Green, Square, No. 2½	Out	....
ps, Green, Round, No. 2½	Out	....

BAKED BEANS†

ain, No. 1	.80	.80
Sauce, No. 1	.80	.80
ain, No. 2	1.10	....
Sauce, No. 2	1.20	.95
ain, No. 3	1.40	1.40
Sauce, No. 3	1.50	1.45

BEANS†

ring, Standard Green, No. 2	....	....
ring, Standard Green, No 10	.....	....
ring, Standard Cut White, No. 2	....	....
ringless, Standard, No. 2	1.25	....
ringless, Standard, No. 10	....	....
hite Wax, Standard, No 2	....	....
hite Wax, Standard, No. 10	....	¶4.00
imas, Extra, No. 2	....	¶1.00
imas, Standards, No. 2	....	....
imas, Soaked, No. 2	.80	.75
ed Kidney, Standard, No. 2	.90	¶.90

BEETS†

mall, Whole, No. 3	1.25	¶1.30
tandard, Whole, No. 2	1.10	1.15
arge, Whole, No. 2	....	Out
ut, No 3	1.35	¶1.10

CORN‡

d. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
d. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
d. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
d Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
x. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
ancy Shoepeg, f. o. b. factory.	1.50	1.40
td. Crushed, No. 2, Baltimore	.95	.95
td. Crushed, No. 2, f.o.b. Co.	.90	.90
x. Std. Crushed, No. 2	1.00	1.00
x. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
xtra, No. 2, f.o.b. County	....	Out
xtra Standard Western, No. 2	....	1.25
tandard Western, No. 2	....	1.10

HOMINY‡

ye, No. 3	Out	....
tandard, Split, No. 3	.95	¶ .85
tandard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

2 Kinds, No. 2	.95	¶ .90
2 Kinds, No. 10	4.75	4.50

OKRA AND TOMATOES‡

tandard, No. 2	1.20	¶1.20
tandard, No. 3	Out	Out

PEAS‡—

o. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
o. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
o. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
o 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
o. 5 Sieve, 2s, f. o. b. Balto	Out	Out
econds, 2s	Out	Out
. J. Standards, 1's, No. 4 Sieve	Out	Out
. J. Sifted, 1's, No. 3 Sieve	.90	Out
. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
ancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

tandard, No. 3, factory	1.20	1.20
tandard, No. 10	4.25	¶4.00
quash, No. 3	....	....
quash, No. 10	....	....

SAUERKRAUT‡

tandard, No. 2	1.00	....
tandard, No. 2½	1.10	....
tandard, No. 3	1.15	....
tandard, No 10	3.85	....

SPINACH‡

tandard, No. 2	1.00	1.05
tandard, No. 2½	1.45	1.35
tandard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	5.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.30	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.20	Out
New York State	....	....

SWEET POTATOES‡ F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.00
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.15	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.30	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	4.00	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.50	Out
Maryland, No. 10, f.o.b. Balto	3.50	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s, No. 2	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.50	3.40
Hawaii Sliced, Standard, No. 2½	3.25	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.45	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, DECEMBER 3, 1923

WEEKLY REVIEW

Market Quiet But Steady Demand of Retailers Continues—Higher Prices in Prospect Cause Holders to Wait—Demand Chiefly for Unlabelled Tomatoes—The Tri-States Seem to Hold All Tomatoes—Pea Futures Being Used to Wreck the Warehouse Plan?—Corn Is Strong—Sweet Potatoes Advancing.

MARKET WITHOUT LIFE—With the great day of reckoning—inventory time—looming very close, all buyers have adopted the policy of no more buying of canned foods, but in most cities and in most cases the insistent and steady demand of the retailers is causing a steady flow of small orders for all sorts of canned foods. When the canners here are asked they reply that things are very quiet, but the brokers report some business every day, and in some cases for fair-sized lots.

The real feature of the market is that everyone acknowledges that stocks in wholesalers' and retailers' hands are low, and that after the turn of the year there will be such heavy demand, and, owing to the fact that canners' stocks are also very low, higher prices to the canners seem certain. These higher prices are taken almost as a matter of course by both canners and buyers, and the canners are, accordingly, holding for this better demand; and the jobbers, although needing more goods, are waiting until they can be counted in their new inventory. This new demand may set in before the end of December, towards the latter days of the month, when the books have been closed for the year and it is too late to receive the goods during 1923. The long-headed buyers will thus buy early, hoping to get in ahead of the advances which they see coming. So the entire market can be reported as very strong and very hopeful. Business in general is good, the people are eating more canned foods than ever before, and, so far as the canners are concerned, they can enter into the holiday season with free minds and bent solely upon a thorough enjoyment of it. This is the first time in five years that this could be said, and they have certainly earned the rest.

TOMATOES—The chief demand seems to be for unlabeled stock, the jobbers' labels showing how low these stocks are in the distributors' hands; but it is said the supply of such goods is growing very small. After the canners have shipped their futures, and particularly as the season grows late, most canners want to finish the work, and so permit their hands to label and ease the surplus, so that it may be shipped at once, and without holding any extra help for the purpose. Others consider that the goods carry in unheated warehouses in better shape if labeled and placed in the cases. There is a "comfy" feeling about saying that the season is over; most of the good gone, and what few are left are ready for immediate shipmen upon demand. But this makes hard picking for the jobber wh needs goods for his own label. And it should be noted here tha most holders of surplus tomatoes, especially, knowing that all th country has to come to the Tri-States for its supplies, are re fusing to consider deferred shipments. The orders must be fo immediate shipment or the holders will take their chances fo the better prices later. The market is holding very firm and u to outside prices. There are no changes to note in our tomat prices this week.

PEAS—Just as the Germans threw the Austrians and th Hungarians and other of their allies to the Russians t hold them and save their own skins, so the big jobbers seen to be doing with the pea canners in their efforts to break dow the Warehousing Plan. Of course, they want future peas, bu it begins to look to us as if they were buying more generall and heavier of future peas than they would otherwise, trying t get these contracts signed with a flat allowance instead of on th Warehouse Plan. If they can get these contracts signed as the want them, then they will waive them in the faces of the rest o the industry to show that the canners are not living up to thi Warehouse Plan. They are making the most of every contrac signed on the old flat allowance basis, advertising it until it look like some of the offerings of a canner anxious to sell, and wh gives the thousand cases to twenty different brokers. It is no hard to make one offering of a thousand cases look like 20,00 cases, and that is what is happening in these future pea sales where they were made early and before the Plan was adopte or understood. This view is strengthened by the apparent ab sence of any opposition to the higher costs and prices which pe canners are forced to make for 1924 goods. Harken back a few years and you will find that, no matter how justified the highe costs, the jobbers objected very strenuously to granting them For instance, every Winconsin canner contends that he canno pack standard 4s and 5s at $1 and make any money, but last vea the jobber drove hard for a 90c price, and 95c was a good price Now the canners have set the price at $1.05 for No. 4 and No. sweets, and are getting it. Some canners are asking $1.10 an are geting it. It is said that both spots and future peas are wel sold up. Indiana is quoting Standard 5s at $1.05 and at $1.1 for No. 4 Standards.

CORN—The year's figures on the corn pack did not have th effect on the market that some feared. There has been re ported some little weakness in corn, in one market particularly but this is regular with corn. It never seems able to make a avance without some section weakening, and we do not attribut this present weakness to the statistics. Corn is strong becaus shoepeg standard corn has advanced here to $1.20, and no sectio reports any figure reduction in the price. Most of the Wester there is not too much of it by a wide margin. In fact, No. States report corn stocks down to as comfortable a position a the tomato canners feel, and that means a strong position fo corn. Maine is cleaned out of spots, as is New York State, an

is section shows very few offerings of any kind, and these are full market prices.

SWEET POTATOES—This article has taken on a little added life this week, as the packing of sweet potatoes has been light and the stocks are low. The market has advanced to $1.05 for No. 2s and $1.20 to $1.25 for No. 3s, and is ery firm

OF MORE IMPORTANCE—While the market prices have gone, temporarily, into hibernation for the holidays, the industry might very profitably consider some other important market features. The first and most important, we believe, the Warehousing Plan. This has been adopted by the canning dustry, and canners should stand back of it and refuse to conder any contract without it. It will take some backbone, but it is orth all that it costs. The wholesalers, who are against it, ust see in their advocacy of the flat allowance a very decided renuous effort to hold on to it. They are virtually tr ing move heaven and earth to carry their point, and where there so much smoke there must be some fire. Next week we will ve the full version of the wholesalers' case, and a brief answer their claims, and we suggest that you wait for this. This lan is in force and must be sustained, and we know that the reat body of canners are supporting it 100 per cent. If there re any dissertions from it they are rare exceptions, and can be ken as such. In fact, most of the opposition to the Plan is ntered in and around New York city.

Another matter is the fine State and local meetings the canrs are now holding. They are meeting in the general way, but most cases they are holding executive sessions where they alk turkey." That is the way to get out the real business, if e canners will but hold to their expressions and assertions fter meetings. The great mass of canners has gained mightily confidence in each other, and with the growth of this confince the troubles will disappear. All that has ever been needed as been confidence in each other and an ending of the old suspion of your fellow canner. Learn to respect your competitor as ou think he should respect you. He is probably as high-class a an, trying to conduct his business in as high-class a way as you , and if you will work together you will both succeed very much etter than in the past. Here is a market possibility of the reatest importance.

NEW YORK MARKET

oliday Quiet Pervades This Market—Holding Stocks Down—Wholesalers Working Hard in Opposition to the Warehouse Plan — Futures Active — Tomatoes Quiet—Corn Prices Easier—Pie Fruits Strong—Personal Items.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, Nov. 29, 1923.

HOLIDAY QUIET—The Thanksgiving spirit has taken hold of the market this week, and canned foods trading has been quiet. This is one year when the canners themlves can join in the Thanksgiving festivities without feeling at they have nothing to be thankful for, and present market dications point to a similarly favorable market during the 24 season.

Hold Down Stocks—Wholesale grocers and chain store uyers are limiting their purchases for factory shipment to nall quantities, and are not buying beyond their immediate eeds. Most of the buyers are endeavoring to hold their ocks down to a minimum until after they have concluded eir first of the year inventory. A good buying movement is pected during the early spring months of 1924, as few jobrs have covered their canned foods needs very far in advance is season. When this spring demand does materialize, a aring market is anticipated, with conditions all in favor of e canner. With unsold stocks held by canners the lightest r years past, buyers will have to pay what the canners are king or go without.

Against Warehouse Plan—By unanimous vote, New England States food and drug officials, at a meeting in Boston st Saturday, with representatives of the United States Dertment of Agriculture, opposed the National Canners' Assoation plan for warehouses to handle spoiled canned foods. To protect themselves against possible incorrect claims, New England canners, members of the National Wholesale Grocers' Association, are asking that a warehouse be established in Massachusetts, such warehouse to be under the supervision of the Massachusetts Department of Public Health. A committee of the health official is now conducting an inquiry into the entire matter, and is expected to either approve officially or condemn the warehouse plan. Sentiment at the meeting seemed to be against any likelihood of repeal of existing regulations to permit of the establishment of the proposed central warehouse.

Still Against Warehouse Plan—The National Wholesale Grocers' Association continues its active campaign against the warehouse plan. In a bulletin issued yesterday the Association states that wholesale grocers of Illinois and St. Louis have passed resolutions opposing the warehouse plan. Of great interest to the canners of the country is the following statement of the jobbers' organization: "Canners of all food products continue to instruct their brokers to sell, in the East, on the graduated percentage allowance plan and sales are being made daily on that basis. Wholesale grocers everywhere should ask for the graduated percentage allowance plan or the label return plan."

Futures Are Active—There has been quite a good deal of future pea business, and some on future Western corn. placed in the New York market at fixed prices, buyers for private labels getting their orders in very early. It appears that some of the canners have been overdoing the future game, as some of the pea packers accepted contracts from New York buyers before they knew that can prices are to be higher in 1924 than they were during the 1923 season.

Sardine Season Over—The sardine canning season legally comes to a close in Maine this week, and the shortage of the canned fish continues unabated. Few of the canners have any stocks on hand, and the fortunate packers who have any surplus to sell are assured of a strong market, with possibly higher prices, for the remainder of the present season, as the demand for the fish continues active.

Tomatoes Quiet—Price cutting on Nos. 2s and 10s tomatoes appears to have come to an end, and the Southern packers are now quoting the market firm at list. Weaker holders have apparently gotten rid of their stocks, and the market is now in the control of the stronger elements on the small quantities which still remain in first hands. The trade has a long time to go before the 1924 tomato pack will be available, and the outlook favors a strong and possibly advancing market until that time.

Standard Corn—Canners have eased off a little on standard corn, and goods can now be had at 99 cents from packers who two weeks ago were quoting 95 cents factory. There is no real reason why the market should be cut, as the statistical position of canned corn is very firm. Maine canners are offering but a little fancy Golden Bantam at $2.00 f. o. b. cannery, but the quantity so available is exceedingly limited. New pack fancy Maine Crosby is offered in a small way on the resale market here at $1.75, ex-warehouse New York.

Bakers' Fruits Strong—A strong market for No. 10 pie fruits is reported. First hand stocks have sold readily this year, and the jobbing market is taking on more activity as the demand continues and available stocks dwindle. Several price advances have taken place, and it looks as though the demand for dried fruits for the bakery trade will be stimulated as a result of the strong market for canned bakers' fruits.

Personal Items—Jas. Kenney, local canned foods broker, is back from a week's trip through the Middle West in the interest of the Portland Packing Co.

V. M. Teed, of H. M. Ruff Co., tomato canners, of York, Pa.., was in the market during the week.

Fred A. Tillman, of Tillman & Bendel, San Francisco wholesale grocers, was visiting friends along Hudson Street during the week.

L. E. Souder, of the Garden State Canning Co., Elmer, N. J., was visiting his brokers, V. A. Seggerman Co., Inc., during the week.

Charles T. Ward, general manager of F. H. Leggett & Co., sailed this week for an extended European business trip.

William Silver, prominent canned foods factor of Aberdeen, Md., was on Hudson Street during the week.

F. H. Taylor, of Taylor's, Inc., fruit canners of Santa Ana, Cal., left for home this week, after spending several days visiting the local trade in company with his brokers, D'Arcy Van Bokkelen.

A. R. Rodway, of A. R. Rodway, Inc., prominent food products brokers, was visiting the New York office during the

week. Mr. Rodway is making his headquarters at the Chicago office at present.

Arthur P. Williams, president of R. C. Williams & Co., Inc, spent Thanksgiving at Atlantic City.

Many members of the canned foods trade attended a house-warming party given by R. A. McKee, well known canned milk broker, at his Brooklyn home last Saturday night.

Lee Dingee, sales manager for Wakefield & Co., of Chicago, was among the visitors on Hudson Street this week.

Mr. Knapp, of Bert C. Kiethley Co., canned tomato and other canned foods brokers, of Indianapolis, was on the Street this week.

CHICAGO MARKET

The Buyers On One Day and Off the Next—Retail Demand Keeps Them in Market—Stocks Are Low—No Future Prices on Corn Yet—Buyers Forced to Go East for Tomatoes—Spot Peas Sold Out and Future Peas Getting in Same Position.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, Nov. 30, 1923.

THE MARKET—Brokers report that the canned foods market in Chicago with the wholesale trade is irregular, and that the buyers will one day refuse to buy at any price and declare that they are going to hold off until after the first of January, 1924, and the next day, when the broker calls, they will give him a good order and tell him they are in a hurry for the goods.

The disposition is to hold stock down to a minimum until after the first of January, but the demand and conditions of trade do not permit the buyers to withraw from the market, as they would like to, and as they threaten to do.

The fact is that stocks are low of nearly all canned foods in the hands of wholesalers, and that if they hold off buying until after the first of January, as they are trying to do, there will be a big rush for spot canned foods after that time.

The convention season is absorbing considerable time, and canners, brokers and buyers in the various localities are attending the conventions, but even at the conventions some business in canned foods is being done and some buying of futures is noted.

Corn—No prices have been named on canned corn for future delivery so far, and probably will not be until after the National Canners' Convention at Buffalo, N. Y., January next. Prices on canned corn for immediate delivery remains steady, and standard corn can be bought in any of the surrounding States of the Central West at 90c f. o. b. cannery, although some canners are trying to get 95c, and are getting that price on less than carload purchases.

Tomatoes—In canned tomatoes, the buyers are now compelled to look entirely to the Tri-States, as there are no canned tomatoes to be had in Indiana, Michigan, Ohio, Kentucky or Missouri—all the canners are sold out. There may be a few lots that are held in reserve, speculatively, or a few less than carload lots held for nearby trade, but it may truthfully be said that there are no canned tomatoes available in the Central West.

Peas—The situation of canned peas for immediate delivery in Wisconsin has been described so frequently that it is unnecessary to again say that the canners are practically sold out. They are not only sold out of spot goods for prompt delivery, but they have sold largely of canned peas for future delivery, 1924 pack.

The prices for the 1924 pack of canned peas of standard quality especially, are ranging higher than the opening price of 1923, but the higher grades are but very little different as to price, and when it is considered that there will be an advance in the price of tin cans, taking effect January 1st, 1924, in fact, practically in effect now, of about 5c per dozen on No. 2 cans, it is to be seen that the price for 1924 pack is proportionately very little higher than that of 1923.

Sardines—A very heavy advance in the price of domestic and American sardines, f. o. b. Maine canneries, changes the status of these goods on the market. They can no longer be retailed for 5c the can, as has been the case for many years, but are now in the 10c retailing price or two for 15c, and this is likely to check the demand.

Therefore, though the pack is very short, or so reporte the probability is that a short pack at the higher price will sufficient to meet the demand, as they will sell so freely.

String Beans—There is an urgent inquiry for cut strin less beans, green and white wax, but the brokers find di culty in securing any with which to fill the demand. Who beans graded for size are almost impossible to obtain.

Apples—Canned apples are in some demand at pric ranging from about $3.25 f. o. b. Michigan for standard weig pack and $4.25 for heavy weight pack. The packing of appl in Michigan is practically over, as the winter stock has be picked and barreled and put into winter storage, which i creases the cost so that canners are not able to pack in No. cans profitably at the present prevailing prices.

There are a few lots of canned apples remaining unso in Michigan and New York State has some unsold lots, but t packing this season has almost been "to order," that is to s the canners would not put up the apples in cans unless th had in view a very reliable and prompt outlet for them. Ther fore pie bakers who have not bought a supply of canned appl will find difficulty in doing so in the spring, and will find th will have to pay a much higher price.

Beets—There is a good demand for canned beets, esp cially of the small counts and for cuts, providing they a packed in enameled-lined cans and have good color. Fad beets are not wanted at any price, as they are almost unsalab

Pineapple—Hawaiian pineapple, which has for so weeks past been dragging, is recovering a little bit, and the is some demand for standard and extra stanard crushed No. pineapple from the bakers and the bakery supply people. T demand for the regular sizes of sliced and crushed, howeve is limited, and there are plenty of offerings at prices bel Packers' Corporation opening.

Pumpkin—The demand for canned pumpkin is, for t present, well supplied. Buyers who were urgent and in hurry to get a supply in time for Thanksgiving trade, w probably begin to buy again within a few days for holid trade; but for the time being the market for this article very quiet.

Fruit—Michigan canned fruits of every description are little dull now—in fact, the wholesalers are very well su plied, not in a large but in a small way, and the buying h been checked by the heavy advance in freight rates from Mic igan to Chicago since navigation closed.

The Warehouse Plan—Although a number of trade p pers, which are particularly favorable to the wholesale gr cers' interests are still fighting the canned foods regional wa house proposition in their columns, they are just a little t late, as the action for the establishment of zonal warehous has been taken by the National Canners' Association, and is effect, and all the belated arguments which may be advanced opposition to it will not change the situation.

It is to be observed that all the grocery papers whi are denouncing the plan are doing so apparently in sympat with the National Wholesale Grocers' Association, and do n say anything about the plan having been accepted by t American Wholesale Grocers' Association, which has a larg number of wholesale grocers in its membership than the N tional Wholesale Grocers' Association. Neither do they s anything about quite a large proportion of the membership the National Wholesale Grocers' Association, which favors t plan, for the reason that it does away with all the bother a annoyance in relation to spoils and swells, and takes it aw from the wholesale grocer placing the responsibility upon t canners, and that the canners are perfectly willing to acc the responsibility.

ST. LOUIS MARKET

Seasonal Quietness Prevails—Late in December Buying W Again Commence—Jobbers Sold Down Close—Higher. Costs Affecting Future Sales—Jobbers Have Enough Tomatoes for the Present.

By "Missourian,"
Special Correspondent "The Canning Trade."

St. Louis, November 29

THE MARKET—Seasonable conditions in canned foods v vail. Business is as quiet as it generally is at this s son of the year. Distributors are getting ready for th inventories and are not buying beyond their requirements. Th

ill not come into the market for any large amount of canned oods until the latter part of December, and then they will buy or shipment after the first of the year, so that new goods will ot arrive until after their inventories have been completed. hose who have stocks of desirable goods are holding on to them nd are not forcing sales. Spot trading is confined mostly to mall orders to be used for filling in requirements.

Both distributors and jobbers have sold out pretty closely, nd the task of inventorying will be one of the lightest for many ears. Canned foods are stiffening materially, particularly on pot goods, and firmer prices prevail all along the line. There s not much spot being ordered and holders want all the can get.

There have been new can prices set, effective January 1, and affects the sale of late packs. It is claimed by the can makers hat higher tin plate prices are responsible for the advance.

It is predicted by those who are supposed to know that there ill be a general shortage of most all staples. This shortage ill get worse as the season advances and the time for a new ack comes near. This will cause a general scramble for all tocks. It will tend to a more normal movement. Even futures ay be affected, and it may have a tendency to be taken on on ontract in larger quantities.

Tomatoes—The demand for tomatoes in this market is quiet. obbers are stocked up well enough for their requirements, so hey do not need to increase their holdings because the retail rade in general is pushing holiday lines and the distributor ants to keep his stock low for his inventory. The only class of etail stores pushing tomatoes seem to be the chain stores and ey are offering some good bargains. Southern and Coast markets will not sell except at full prices. Canners are not selling reely. They are maintaining their prices. Middle Western ackers are not offering because they are short of goods. After he first of the year a higher market will probably prevail. Some ackers now who have any holdings are offering at slight concesions. It is only the packers, however, who have no warehousing acilities who are doing so. In California the canning season s about over and are not selling, as they are looking for further dvances and have no large reserves.

Corn—Prices on both fancy and standard corn are firm. here would be more activity in fancy if there was a heavier offering. Standard is gaining in confidence right along, and buying has not been checked by increased prices. Buyers are somehat cautious in making purchases, and if the corn does not ome up to requirements they either demand a concession or hrow it back on the seller. This the seller will not accept

Peas—The market in peas shows no change. Futures are eing offered, but it is believed by some traders to be too early o make an issue of 1924 lines when they should feature current oods. There is an inclination to buy from canner, but outsiders re not a big feature in the country. Fancy lines are desired, ut it is hard to get them. When canners offer their goods they re taking into consideration the advance in can prices effective anuary 1. Old packs are firm in tone. Futures are not a big eature. The majority of Wisconsin canners have not named rices. They are firm in their views for 1924. They say cans ill cost more, labor they think will be as high or higher. as this ear, so there is no reason why they should quote low prices. If nything they will be higher.

Miscellaneous Vegetables.—String beans are very scarce. t is hard to get what retailers need. There has been a light ack of Southern spinach and the high cost of raw material and abor is noticed in quotations. Good brands of sauerkraut are elling well. Asparagus tips are being taken mostly by quality and not by brands, as there are small holdings. Sweet potatoes are in fairly good demand.

Fruits—California peaches are being called for on spot, but rices remain firm. The holdings are not large. Cherries are trong on short offerings, but he trade is quiet. There is a good all for No. 10 pie fruit from the bakery and restaurant trade. ears are wanted in small quantities and are having a steady ale.

Fish—The salmon market is holding firm on all grades. The rade is quiet. Most of the buying done by distributors in small uantities.

CALIFORNIA MARKET

A Report of "Marketing Day" Recently Held—All Growing Interests Represented—Co-operatives the Ruling Factor—Preston McKenney Recounts the Fruit Packs—California's Fruit Pack Has Increased 400 Per Cent in Ten Years—An Immense Increase in the Peach Average—Costs More to Distribute Fruit Than to Grow and Can It.

By "Berkeley,"
Special Correspondent "The Canning Trade."

San Francisco, Nov. 28, 1923.

THE Marketing Day program arranged by the University of California and held in California Hall on the University campus at Berkeley, November 22, attracted many growers, canners, jobbers and other handlers of California products. All phases of marketing were considered, with special attention to the co-operative plan, which has proved such a success with growers in this State.

The morning session was given over to an address of welcome by President W. W. Campbell, who described fruit growing as being one of California's most important activities, and who urged growers and canners to make the University of California their university.

He was followed by C. C. Thorpe, manager of the California Walnut Growers' Association, who spoke on "Price Fixing in Co-operative Marketing," and described the plan which has brought success to walnut growers in disposing of their crops and in stimulating the demand for walnuts. Ralph Merritt, manager of the Sun Maid Raisin Growers, told of the steps that had been taken to meet the problems of the raisin grape growers and which had proved such a task, owing to the tremendous increase in tonnage during recent years. The morning session was brought to a close with a talk by Prof. H. E. Erdman, of the University of California, on "The University and Co-operatives."

The afternoon meeting was conducted under the chairmanship of A. C. Hardison, and was attended by many canners and growers interested in the growing of deciduous fruits.

Clyde L. Seavey, president of the Railroad Commission of the State of California, outlined the transportation problems of 1923. He stated that for the first time since the World War railroad operations were to be regarded as normal, and that new records in car loadings were made in this State. During 1922, 40,557 cars of fruit left California in the fresh state in refrigerator cars, and great difficulty was experienced in handling these loadings, while up to the first of November of this year 63,209 cars of refrigerated products had left the State, with practically no congestion. While new records in efficiency have been broken during the past year, he predicted that further gains in this direction will be made in the future.

The next speaker was J. A. Teagarden, president of the Auburn Fruit Exchange, who is considered an authority on the subject assigned him, "Marketing Fruit Green." Everyone connected with the business, growers, packers, jobbers and even canners are interested in the future of the Eastern fresh fruit business, he said. While the Eastern jobber makes demands for fruit greener and greener, he warned against listening to this, and urged that the business be built up on a quality basis. Size, color, flavor and maturity are the factors that should govern the selection of fruits for shipment East. He cast aside the old idea that fruit ripens materially in transit and declared that it arrived in New York with about the same color and degree of ripeness as when placed in the box in California. Fruit for shipping, as well as fruit for canning, should contain a proper sugar content and matured fruit keeps better than the immature article, which shrivels away. Inflated prices have tended to increase production, until over-production is promised. The remedy is for growers to produce better fruit and get it into the hands of consumers in better shape. He urged the stamping of the grade on the packed product.

A. M. Mortensen, general manager of the California Prune and Apricot Growers's Association, outlined the marketing problems of the producer of apricots and prunes. He stated that growers have three channels for disposing of apricots: The Eastern fresh market, canners and the dried fruit market. None

of these proved very profitable this year, he said. Quite a quantity was shipped in the fresh form, but many shippers lost money. Canners insisted on getting large sizes and were not in the market for large quantities. Prices ran a wide range, with much fruit selling at $15, $20 and $25 a ton, and he knew of instances, he said, where deliveries were made to canners at $10 a ton. When growers cannot sell their fruit green to shippers or canners they dry the balance on hand, and this year the output ran to very small sizes, with the quality indifferent. The crop this year, the speaker said, was the largest on record, but he stated that fully 25 per cent of it was not picked. The crop in 1922 was light, and for this reason growers looked for heavy returns, but the reverse proved to be the case.

Prunes are marketed largely in the dried form, Mr. Mortensen pointed out, with the few sold in the canned form dried before they are placed in a can and cooked. He outlined the plan of selling followed by the co-operative organization of which he is general manager, and told of the difficulties in disposing of the new crop with a surplus on hand from last year. This year's crop, he said, is now estimated at about 175,000,000 pounds.

E. W. Moorhead, sales manager of the California Peach and Fig Growers' Association, led a discussion on co-operative marketing, and opened with the statement that the new idea, and one commonly referred to as the California plan, is to tell buyers all the details of the business, the size of the crop, the carryover and all the facts, making frankness the keynote.

The open discussion was followed by a talk by Preston McKinney, secretary of the Canners' League of California, on "The Present and Future Outlook for Canning Apricots." He prefaced his remarks with the statement that it was very difficult to segregate apricots from other fruits, and that in many respects from the market standpoint, the situation in general was much like that on apricots. The apricot, he said, is a distinctive California product, very limited quantities being produced outside this State. While considered a fine fruit at home, it is not as well known throughout the country as it should be, and in the canned form has not taken with the American public as freely as might be expected. The export demand is relatively better than the domestic demand, the fruit being well liked in England. Canners like to handle it, as the crop comes on between cherries and peaches, and they get more cases per ton from apricots than from almost any other fruit. He expressed the opinion that a much larger demand can be built up for canned apricots, but to do this quality must be kept foremost in mind.

"There is a world of romance in the canning business," said Mr. McKinney. Last year there were 15,000,000 cases of fruits packed in California, 3,000,000 cases in Oregon and Washington and 6,000,000 cases in the Hawaiian Islands, or 24,000,000 cases on the Pacific Coast. Almost two-thirds of this carried California labels, making a great "ad" for the Golden State. The products, too, are a great "ad" and tell the story of California sunshine. In the past ten years the output of California canned fruits has increased 400 per cent, while the increase in the population of the United States has been about 10 per cent. Less than 20 per cent of the output is exported."

Canned fruit is out of the luxury class now, and it will remain out, said Mr. McKinney. No more will peaches be sold at 50 cents a can. Prices this year are on a very close margin of profit for canners. In fact, only those able to operate in the most efficient manner will make any profit at all. The year will not go into history as a profitable one, but goods are moving and conditions are sound. If we are to succeed as canners, we must feature quality and stand out from other competition. A huge acreage is coming into bearing and prices must be kept low in order that all that can be packed be marketed. During the past three years there has been a complete reversal, he said, in canners' problems. Formerly canners rushed buyers into the field long in advance of the canning season to contract stocks and the one whose needs were not filled early was out of the running. Now there is an abundance of fruit and the problem is to get a market for it.

Dr. E. S. Moulton, chairman of the executive committee of the California Canning Peach Growers, told of the immense increase in the acreage of canning cling peaches during recent years, and stated that the acreage in California is now 30,000 acres in bearing, with 59,000 acres promised by 1927. Based on this acreage the pack of cling peaches should be more than 14,000,000 cases that year. To insure the marketing of such an immense output quality must be raised, he said, and the public must be told about California peaches. Those who are producing the fruit should conduct an advertising campaign to popularize it. It is not a case of getting peaches into the tin can, said Dr. Moulton, but a case of getting the tin can into the alley. In answer to a question, he suggested that the consumer should be told on the label just exactly the grades of fruit offered. Answering another question, he stated that the outlook for canned freestone peaches was not promising despite the fact that this fruit has a better flavor than cling stones. It is harder to handle and does not keep its shape well.

The conference was brought to a close by Frank T. Swett, president of the California Pear Growers' Association. His subject was "Marketing Canning Fruits," but he stated that the real problem was marketing canned fruits. Growers tried to fix prices at a level that would give them adequate return this year, but their attempts failed. In the case of pears, a good market was found for the fresh article in the East and quantities were disposed of. At the prices paid by canners only the very best pear orchards returned a profit to growers. Mr. Swett is not optimistic over the oft-repeated assertion that a profitable market can be found for all the fruit that can be grown in California. It now costs more to distribute canned fruit than to grow and pack it. Many in the trade are hopeful of a clean-up of the canned pack this year, which will enable the industry to start off with a clean slate in 1924.

MAINE MARKET

No Winter Market as Yet—Lumber Camps Waiting for Snow—Maine's Corn Pack About All Gone—Better Demand for String Beans—Apple Canners Busy—Blueberries About Cleaned Up.

By "Maine,"
Special Correspondent "The Canning Trade."

Portland, Me., Nov. 30, 1923.

NO WINTER YET—While snow has fallen in New York and Vermont, winter is evidently as far away from Maine as it was a month ago. We have been enjoying real spring weather for the past week, with good rain over the week end, but no sign of snow or very low temperature. This means enjoyment for the ordinary citizen, but slow business for all lines of trade. Winter shipping, which is of vast importance to this port, has not commenced yet; lumber camps are fully manned, but idle because of the lack of snow, and many mills and factories are running on part time, due to low water and lack of power. One of our largest local power companies is now manufacturing three-quarters of its current with coal, instead of one-quarter as in normal times, and even now is unable to supply power sufficient to meet the industrial demand.

Corn—The maine corn market, practically bare when the packing was finished, is now like Mother Hubbard's cupboard—and, to continue the simile, there are some don't-want-future buyers who are as hungry for goods as the Hubbard dog. No prices are quoted on goods, as there is so little to sell. Golden Bantam has sold at $2.00 for cut No. 2 size, and $7.00 for No. 10 on the cob. Crosby is worth $1.55 to $1.60. There are only clean-up lots of either variety offered, and are sold at top prices.

String Beans—There has been a revival of the demand for cut green stringless beans, though the goods have been cleaned up even since the close of the canning season. Last sales were reported at $1.35 for No. 2s and $5.25 for No. 10s, but it is about impossible to find even small lots in first hands today.

Apples—Apple canners are busy, and are shipping out the goods as soon as packed. The quality this year is proving much better than was anticipated, and is in good demand. The price holds at $3.50. The season will doubtless be curtailed, as the available supply of fresh fruit is fast being used up.

Clams—Clams are in the market at $1.25 and $1.85 for five and eight ounce sizes, the latter being packed only on order. It is reported that on some sales the prices for eight-ounce clams have run as high as $2.00, and that the offerings now made are subject to advance at any time.

Sardines—The close of the sardine pack shows no change in the figures which have been reported throughout the season. It still stands that the 1923 pack has been less than 25 per cent of normal, and that stocks on hand are the smallest for many many years. Buyers are taking this up in "driblets," and the New Year may find a bare market on Maine sardines.

Blueberries—Blueberries are cleaned up, and there is no apparent quite an unfilled demand for these goods, inquiries coming in very frequently By another year the blueberry industry will doubtless be on a firm footing, and the result will be much more satisfactory to both canner and buyer.

THE CANNING TRADE

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Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE. *Editor.*

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EDITORIAL

WILL CANNING BE OVERDONE IN 1924?—The possibility of this is looming as a spectre in the minds of many canners and others, and not without good reason. The thing that is frightening most of the canners, now in the business, is that the high prices now ruling for canned foods are tempting new men to enter the industry, and as is well known there are a large number of new factories going up or under contemplation. In Wisconsin alone there will be an addition of fifteen or twenty new factories for 1924, some of them additions to present companies, and others new canners just entering this attractive field. The old canners would like to discourage these new ones and persuade them to seek other fields for their endeavors. In this Tri-State region, and in many other sections, some of the farmer organizations look upon the canners as veritable "gold diggers," and believe that if they can raise the crops and sell them to canners, who make fortunes, as they think, upon canning them, they could put in their own canneries, pack their own crops and make all this profit. It is so easy to figure this out on paper—but so damnably hard to make it come true from a bank-showing angle. The best organized growers in the world are on the Pacific Coast, where co-operative growers' organizations are immensely strong, and hardly one of them there has failed to try this venture into canning. How many of them, however, have made anything but a failure of it?

The tomato growers organized a few years ago into a very strong and autocratic body, in the heart of the great Tri-State tomato growing region. And not content with the prices which the canners offered for their crops, they decided to guy their own cannery and run it. Their experience and that of the others ought to be of benefit to any who may be tempted now; but it will not be. Human nature is so constituted that it does not like to learn from others' experiences—it can always pick the flaws and faults which caused the disaster in those "others," and it has to burn its own fingers before it will believe.

But there is no use railing against the additions to the canning family. We must have them, and we need them. It would be anything but a compliment to the industry if no one sought to enter its ranks. And we will go even further and say that the present additions to the idustry will mean better efforts to produce quality and to avoid the pitfalls which earlier canners fell into than those earier canners did. That is but the natural result of evolution—men are wiser today and better business men and have learned that to succeed business must be built upon honesty and fair dealing. There is no question but what the general plane of business is very much higher than it used to be, and that there is a very decided minority to the number who now think they can catch a customer, skin his hide off and get away. The day of those fly-by-nights has gone and we will not be bothered with them again. So there is no need to worry about that feature.

That the new canners may disturb the market in their selling prices, owing to inexperience and lack of knowledge of costs, and because of a possible lack of quality, also due to inexperience, is possible. But that is all part of a day's work, and they may learn a whole lot faster than some of the "old died-in-the-wool" have been able to do.

The real danger will come from the present canners and their eagerness to increase their outputs. These men should understand conditions; should know that the present good prices for big packs are due to the record-breaking clean-up of spot goods during the past two years; that the 1923 packs came upon bare floors. We honestly believe that if all canners will pack a thoroughy acceptable quality—and by that we do not mean that the entire pack must be of extra fancy stuff—but a can well filled of the kind of quality food that will cause the consumer to want more—that the canners may go ahead as hard as they please and consumption will keep ahead of production. But the trouble is that there are a lot of men in the business who cannot resist the temptation that "everything will sell this year." And still worse than this, a lot of men who, seeing such canners working on that principle, fall into line and produce the same kind of goods. The first canners may be said to be fools who know no better, but the second class are crooks, who do know better, but deliberately produce trash. Don't misunderstand us; there are not many such in the business, but the acts

of the few are magnified into greater proportions than they deserve—as a market influence. The industry ought to be so closely organized that it could read out of its ranks such black sheep, and some day it will be.

We have said that the real danger will come from the canners now in the business, and we mean the better class of canners. The danger is that they will contract for more crops than they can handle and produce quality. Every canner knows that he can handle just so much, and get it into the cans in fine shape and of the quality it should be. Add just a little more to that; push the operators and the machines a little too fast, and quality has to go overboard. There is the danger. We have often said, and it is absolutely true, that Dame Nature has always been the best friend the canners have ever had—because she has stepped in, cut the yields down and so let the canners get by. But this must not be counted on. If you intend to increase your output in 1924, look well to your factory equipment and don't overload it. Keep your factory capacity ahead of your acreage all the time, and then, when that big yield does come, you will not be caught and ruined. If the industry plays it the other way, look what the consequences can be: a tremendous pack of below-standard quality, and the market prices—and the demand—gone for three years. There is the real danger from the present high prices, and the high prices of futures, and not from the new canners going into the business. In these days of the rule of the Pharisees the custom is to watch your brother's morals; well, that is all wrong, as it was in the days of Christ. Watch your own morals and you will not have time to watch the morals of your brothers, and they will not need watching.

AN EXPERIMENT?—Is the purchase of cannery crops on the basis of grade a revolutionary experiment? The plan of using standard grades in determining the value of the raw material purchased by canners has been suggested by the United States Bureau of Agricultural Economics, and the facilities of that Bureau have been offered in promulgating grades for this purpose. Is such an idea feasible and can it be put into practical application in this industry?

There is no denying that buyers and sellers of fresh fruits and vegetables have come to look upon the principle of grading as a very essential element to successful merchandising and consider that the adoption and use of grades has eliminated much of the source of misunderstandings, deception and sharp practices. The advantages that accompany a fair and practical system of grading may be enumerated as follows:

1. A stable basis is provided for contract and purchase, upon which buyer and seller can deal with mutual confidence, understanding and satisfaction.

2. Agreements are made definite and specific, so that fraud and deception are minimized.

3. Standardization encourages the production of larger crops of superior quality, by providing a stimulus for the producer to strive for the higher grades and the attendant premium.

4. Waste and losses are prevented, since culls and unmarketable stock are discarded in the field, thus saving handling costs.

Grades have been recommended by the U. S. Department of Agriculture for almost two dozen fruits and vegetables, and these Federal standards have been voluntarily adopted by buyers and sellers in every important producing section and market in the country. The answer is clear; transactions based on grade pay well in dollars and cents and increase satisfaction t everybody concerned.

It is common knowledge that most big transactior in apples, potatoes and other semi-perishables are mac on a grade basis, but it is not so generally known tha this principle is now being applied extensively t peaches, asparagus, tomatoes and even such a high perishable commodity as strawberries. It has bee demonstrated conclusively not only that the princip is sound, but that it can be applied to all sorts of cor modities, perishables and non-perishables, under great variety of conditions. It seems reasonable conclude, therefore, that a way can be found for tl canner to evaluate deliveries of raw material by sar pling them on the basis of grade. The benefits offer by such a plan are of such decided value that it wou seem to be worthy of a thorough trial.

The government has prepared tentative standar for cannery tomatoes and is planning to test them o carefully at the earliest opportunity. The canning i dustry should support this movement with all the e ergy at its command.

THE WISCONSIN BEET CANNERS MEET

Hold Special Session at Green Bay—Adopt Warehou Plan—In Favor of Standardized Grades.

THE Wisconsin Beet Section, of the Wisconsin P Canners Association, held a special meeting Green Bay, Wis., on November 22nd, and 75 p cent. of the beet canners of the State were represente

A resolution that the organization should go record in favor of the Zone Warehouse Plan for t settlement of small claims was passed unanimously.

The report made by the National Committee Standardizing Grades of Beets was adopted with t recommendation that ½ inch in size diced beets added.

An inventory of the spot canned beets on ha was taken and the result showed that there were pr tically no whole beets left in canners' hands, and t amount of cut beets was very small.

Plans are under way to have a snappy, intere ing and educational program at the National Beet S tion meeting at the National Convention in Buffalo January. All canners of beets are invited to ta part.

FREIGHT & SHIPPING NEWS

EFFECTIVE December 5th, rates on canned foods from timore to Shreveport, La., and Texarkana, Tex-Ark, various points grouped therewith will be reduced to 75c 100 lbs., via New York or Philadelphia and thence coastwise li through Gulf Ports.

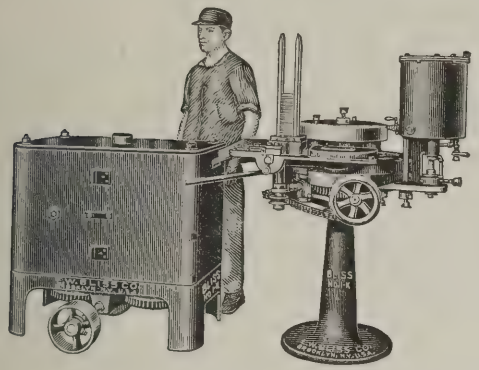
The Mississippi-Warrier River Barge Line on Decem 15th, will establish reduced less than carload rates on can foods from St. Louis and East St. Louis to Memphis, 58 Vicksburg, 75c; New Orleans and Mobile, 83c per 100 lbs.

The Arizona Corporation Commission has filed compl with the Interstate Commerce Commission alleging that rates on dried beans, dried fruit, canned foods and numer other commodities, between points in Arizona and points in C fornia to be unjust, unreasonable, discriminatory, preferer and prejuditial. The I. C. C. has assigned the case as Do No. 15377 and will set same for hearing shortly.

Railroads serving Chicago, Peoria and other Illinois po are considering the establishment of through rates on var commodities from Illinois points, including Chic- and Pe to Pacific Coast points via rail to East St. Louis or Cairo th via Mississippi River Barge Line to New Orleans and coast steamers through the Panama Canal beyond. Rates to be n on basis of 80 per cent. of present all-rail rates from such po to Pacific Coast.

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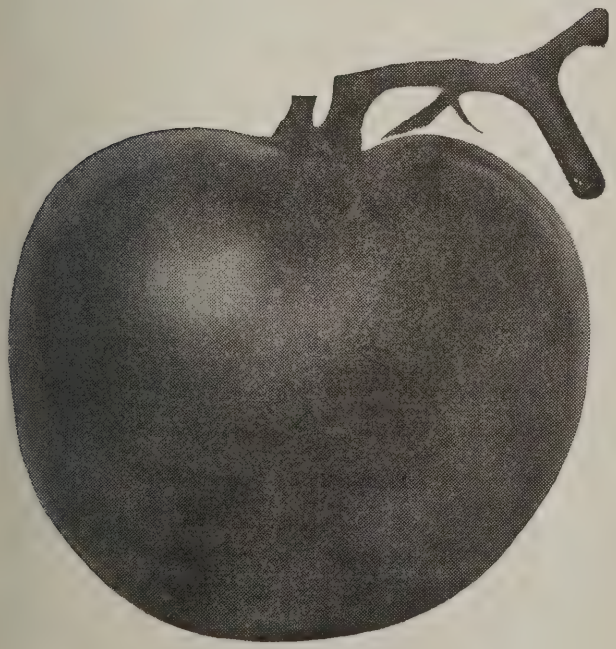
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SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals, Advancers and White Admirals. These are all short. Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas Okra Cabbage Cucumber
Corn Tomato Spinach Snap Beans
Beet Squash Pumpkin Cauliflower
Dwarf Lima Beans

Or any other varieties you may want.

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When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

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Business Established 1784
139 years in the Seed Business.

As Some Jobbers View The Warehousing Plan

The flat allowances they propose—The National Wholesale Grocers' Objections

The trouble, Annoyanice and Expense itemized—Claim many orders being signed on flat allowance basis

By "New York Stater"
Special Correspondent "The Canning Trade"

WHOLESALE grocers and chain-store buyers in this market are determined to do business on their own terms, insofar as swell allowance is concerned, and they are uniform in denouncing the zone warehouse plan of the National Canners' Association.

Members of the local trade are lining up the support of the big buyers in other markets, and expect that the zone warehouse plan will ultimately be rescinded by the canners.

Brokers report that they are finding it practically impossible to talk business on futures with either wholesale grocers or chain-store buyers unless their packers are willing to grant a graduated percentage allowance in lieu of swell claims.

From reliable reports it appears that the canners are not standing as uniformly as they should behind their zone warehouse platform. Business has been booked on 1924 pack Wisconsin peas and Illinois corn with some of the largest packers in the field, with a percentage-allowance clause in the contract instead of the zone-warehouse clause, it is reliably stated.

J. W. Herscher, president of the National Wholesale Grocers' Association, has been at Association headquarters this week, presumably on the swells proposition, and numerous canners, packing for buyers' private labels, have been here during the week, conferring with their brokers and buyers on the problem.

The National Wholesale Grocers' Association, in a statement reiterating its opposition to the zone warehouse plan of the canners, has advised all of its members to insert in their contracts for 1924 canned foods the following clauses:

"Swells—Except as hereinafter provided, the seller shall make the buyer a flat allowance from the contract price in full consideration of all swells and spoilage computed according to the following percentages:

"For goods in all sizes of tins excepting No. 10—

"One-fourth of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash, lima beans, red Alaska, pink and chum salmon, and tuna fish.

"One per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.

"One-half of 1 per cent on all other fruits, fish and vegetables, including tomatoes.

"For foods in No. 10 tins—

"Three-eighths of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash and lima beans.

"One and one-half per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes.

"Three-fourths of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.

"But if the shipment contains goods that are found to be spoiled by reason of hidden defects and the buyer so notifies the seller within sixty days after notice of arrival by transportation company, the buyer, in addition to his other rights under this contract, shall be entitled, at his option, either to reject the shipment or to obtain from the seller an allowance for all the spoilage caused by said hidden defects.

"The said percentage allowance above specified shall be made to and accepted by the purchaser in full settlement for all losses caused by hidden defects as hereinbefore provided, but subject nevertheless to the further provision that if there be development of swells or spoilage or both on or before August 1 of the year following the pack, in excess of double the above-mentioned percentages, the matter shall be settled by mutual agreement or arbitrated under the rules of the National Wholesale Grocers' Association of the United States, the National Food Brokers' Association and the National Canners' Association."

In commenting on the canners' plan, the National Wholesale Grocers' Association says: "It should be remembered that this system (the warehouse plan) presupposes an elaborate and involved coding of individual cans and labels, and that the canner who is a member of the National Canners' Association will be charged one fee for this warehouse inspection service, and that the non-member canner will be charged another and a higher fee. And, in addition, it should be remembered that there are 4,000 wholesale grocers and 400,000 retail grocers. If the retailer averages 10 returns per year, 4,000,000 claims will have to be handled.

"In view of all these facts, the National Wholesale Grocers' Association desires to reiterate its opposition to the warehouse inspection plan in toto, and at the same time to urge wholesale grocers, in the best interests of the canning industry and its distribution problems in particular, to ask for a simple, workable credit plan when they buy from the individual canners. There are three such plans, viz:

"1. Contractural provisions permitting the return of labels for credit, or

"2. Contractural provisions, when buying from a canner, packing a full line of canned food products, allowing one-half of one per cent flat allowance with proper safeguards, or

"3. Contractural provisions allowing graduated percentage allowances by products, with proper safeguards."

Unofficially, it is understood that buyers—that is, the wholesale grocers—are demanding one-half of one per cent, and accepting one-quarter of one per cent on many items. The chain-store buyers, however, appear to be determined to buy only on one-half of one per cent allowance.

There has been some talk by canners to the effect that if they are forced to give the buyers one-half of one per cent, there will be a heavy amount of swells in 1924 deliveries. This kind of talk is foolish in the extreme, as the jobbers have only to refer such cases to the Government authorities under the provisions of the regulations affecting the shipment of spoiled foods in interstate commerce. At the same time this kind of talk does not do justice to the intelligence of either the canners or the wholesale grocers and chain-store distributors.

Arthur P. Williams, of R. C. Williams & Co., Inc., who was chairman of the jobbers' committee which took up the swells question with the canners in Chicago early this month has issued an open letter on the subject, addressed to "Our Canner Friends Wholesale Grocers and Food Officials of City, State and Federal Government."

This open letter of Mr. Williams reads as follows:

"That the policy of our house has been to encourage the immediate destruction of swelled canned foods wherever found.

"Our present method is to instruct our salesmen to remove the label from the swelled tin and immediately destroy same. We, in turn, pass credit to our customer, and that ends the matter.

"The above is our full and complete plan—three lines.

"The proposal of the National Canners' Association under their so-called warehouse plan is objectionable because of its complications and because it is liable to throw swelled canned foods back into channels of commerce and because it is uneconomical—in fact, extravagant. The following is their method:

"A. Retailer reports swells to jobber.

"B. Jobber notifies canner.

"C. Canner notifies jobber to instruct retailer to return swells.

"D. Jobber notifies retailer to return swells to zone warehouse.

"E. Retailer makes application to City, State or Federal Government for permit return swells.

"F. After obtaining permit, retailer packs up and ships to zone warehouse.

"G. Retailer sends bill to jobber covering swells and shipping and packing charges.

"H. Jobber sends charge for same to canner.

"I. Canner receives memorandum from inspector at zone warehouse.

"J. Canner notifies jobber whether the returned goods were swells or not.

"K. Jobber then sends credit or notifies retailer that no credit will be allowed.

"L. If inspector of zone warehouse decides that the goods are not swells, the retailer loses the cost of the goods returned plus the charges, unless he can throw this expense on to the jobber.

"This seems to me unreasonable, complicated and unnecessary when we are willing to accept from the canner a graduated percentage allowance which is in keeping with the record of average swells in previous years' packing.

"There are more than four hundred thousand distributors of canned foods in the United States, and if each one of these distributors should return, say, three separate packages of swells during the year 1924 at an average charge for express, freight, parcel post (provided the postal department or the express companies or the railroads accept such matter) the rates will be approximately from 15 to 25c per package, or, say, 75c for each distributor, or a sum of three hundred thousand dollars.

"Beyond this there will be an expense of one or two inspectors in each zone warehouse, together with the rent for the warehouses. Estimating the above labor at $50 per week for thirty warehouses, $75,000; rent $2,000 per year, or $60,000, makes a figure of cost of operation of the plan, without regard to clerical work or postage or billing, of $435,000.

"All of which can be saved by the simple graduated percentage allowance; also, the biggest gain to the canning industry will be the assurance that, with the co-operation of the Bureau of Chemistry and the local Boards of Health, that swelled-spoiled foods will be immediately destroyed and not get into the channels of commerce.

"Would it be well for the consumers of the United States to know that the canners feel it necessary to operate thirty warehouses for the examination and destruction of swelled canned food?"

OUR REBUTTAL—This is merely a rehashing of all the arguments that have been put forward against the Warehousing Plan, rather too pointedly made as indicating too great anxiety for the Flat Allowance Plan. By that we mean they have overemphasized the "red tape," the trouble, the annoyance of carrying out the Warehousing Plan, and likewise the cost of it. All wholesale grocers should know—and we believe that all canners, by this time, know—that neither of these contentions are honest or true. As to the "red tape": there is not one bit more red tape to the Warehousing Plan, not one bit more trouble or annoyance than there was under the old plan of swells guarantee which was in effect for so many years, and against which no one ever heard a word of complaint. In the olden days the swells were returned to the canner; under the new plan the swells are returned to a nearby warehouse. The whole difference, therefore, is as to the point of shipment. Under whatever plan the wholesalers formerly collected and returned these swells, they can continue to collect and return them. Formality requires that the pure food authorities be notified of such shipment, and a permit for such shipment secured. In olden days a whole lot more explanation had to be given to the State food authorities to permit the swelled canned foods morgue to exist, and the shipment back to canners had to be "sneaked" in, lest some inspector caught the shipment, en route, attached it or destroyed it. The food inspectors were reasonable and took the word of the wholesaler that the "morgue" would be shipped back to the canners for claim allowance, and, after its arrival, the word of the canner that the goods would be examined for cause of spoilage, and then destroyed; but the danger was always there. We are not afraid to predict that no food inspector, anywhere, would think of seizing any lot of swelled canned foods consigned to any National Canners' Laboratory, at designated warehouse, and that the question of inter or intra-State shipment of such lots of spoiled canned foods will never be raised, where they are consigned to such warehouse. The food authorities are back of this plan; they welcome it as a real solution of a very troublesome matter, and the troublesomeness comes from the Flat Allowance method of settlement.

To erect a mountain of trouble in the carrying out of the Warehousing Plan can only be construed as an excuse, and one which will not hold water. If, in the olden days, Mr. Williams followed the "A to L" plan in the collection of swells, he will have to modify it only to the extent of shipping the goods to warehouse instead of to canner. But the truth is, they would very much prefer ridding themselves of every vestage of trouble by allowing all claims without question, and let the canners pay the losses. If Mr. Williams has his way, we will make one further prediction: in a short time no cheap boarding-house, restaurant or hotel will ever again have to pay anything for its supplies of canned foods—they will just strip the labels off the used cans and demand re-embursement. If Mr. Williams wants to check against all the crooks now using that method of easy money, he will find his real mountain of trouble.

A refund on returned labels would burst the Bank of Monte Carlo in one season. If the solicitude for the welfare of the canners' pocketbooks is real, let him show it here.

The canners are ready and willing to pay any honest losses that may occur in their goods—and no others. And they will stand all expense and such trouble as may happen, and they would not have adopted the plan if it had shown the remotest chance of being so expensive. They know what they are doing in this. Of course, they deeply appreciate the solicitude shown for them and their welfare; but, then, this has been the invariable attitude of the jobbers since memory runneth not to the contrary—has it not?

There have been some contracts made for 1924 goods on the flat allowance basis, but they were made before this Warehouse

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The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

Plan had been adopted, or by canners who had not become acquainted with the Plan. There were but few such contracts. Now all the leading canners of the country, in every section, whether members of the National Canners' Association or not, have adopted the Plan, and will sell goods on no other basis. The entire canning industry has adopted the Plan, because, after all, it is their business and they intend to co-operate with the pure food authorities, State and National. Much will be made of any canner who lets go of a block of goods under the flat-allowance plan, but the rank and file of canners will not be misled by such reports.

The American Wholesale Grocers' Association, with nearly two thousand members, double the number of the National, approves of the Warehousing Plan, and we have it on good authority that the National Wholesale Grocers' Association is anything but a unit in its opposition to the Plan. In fact, many of them will have nothing to do with the flat-allowance plan. And the same, we understand, is true of the Chain Store Association, where one or two powerful influences are holding the Association to the opposition.

The fight is really between the objectors and the pure food authorities, because the canners are determined to keep spoiled canned foods from the market, and to see that they are surely and certainly destroyed, under the surveilance of the food authorities. That can only be done through the Warehousing Plan, and if Mr. Williams or any other wholesale grocer or chain-store operator doubts this truth, let him ask the food authorities. The wrongful use of spoiled canned foods has increased by leaps and bounds since the flat allowance was substituted for the return of swells, and all food law enforcement officers know this.

"FACTORY COST ACCOUNTING"

By Mr. Harry McCartney

Of the Sears & Nicholls Canning Co., Chellicothe, Ohio.

An Address before the Western Canners' Association, Chicago, Friday, November 9th, 1923.

THERE have, perhaps, been about as many papers prepared on this subject as an any other one subject effecting the canning industry, and yet there is probably no one angle of our business that needs more careful attention than the subject of costs.

The accounting system adopted by the National Canners' Association some years ago takes care very nicely of the actual bookkeeping problems of the canner, but in operating this system it is necessary to keep complete and accurate cost records. Of course, practically all canners have some sort of cost accounting system, so far as their individual business is concerned, but I doubt if there is much uniformity in system or in results obtained.

A uniform system provides the best way of figure costs, although in any system provision must be made for keeping the same up to date. It results in better informed competition within the industry, and establishes public confidence that selling prices are fixed by producers who have full knowledge of their costs. The arguments against a uniform system are usually: confidence in one's own system, whether it be good or bad; examples of other successful concerns who apparently succeed without cost systems, and the feeling of "Oh, what is the use? I am getting all for my goods that I can get anyway."

I do not believe that any of these arguments hold good. Most cost systems in use in any industry today could probably be improved upon. The successful competitor may have an excellent cost system, and the ability to produce goods cheaper than the other fellow, and with proper cost accounting systems, costs would undoubtedly be reduced; but, above all, the industry will be placed in a better standing in the business world, and particularly with its banking connections.

As I said, most every concern is keeping some sort of cost records, and does at the end of the season figure out the per dozen cost of items going into his product. It seems to me, however, that we are very lame in our estimating departments. In making prices we usually figure out what our costs were the preceding year, and estimate as closely as we can the increases and decreases that we will have the next year, and then most of us forget all about the costs except keeping records of same until the end of the season, and then sometimes wonder why our profits are not as much as we had expected.

The national government, after a great many years of endeavor, finally succeeded in getting a budget system put into effect, and all of us have noted the savings that have been made since this system was made operative. It certainly is more necessary for a business concern to budget their business than it is for the national government, because the government has ways to get money that are not the privileges of the business man.

Before making future prices, every canner should analyze very carefully each item of the costs in the preceding year, and then proceed to set up a budget covering each item of expense he expects to entail for another twelve-month period. The volume of goods expected to be packed will, of course, materially effect the total amount of money actually expended in overhead items, and the amount of goods to be packed must, of course, be determined before any items of overhead are actually determined.

The overhead should be divided into three general groups:

(1) Factory overhead.
(2) Administrative expenses.
(3) Selling expense.

In the first division of factory overhead I would suggest thirty-five or forty different divisions, consisting of the following:

Superintendents' Salaries.
Fieldmen's Salaries.
Watchmen's Salaries.
Fieldmen's Expenses.
Repairs to Buildings and Grounds.
Repair to Equipment.
Power, Heat, Light and Water.
Insurance on Bldgs. and Equipment.
Insurance on Canned Goods.
Taxes.
Factory Stable Expense.
Miscellaneous Drayage.
Depreciation.
Miscellaneous Expenses.
Paste, Glue, Stencils and Ink.
Rental on Closing Machines.
Crates, Boxes, Baskets.
Expense of Automobiles.
Boarding House Expense.
Sanitary Expense.
Expense of Farmers' Meetings, such as Dinners, etc.
Factory Traveling.
Plant Rental.
Moving Equipment.
General Warehouse Expense.
Labeling and Nailing Canned Goods.
Loading and Shipping Canned Goods.

In the case of concerns operating branch plants, I suggest an item of clerical salaries and office supplies and expense.

In administrative expense, I suggest a division about as follows:

Officers' Salaries.
Office Salaries.
Legal Expense.
General Traveling Expense.
Miscellaneous.
Dues and Subscriptions.
Telephone and Telegraph.
Donations.
Premium on Surety Bonds.
Interest to Banks, etc.
Capital Stock Tax.
Postage.
Office Supplies and Expense.

Selling expense should include the following:

Salaries of Salesmen.
Salesmen's Traveling Expense.
Office Salaries in Sales Dept.
Salesmen's Supplies.
Samples.
Telephone and Telegraph—Sales Dept.
Advertising.
Brokerage.
Sales Allowances, etc.

Some may object to such a large number of accounts, but it is only by subdividing overhead into a large number of items that the necessary information can be obtained. By using a system of numbers or symbols for these various items, the actual accounting work may be much simplified. In estimating costs upon which to base selling prices, almost every item going into the makeup of the cost, with the exception of cans, labels and boxes, must of necessity be an estimate rather than an actual figure. It behooves us, therefore, to make our estimates only after having secured every possible bit of information available. The items making up direct or base factory cost can be, and usually are, very closely estimated; but the disappointment in the year's returns has usually come from the fact that overhead items were underestimated.

After having arrived at what is considered as a conservative estimate of the amount of money needed to cover the items of overhead, the amount of overhead per dozen of goods to be packed is then ascertained, and the selling prices based, of course, upon this figure.

Every accountant has his own idea of the method that should be followed in distributing overhead. Some canners divide the total amount of overhead by the number of cases produced, others by the number of dozens produced regardless of size, while others reduce the output to a basis of either $1, $2 or $3 size cans. It seems to me that it is proper that overhead in the canning business should be determined on the basis of pounds of finished prod-

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
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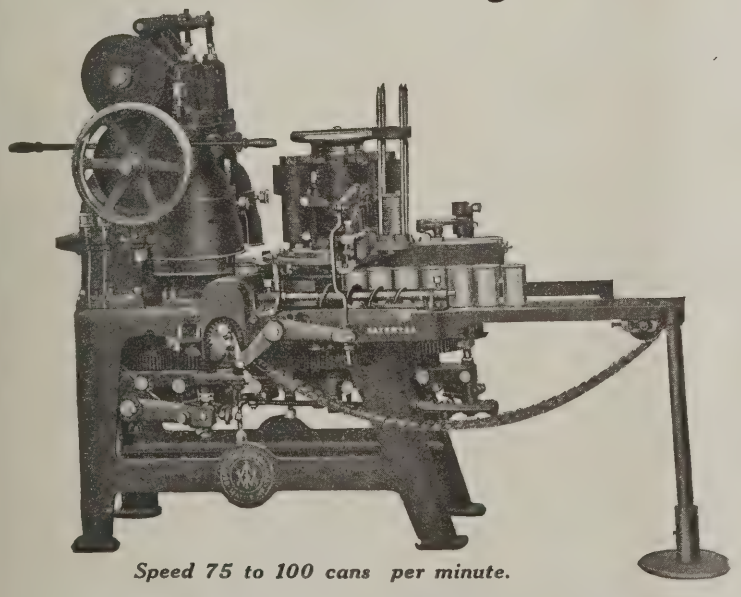
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uct produced, or, in other words, reduce the total pack of its equivalent in a certain size can. Take, as an illustration, a factory packing two items, say corn and tomatoes. One year the packer decides to run all his tomatoes into No. 2 cans, while the next year he decides to pack mostly No. 3 tomatoes. If he proportioned his overhead by the number of dozens produced without reducing the No. 3 cans to their No. 2 equivalent, it seems to me that he is loading his corn pack with an undue amount of overhead for the year that he produces No. 3 tomatoes instead of No. 2; whereas, if he reduced his entire pack to an equivalent basis, he would have the proper charges for overhead on each product each year. I submit, therefore, that after determining the amount and the sizes of goods expected to be packed, that the various sizes should be reduced to a common equivalent based upon the capacity of the cans. We have attempted to figure this out in our own business, and use the following basis:

1 dozen No. 1 cans equals..... .54 dozen No. 2 cans
I dozen No. 2½ cans equals.....1.47 dozen No. 2 cans
1 dozen No. 3 cans equals.....1.67 dozen No. 2 cans
1 dozen No. 10 cans equals.....5.26 dozen No. 2 cans

Or if No. 3 equivalent is desired:

I dozen No. 1 cans equals..... .323 dozen No. 3 cans
1 dozen No. 2 cans equals..... .598 dozen No. 3 cans
1 dozen No. 2½ cans equals..... .879 dozen No. 3 cans
1 dozen No. 10 cans equals.....3.15 dozen No. 3 cans

The canning business is a business that spends considerable money in the first six months of the year getting ready to pack, and packing usually only during the last six months. All of the money expended for salaries, repairs, and, in fact, every item of overhead is a prepaid expense until the pack actually commences, and should be set up on the ledger as such. As soon as the pack commences, and at the end of each month thereafter, this prepaid expense item should be credited with the amount of overhead actually earned, which amount is determined by multiplying the number of dozens produced by the estimated overhead per dozen, as determined the first of the year. If, as the season advances, it is found that the pack is smaller than anticipated, it is necessary to change the overhead item per dozen in order to take care of this change. For a canner packing only one item—peas, for instance—this means that until he gets started into the pack all the expenses up to that time are shown on his ledger as prepaid expense; but as quickly as his pack is completed, this prepaid expense item is wiped out, and a reserve created which should be sufficient to take care of the expenditures for overhead items made during the balance of the year.

The items of direct cost, such as cans, boxes and raw produce, etc., should be figured up at the end of each month, or sooner if the pack of any particular item is finished before the end of a month, and the proper entries made charging these items off the books and into a cost account. By taking an inventory of the finished product, which should be done monthly, your trial balance will disclose your true condition.

As soon as the trial balance is taken off your general ledger, a comparative statement should be gotten out, showing the amount of money appropriated for each item of overhead for the month, the exact amount of money spent for each item, and the third column should show a savings or excess expenditure for the year to date. This statement given to the management monthly enables them to stop any unnecessary expenses or correct errors in the budget, and change their selling prices accordingly. With daily reports furnished by the factory, the base or direct cost per dozen can be determined within a fraction of a cent for each day's run, and within twenty-four hours after the run is completed.

With the overhead budget figured carefully, the only thing that can materially effect the estimated profits is change in production, due to short crops or otherwise, and, where possible, reserve for crop hazards should be set up to take care of any shortage. On the other hand, if the total pack for the year is much in excess of five or ten year average, used as a basis, the savings in overhead on account of this increased production should be credited to this reserve for crop hazard rathed than to profit and loss.

REPORT OF TRAFFIC COMMITTEE

Delivered by Mr. William Clapper, Chairman,

To the Western Canners' Association, Chicago, November 9th, 1923.

IT is presumed that as long as there is business there will be need for adjustments; especially is this true in the relation of freight rates to business—all large business being, to a greater or less extent, usually greater, dependent upon the equitable adjustment of rates they are compelled to use in the movement of their manufactured products. And in a country of much magnitude, diversified interests, it is not difficult to see that a proper adjustment at all times is not one of the easy tasks among our daily duties.

The most pressing and important problem in freight rates today to both Western producers and canners is perhaps the West-bound Continental rates, more particularly those affecting Pacific Coast terminal points.

It is a fact, although perhaps not well known at this time, that the rate on canned foods from Groups D (points between Indiana-Illinois boundary and Mississippi River) and Groups E (points between Mississippi-Missouri River territory) are but 10c. per cwt. higher than they were in 1914, at which time we enjoyed a 40,000-lb. minimum, with greatly restricted mixture, as compared with 60,000 lbs. today—with liberal mixture.

Now, this being true and considering the greatly increased costs of doing business, a pleasure in which all carriers participate, as well as any other large or small business institution, it would seem it is as low a rate as could reasonably be expected and an adjustment that should be satisfactory to any well-informed manager, but it isn't. Why?

Because of the advent of the Panama Canal and its low water rate competition from Atlantic to Pacific points of call.

To us in the Middle West, who are unable to take advantage of the low rates this new route makes possible, it would appear to be taxation without representation, owing to the fact that we helped pay for the building of the Canal, and now can't use it. But, on the other hand, it is being used to our very serious disadvantage.

At the close of the war, when freight rates were at the peak, the canned foods rate, all rail, to Pacific Coast and intermediate points, was from this territory $1.50 per cwt. In May, 1921, the carriers made application to reduce this figure to $1.30, but before hearing could be had the 10 per cent reduction became effective, making the rate $1.35. In the fall of 1921 the carriers made application to reduce the rate to $1.15, which, after a series of hearings that extended around the Grand Circuit, was denied. One of the reasons given was that it might be detrimental to our friend the Canal. Later on the carriers again undertook a reduction, and were successful in getting their rates to Pacific Coast points applicable to intermediate territory as follows:

From—

Chicago	$1.05
Mississippi River	1.00
Missouri River	.95

Where we stand today, as compared with an average rate via Canal of 73½c., made up about as follows:

Average C. L. rail rate from producing point to all outer	.27
Average boat rate all outer to Pacific points of	.40
Incidental charges, wharfage, insurance, cartage or switching at delivery points	.065
	.735
A difference in favor of the Canal route of	.265
Or per doz. on No. 2 goods of	.05

From reports received it is apparent the last adjustment has permitted the Mid-West canner to regain a goodly portion of his business at intermediate points, but is still finding difficulty at terminal point.

And how to overcome this disadvantage is a problem that both your able secretary and traffic committee have been endeavoring to solve. We have all we can ask for from a comparison viewpoint with present and former rates, considering increased costs, but on the other hand our friendly enemy, the Canal, still has us bested.

We are open to advice.

THE RETURN OF SWELLS FROM THE LABORATORY STANDPOINT

By W. D. Bigelow,

Research Laboratory, National Canners' Association, Address Before the Western Canners' Association, Chicago, November 9, 1923

DURING the last five years the Research Laboratory of the National Canners' Association has been conducting a series of fundamental studies regarding the processing of canned foods. The information gained by these studies is placing the processing of canned foods on a scientific basis. It introduces a considerable degree of certainty in a field where previously guesswork prevailed.

We Manufacture for Canner:

VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
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TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
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For Milk Packer:

SWEETENED MILK FILLERS
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AUTOMATIC STERILIZERS
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AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

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BERLIN, WIS.. U. S. A.

PICKUP GUMS

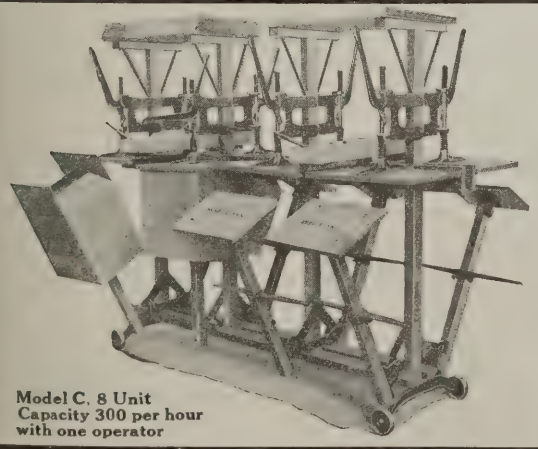
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Cold Water Paste for sticking the lap.

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Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.



Model C. 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

When this work was undertaken, I vaguely hoped that we might be able to lay down directions that would entirely stop underprocessing. As the work has developed, however, and we have been brought into more general touch with the operations of canning plants, I have grown to realize that this is one of the ideals for which we must always strive, but which we can never hope to attain. The variations in canning procedure are so great and the number of things that "may happen" so numerous that eternal vigilance will always be necessary to prevent occasional underprocessing of canned foods. This is a matter I have discussed on several previous occasions, and at this time I will only refer briefly to some of the variations in canning procedure which have an influence on the time necessary for processing.

Among the conditions that affect the sterilizing value of the process and in which occasional error may be made are the following:

(1) The initial temperature may be too low;
(2) The contents may be too closely packed;
(3) The accuracy of the retort thermometer;
(4) The amount of care exercised in holding the retort thermometer at the desired temperature;
(5) The "coming up" time of the retort;
(6) The influence of the temperature control apparatus on the "coming up" time and initial temperature of the retort;
(7) The size and shape of thermometer pockets;
(8) The amount of venting and the position of the vents;
(9) The construction of the retort, especially the distributing system on the steam pipes;
(10) The amount of water in the retort during processing;
(11) The manner in which very small cans are stacked in the retort; and
(12) The manner of cooling the product and the promptness with which it is cooled after processing.

These conditions have all been emphasized so often that they should be familiar to all canners. It sometimes happens, however, that some of them are overlooked and considerable spoilage results. Still more frequently new processing devices are introduced in which for some unforeseen reason an error is made in the temperature employed. This applies to commercial processing devices to a certain extent and to a much greater extent to home-made processors.

During last summer I happened to be present in a canning plant that had just installed a new commercial processor and had turned on the steam for the first time. The machine was started according to the directions of the manufacturer. A study of its operation showed that it was not introducing to the product anything like the amount of heat necessary for sterilization. It was a simple matter to change the operation of the machine so that it would effectively sterilize the product. If this study had not been made when the machine was started, it would have been operated according to the manufacturer's instructions until spoilage in the warehouse showed that sterilization had not been accomplished.

About the same time one of my associates responded to an appeal from one of our members and found that his trouble was due to the use of a home-made sterilizer which did not employ the amount of heat the canner thought he was using.

Errors of this kind are especially frequent in continuous cookers. Sometimes the heat is not uniform throughout the cooker. With rotating cookers errors are sometimes made by over-estimating the influence of rotation on the heat penetration of some products

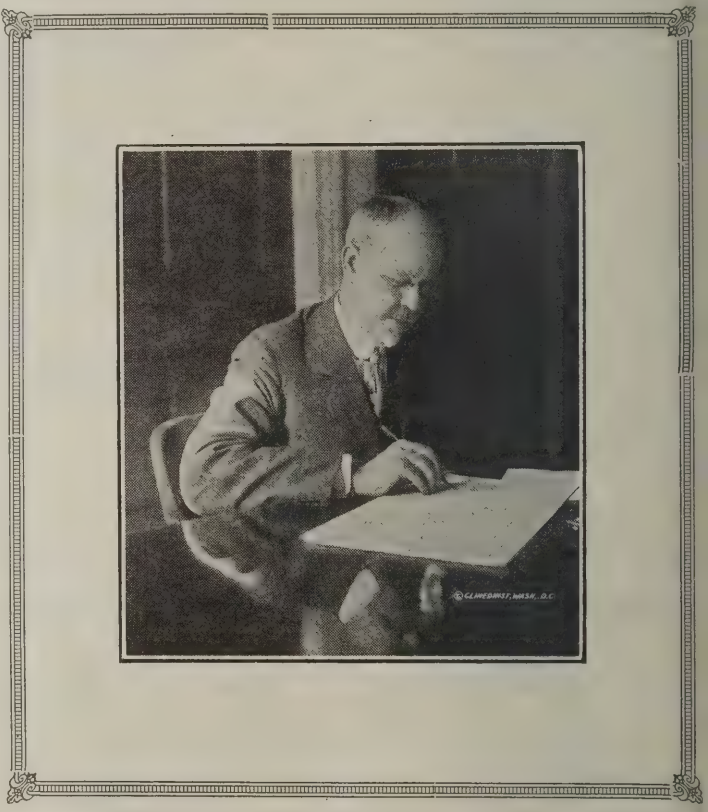
But under-processing is not by any means the only cause of spoilage in canned foods; perhaps it is not the chief cause. Several other causes are familiar to the industry. Among these may be mentioned: imperfections in plate and cans, improper operation of the double seamer, inadequate exhaust, delay in processingafter the cans are sealed, insufficient cooling after processing and improper storage. Oxygen from air left within certain products accelerates the perforation of the cans and lends to the spoilage of many fruits which might be marketed with safety if the air were adequately removed before sealing the can.

Springers sometimes occur because of over-filling the cans, insufficient exhaust and storage under improper conditions.

When spoilage occurs or when canned foods become unmerchantable, it is obviously important to establish the cause of their condition, partly to fix the responsibility and partly to take steps to prevent a recurrence of the condition. Under such circumstances the assistance of the Research Laboratory is often requested. When this is done, we are often able to point out the cause of spoilage and sometimes are able to establish that the unmerchantable condition is due to causes previously unknown in the industry. Some illustrations may be of interest.

In one large fruit canning plant visited by a representative of the laboratory it was found that perforation with strawberries was limited to certain varieties The berries of such varieties contained large cavities filled with air. This was obviously the cause of the unusual amount of perforation experienced with these berries. Methods for eliminating the oxygen held in this manner have been studied, and the results of this work will be given strawberry packers.

One canner found occasional dark spots on peas put up in No. 10 cans. In sending a case of samples to the labora-



DR. W. D. BIGELOW
In the Laboratory
At Washington, D. C.

tory, he described his method of canning in considerable detail The discoloration was found to be due to copper, and from his description of his process it was suggested to him that the copper came from the contact with metallic copper in a gravity brine tank. Having this suggestion, the canner realized that he had introduced a copper hopper above his filling machine with which the peas after blanching were in contact for a longer time than the gravity separation apparatus. He also found that peas took up copper more readily after blanching than before. The suggestions made by the laboratory, therefore, enabled him to locate the cause of the trouble promptly, and he eliminated the discoloration by coating the hopper with tin.

The bleaching of sour pitted cherries in occasional glass jars was found to be due to particles of aluminum. It is well known that in pitting cherries the plunger sometimes becomes slightly bent, so that it gouges particles of metal from the aluminum cylinder of the pitter. These particles of metal, of course, find their way into the cherries and may be the explanation of the bleaching of cherries, which has always been noted in occasional cans.

An unusual amount of spoilage in No. 10 canned peas was found to be due to the agitation of the cans loosely stacked in the crates in retorts partly filled with water and processed at 250 degrees. By reducing the temperature of process to 240 degrees, and thus lessening the strain on the cans, the spoilage was stopped.

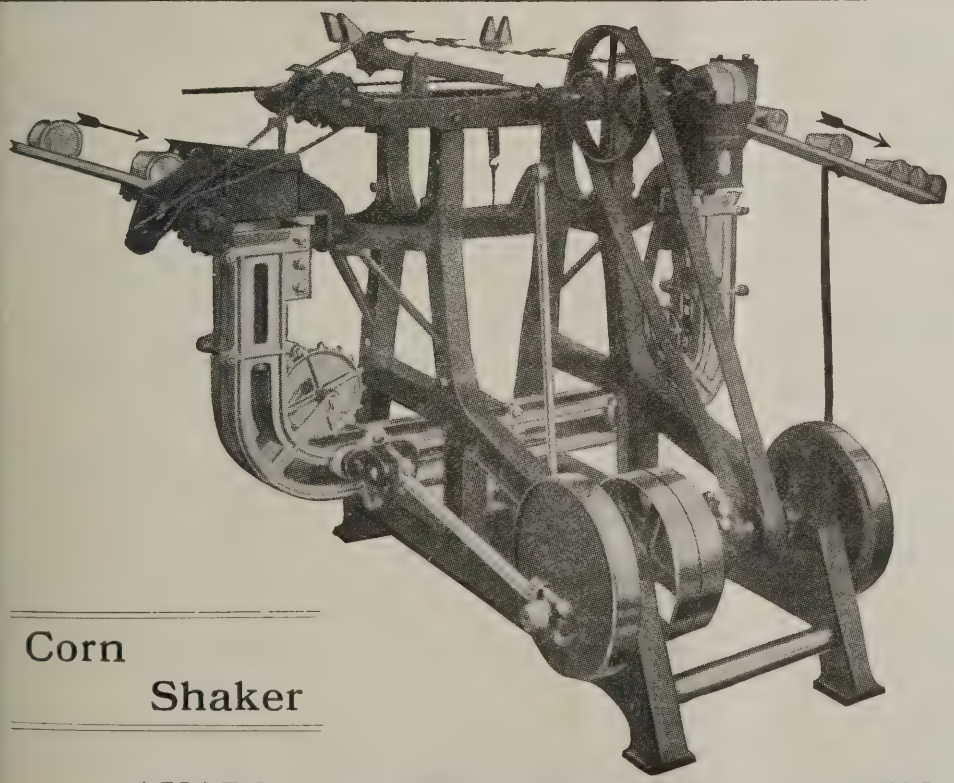
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Corn Shaker

Black Discoloration in Corn.

Mr. Corn Canner:-

If you are troubled with Black Discoloration in your corn here is a remedy--use our Corn Shaker.

This thoroughly mixes the contents of the can and the black disappears.

Shaking also gives the corn a rich, creamy appearance.

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These are typical instances of questions that are from time to time referred to the Research Laboratory. Frequently the sample consists of a single can, or a very small number of cans. Often the cans selected for sending the laboratory are not representative of the spoilage that has been encountered. It happens occasionally that where we have not been able to reach a conclusion regarding the cause of spoilage from the samples sent to the laboratory, we are able to establish the reason by visiting the canning plant, where we can study a larger number of cans and look into the conditions of canning.

It is obvious, however, that only a very small percentage of the cases of spoilage and unmerchantable canned foods are referred to the laboratory for examination. We have long felt that if we had opportunity to study such cases more generally, we would be able to learn of new and unusual causes of spoilage much earlier than we have under conditions heretofore obtaining in the industry, and could suggest remedies for them. There is now under consideration a plan by which we believe that this may be brought about. The National Canners' Association has proposed that in case of claims for spoiled and unmerchantable products those shipments, or parts of shipments which canners have heretofore ordered returned to their plants, shall be sent to designated warehouses in various parts of the country Here they may be given a preliminary examination and where necessary adequate samples may be sent to the laboratory for more detailed examination. The preliminary examination in the warenouse will usually be sufficient. It will be conducted by men trained in the Research Laboratory and experienced in the canning industry.

Frequently the examination of these goods will disclose directly the cause of their condition. Often they will suggest further inquiries which will be made at the canning plant, and sometimes will suggest a survey which may be made at the plant while it is in operation. Information gained in this way will permit the Research Laboratory to make specific suggestions to individual canners. It will also give us a general insight into the kind of spoilage that is occurring generally over the country, and will doubtless suggest new investigations that should be planned with a view to preventing such spoilage.

It has been suggested that this work was of such a distasteful nature that it would be difficult to find men who would willingly undertake it. This would be true if it were contemplated that men should give up their whole time to work of this kind When it is made merely an incident in the work of technologists, who spend their time in the canning industry, however, it affords an opportunity to make them more familiar with the problems of the industry. They are more than compensated for the unpleasant nature of the work by the insight it gives them into what is happening in the industry and the light it will throw on the reasearch problems of canning technology.

In this work our own technologists will have the advantage of the co-operation of the chemists employed in the various State food commissions. In several States we have already been invited to extend our work into their laboratories wherever it is found desirable. The work done under these conditions will also give an opportunity to demonstrate to the State Food Control officials our methods of examining canned foods and the interpretations we place on the results of our examination. The industry has often suffered from a lack of adequate information regarding these matters among State and municipal food control officials. It is believed that that situation may be largely remedied by the warehouse plan for the return of swells.

LOOKING FOR MORE LOBSTERS.

A SPECIAL commission has left France for Madagascar for the purpose of arranging the organization of a lobster canning industry in the vicinity of Tulear on the southwest coast of the island, according to a report which has just been received by the Department of Commerce from Consul J. G. Carter. So fond are the French of canned lobster that they draw upon the output of practically every lobster canning establishment of the world.

MEETING OF INDIANA CANNERS ASSOCIATION

Indianapolis November 20-21, 1923 Claypool Hotel.

WHAT has been pronounced by both officers and conventionites as probably the best Convention the Indiana Canners Association has ever held, took place at the Hotel Claypool, Indianapolis, on November 20th and 21st. As an instance, it might be cited that there were 117 canners present at the "closed" meeting on Wednesday, and from this the Association hopes soon to have its membership up to the 100 per cent. mark.

The meetings opened on Tuesday morning, the 20th, President C. L. Turmail welcoming the assembly, and making one of his characteristic good addresses. During this he recommended the following for consideration:

1st, I want to recommend that this association appoint a membership committee to make effort to get every canner in the State as a member of our State Association.

2nd, I would recommend that our State Association co-operate closer with the Western and National Association. I believe they can be of great help to our State Association and perhaps we can be of some help to them.

3rd, That the Association give a vote of thanks to the machinery and supply men and the brokers for the part they have taken in giving us entertainment at our conventions and the help they have given us during Canned Foods Week, and especially do we want to express our thanks to their committee who have devoted so much of their time for our comfort and entertainment, namely, Mr. W. B. Palmer, Frank Langsenkamp and A. E. Coddington.

4th, That a committee of canners be appointed in due time to take care of Canned Foods Week—that is, the contributions of the canners. I believe that every canner should contribute his part to the national fund for expense of the window streamers, etc., and to the state fund for any advertising campaign which might be inaugurated for our state. We made a good showing last year; we can make it still better this year. If every canner will come in, the burden will be light. I am sure no one wants to be a free rider all the time, and yet we have canners in the State who have never contributed a cent to this fund. It is certainly the greatest move ever made to sell more canned foods, and if there is a canner in the State who does not want to increase the sale of his products, I would like to hear from him.

5th, I believe there should be a committee appointed to take care of the display of canned foods at the national convention to be held at Buffalo in January. We are certainly all interested in boosting Indiana canned foods, and I consider this a great opportunity. Every canner in the State should contribute a few cans of his products for this exhibit. There will be no expense to the individual canner, other than donating a few cans of his products.

The Warehousing Plan Adopted—President J. A. Anderson, of the National Canners Association, the next speaker on the program, explained in detail, much after the style of his addresses at Chicago and Milwaukee, which have been recently published in these columns, the points of this plan; and Assistant Secretary Frank M. Shook likewise elaborated upon the plan, with the result that such canners as had had hazy or uncertain ideas of the matter, changed their minds and became enthusiastic about it. Indiana lined up solidly behind the plan.

Better Tomato Seed—At the afternoon session Prof. H. D. Brown, of Purdue Experiment Station, explained the work of their station on better tomato seed propagation, saying, in part:

The Indiana Baltimore tomato seed continued to outyield other varieties and strains of tomatoes in tests at Purdue Experiment Station, La Fayette, this summer. The average yield of the 6 Indiana Baltimore selections (individual plant selections made in 1922) was 13.35 tons per acre, while the average yields of the

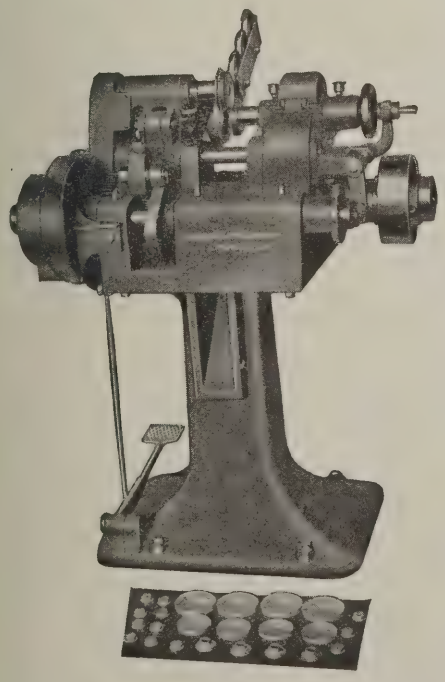
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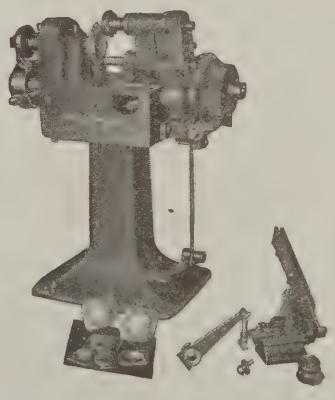


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

46 seedsmen's lots was 12.18 tons per acre. This is a difference of 1.17 tons, or an increase of 9 6 per cent over the average yield of the seedsmen's strains. The seed which was saved for the canner's seed production plot came from the highest yielding lots which had an average yield of 15.14 tons per acre. Thus seed was saved from lots that produced 24.3 per cent better than the average of seedsmen's varieties.

In order to check the variations in soil fertility, 36 checks were grown, every 10th row being a check. The average of these 36 lots was 13.39 tons per acre. The seed used for these checks is the same as that used in the canner's multiplication plots at Orleans this year. It is interesting to note that the average yield of these 36 check plots is 1.21 tons per acre above the average yields of the 45 seedsman's lots and is approximately the same as the average yields of the selections made from the Indiana Baltimore. Thus it is apparent that field tests were necessary to verify the value of the seed saved from plant selections made in 1922. By forcing lots into early maturity it is possible to determine which lots are the highest producers, so that seed can be saved from duplicate plantings of the high-yielding lots grown as a midseason crop.

Yield records were discontinued September 14th this year, due to the early frost. The frost caught most strains of the Indiana Baltimore with a heavy set of fruit, while many of the seedsman's strains were through yielding. In fact, most seedsman's lots which outyielded the checks were early varieties. Since frost came nearly a month early this year, it would hardly seem advisable to breed an earlier strain because of the loss of one year's crop.

Type of Fruit—In order to reduce the amount of blossom and rot and to produce fewer misshapen fruits, selection during the past two years has been toward a deeper fruit and one that is more nearly round. Data collected during the past years indicates that deep round fruits are freer from these two imperfections than the elongated flattened types.

Selections are always made with a view to securing a strain which is the least inclined to crack, but all lots cracked more or less during the past unfavorable season.

Disease—The amount of leaf spot prevalent in the fields during the past season has made this disease of considerable importance. Unfortunately there is little or no difference between varieties and strains in their ability to resist the leaf spot disease. If the disease continues to be serious, some control measures must be forthcoming. Perhaps the recommendations made by the United States Department of Agriculture can be applied effectively if modified to suit Indiana conditions.

The breeding of a strain resistant to the soil-borne disease known as Fusarium was started this season, but due to the cool summer the disease was not nearly so destructive as it has been during the past. For this reason the tests this summer did not have much value. The work will, however, be continued in order to secure a wilt-resistant Baltimore, suitable for Indiana conditions.

Mr. John A. Lee, secretary of the Western Canners Asociation, and widely known as "Wrangler" of The Canning Trade, spoke upon the question of Organization. His remarks were followed very closely and had the effect of a later resolution looking towards closer co-operation between the canners of the various States.

"An industry like the canning of foods," he said, "cannot stand still—if it does, it will retrograde. Therefore those engaged in it, should meet and know each other, confer with and learn from each other, learn how the difficult problems of food preservation have been solved and how improvements in quality have been made.

"Learn to know your neighbor as a friend and quit disliking him as a competitor."

Can Prices for 1924—Mr. H. A. Baker, of the American Can Company, explained the can question, now uppermost in canners' minds, because of the predicted higher prices in 1924. Besides a genial personality and ability as a speaker, Mr. Baker is an expert on the tin plates, and he proved his ability to make clear a situation over which his company had no control.

The Making of Pulp—Mr. O. Z. Zinn, of the Campbell Soup Company, as one of the largest buyers of tomato pulp in the country, spoke upon this important question. He contended for an improved quality of production all along the line, and urged closer co-operation with the growers to the end of an improvement in the quality as it comes from the fields. Speaking of his own specifications in the buying of pulp he contended that they were not hard to meet if the packer had the right equipment. On this subject he said:

Quality and Grade of Finished Fancy Heavy Tomato Pulp—Seller agrees that said fancy heavy tomato pulp must have a bright red color (such color is to be determined when the pulp has been brought to a uniform specific gravity of 1.022 at 20° centigrade), and a good tomato flavor, free from bitter, flat, sour or scorched taste, free from all seeds or broken seeds, that same shall be guaranteed to comply with all State and Federal food laws, and to be within the limit of bacteria, yeasts, spores and molds, as provided in the Federal Regulations, that same shall be finished through a twenty (20) mesh screen having 1/40" diameter holes, and shall contain no reprocessed or re-cooked pulp. Each can shall be properly processed and properly cooled after processing; and shall be stacked in such a manner that the pulp will not stack burn and the cans will not rust. The fancy heavy tomato pulp, without the addition of salt, must contain not less than ten and one-half per cent (10½%) of tomato solids determined by drying in vacuo at 70° centigrade.

The outlook for the coming year looks good enough now to encourage every effort. Indiana canners did not make enough money during 1923 to afford long winter trips to Florida so it will give them a good opportunity to stay at home and fix up the cannery this coming winter and spring. There are many little changes around the cannery that will help, and you will forget them if not attended to promptly.

Through the proper effort, which I know you can give, we look forward to a bigger and better Indiana tomato crop and pack during 1924.

Wednesday morning, as we have said, was given over to a closed session in which the canners considered every phase of the industry from the raw products to the wohlesale grocer, and from which some very important and valuable data developed. The canners were there and took part in the discussion, lending their experiences freely.

A committee was appointed to solicit new members, and a strong effort is to be made to place Indiana in the 100 per cent. membership class.

The Election—President Turmail retired and the vice president, John Souder, of Greenfield, Ind., was elected as president. Mr. Frank M. Hundley, of Summitville, Ind., was elected vice president, and Secretary-Treasurer Kenneth N. Rider was re-elected for another year.

The Resolutions Committee brought in the following report:

Resolved, That it is the sense of this Association that the payment of a greater brokerage than three per cent on tomato pulp is unreasonable and not warranted by trade conditions.

Resolved, That this Association again recognizes the magnificent work of the Horticultural Department of Purdue Agricultural Experiment Station in its development of an improved tomato seed. We maintain that the results already obtained fully warrant and demand a continuation of this work in the interest of Indiana's premier position in the tomato world.

Resolved, That the President shall appoint a membership committee whose sole duty shall be to secure a larger membership, to the end that every canner in the State shall be enrolled as a member of the Association.

Resolved, That the Association hereby pledges its hearty support to the regional warehouse plan, so called, for disposition of the vexatious swells question, and extends its endorsement to the plan of the National Canners' Association for handling same.

Resolved, That the Association tender a vote of thanks to the machinery and supply men and the brokers for the part they have taken in giving us entertainment at our conventions

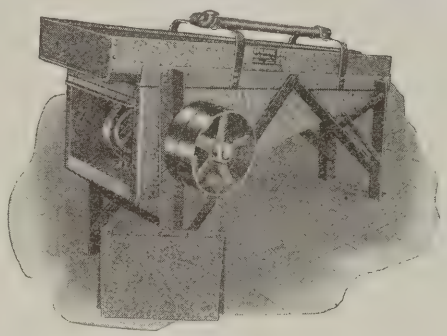
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Sprague-Sells Pea Washer (Glass Type)

For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation desired.



Sprague-Sells Pea Washer
(Glass Type)



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you want:

and discharge prop-
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rge mechanism
e peas out faster
take permits them
r. Peas cannot back
ough Blancher and
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ight change in feed
charge mechanism,
can be made at any
lancher will handle
products, such as
eans, spinach, etc.

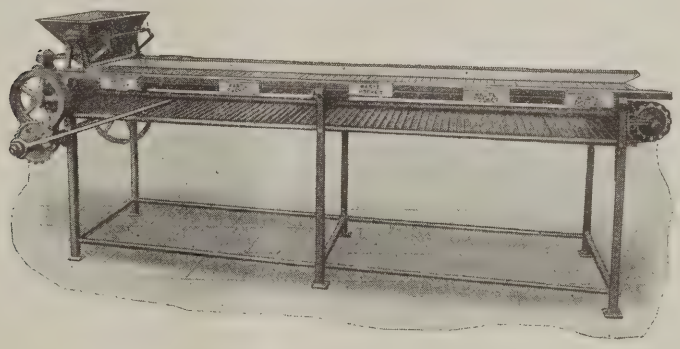
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UALITY

Sprague-Sells Picking Tables

Illustration shows our metallic apron Picking Table, on which the peas are carried in straight rows in the depressions so that splits, stones and other foreign matter are easily seen and removed. No cracks or crevices to accumulate dirt. Easily cleaned and sterilized.

We also build rubber belt type tables in any size desired.



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Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

MACHINERY

Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

and the help they have given us during Canned Foods Week, and especially do we want to express our thanks for their committee, who have devoted so much of their time for our comfort and entertainment, namely, Mr. W. B. Palmer, Mr. Frank Langsenkamp and Mr. A. E. Coddington.

Resolved, That we believe there should be a committee appointed to take care of the display of canned foods at the National Convention to be held at Buffalo in January. We are surely all interested in boosting Indiana canned foods and consider this a great opportunity. We recommend that all canners contribute liberally of their products.

Resolved, That in order to have closer co-operation, thereby accomplishing more for the individual canners and also the industry, we recommend active membership in the State Western and National Associations, for "In union there is strength" and "United we stand, divided we fall."

Resolved, That every canner is vitally interested in the distribution of canned foods, and as Canned Foods Week is a very large factor in such distribution, we recommend and urge all Indiana canners to contribute to National Canners' Association Canned Foods Week Committee for the expense of streamers and distribution, and we also recommend a State-wide campaign as formerly conducted through the help and co-operation of the jobbers and brokers of the State.

Resolved, That the Secretary express our appreciation to President James A. Anderson, Prof. H. D. Brown, Col. John A. Lee, Mr. Wm. A. Moore, Dr. H. A. Baker and Mr. O. C. Zinn for their interesting part of our program.

Resolved, That the great appreciation of the Indiana Canners' Association be expressed to the officers, Clarence L. Turmail and Kenneth N. Rider, for their untiring efforts to make a successful year, especially for their good work done at Milwaukee to bring to the attention of the public the fine display of Indiana canned foods.

(Signed) J. J. ROGERS,
E. O. GROSVENOR,
A. L. DREYER.

The Entertainments—On Tuesday evening the entire Convention was the guest of the Brokers and Supply Men of Indiana at a theater party.

TRI-STATE PACKERS' ASSOCIATION
ANNUAL CONVENTION PROGRAM

Adelphia Hotel, Philadelphia, Pa.

MONDAY, DECEMBER 10, 1923

2 o'Clock P. M.

Secretary's Report.....C. M. Dashiell, Princess Anne, Md.
Address of Welcome.....Mayor J. Hampton Moore
President's Address.....E. M. Records, Forest, Del.
Address by Mr. Hannigan.....Wilmington, Del.
President Tri-State Wholesale Grocers' Association.
Address by Mr. Roy Clark.....Washington, D. C.
Of the National Canners' Association.
Address by Mr. James Moore.....Rochester, N. Y.
Of New York Canners, Inc.
Address by Mr. C. G. Woodbury.....Washington, D. C.
Director Raw Products Research, National Canners' Asso.
Address by Prof. Thomas B. Symons.....College Park, Md.
University of Maryland.
Appointment of Committees.

"GET-TOGETHER DINNER"

7 o'Clock P. M.

Address by James A. Anderson.....Morgan, Utah
President National Canners' Association.
Address by Mr. E. J. Cattell.....Philadelphia, Pa.
Address by Mr. George W. Cobb.....New York City
General Manager of Sales, American Can Co.

TUESDAY, DECEMBER 11, 1923

9:30 A. M. Sharp

Mr. C. W. Houck.....Grading Tomatoes for Cannery Use
Bureau of Agricultural Economics, Washington, D. C.
Mr. A. D. Radebaugh..Progress of Community Plant Bed Project
County Agent, Elkton, Md.
Mr. William P. Cosgrove.....Warehousing and Financing
Philadelphia Warehouse Co.
Business Meeting
Report of Committee on Resolutions
Report of Committee on Nominations
Election of Officers
Adjournment

PROGRAM
ASSOCIATION OF NEW YORK STATE CANNERS, INC.

Hotel Powers

Rochester, N. Y., December 12th and 13th, 1923

THE annual meeting of the Association of New York State Canners, Inc., will be held at the Powers Hotel, Rochester, N. Y., on December 12th and 13th. The following is a brief summary of the program:

Wednesday, December 12th, 10 A. M.—Reports of President, Treasurer and Secretary; appointment of committees; report of Committee on No. 2½ Cans.

Wednesday, December 12th, 2 P. M.—Addresses by President James A. Anderson, of the National Canners' Association; President Philip A. de Puyt, of the National Retail Grocers' Association; Mark A. Daly, of the Associated Industries of New York State. and G. F. Osborne, of the Livingston County Canning Co. (Oil Compression Engines in the Cannery).

Thursday, December 13th, 10 A. M.—Addresses by Dr. R. W. Thatcher, of the State Experiment Station; Prof. R. A. Emerson, of Cornell University; C. G. Woodbury, of the National Canners' Association, and C. W. Hauck, of the U. S. Department of Agriculture.

Thursday, December 13th, 2 P. M.—The legal business meeting of the Association for the election of directors, reports of committees, and the transaction of miscellaneous business. This session will be followed by the cutting of the experimental apple packs, and the testing of pies made from these packs.

While the courtesy of a good attendance to hear our speakers is requested, we wish to call attention to the fact that the transaction of business is a very important part of our meeting, and your prompt attendance at the morning session on Wednesday and the afternoon session on Thursday is especially requested.

ENTERTAINMENT

Wednesday, December 12th, 12:30 P. M.—Ladies' luncheon at Sibley, Lindsay & Curr Co., tendered by the machinery supply men and brokers. After the luncheon a theatre party at the Eastman Theatre will be given under the same auspices.

Wednesday, December 12th, 8:15 P. M.—Theatre party at Keith's Temple Theatre, given by the Association.

Thursday, December 13th, 7:00 P. M.—Dinner dance and entertainment given by the machinery supply men and brokers at the Seneca Hotel.

The details of the entertainments tendered by our friends, the machinery supply men and brokers are in the hands of a special committee, and inquiries should be addressed to Harry Kasselow, American Can Co., 301 Union Trust Building, Rochester.

The theatre party on the evening of the 12th is given by our Association. Four hundred seats have been reserved, and seats will be allotted to you in the order of application to me. In general it is expected that two tickets will be reserved for each plant and for each associate member, but we will try to see that any reasonable requirements of members are satisfied. Please fill out the enclosed card and return at once to me. Tickets will be distributed at the morning session on the 12th.

CONVENTION DATES

December 10-11—Tri-State Canners, Hotel Adelphia, Philadelphia, Pa. Annual meeting.

December 12th and 13th—New York State Canners, Hotel Powers, Rochester. Annual Meeting.

January 8-9, 1924—Utah Canners' Association, Utah Hotel, Salt Lake City. Annual convention.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers, Machinery Exhibit, etc., Buffalo, N. Y.

Note:—Secretaries can help their cause by keeping us informed as far ahead of time as possible, and so keep this column correct and complete.

New Idea Transplanting Insures Bigger Crops

The ability of your growers to keep your kettles filled at canning time is supremely important. Every bushel more they can raise represents added profit you can make. And that is why it will pay you to find out about

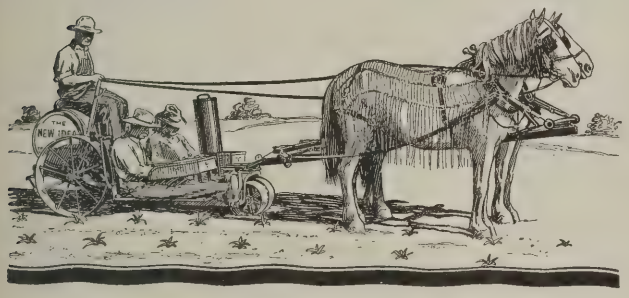
NEW IDEA TRANSPLANTERS

Improper transplanting is the chief menace to the two major can-house crops - - tomatoes and cabbages - - and many canners have recognized the value of co-operating with their growers on this important point. They are buying New Idea Transplanters, not only for their own acres but for loaning to their local growers each Spring.

The New Idea Transplanter is a remarkable improvement over other types, covering more acreage per day and getting better yields than any other transplanter on the market.

It will pay you well to encourage its use in your territory. We will gladly send literature to you and to any names and addresses of your growers that you care to give us.

THE NEW IDEA SPREADER CO.
COLDWATER OHIO.



IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

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GEO. W. ZASTROW

The Little *Pea* with the *Big "Rep"*

ROGERS WINNER

Smallest seeded canners' variety in existence.
Runs 1000 more seed to the pound than Alaska.
Just as early, and a better yielder than Alaska.
Pays you far better, averages 90% in 1's, 2's and 3's. Originated by A. L. Rogers, and perfected by years of careful breeding and selection.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Originators
Breeders & Growers
Chicago

The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and ask remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quality" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

THE COMMUNITY PLANT BED A SUCCESS

Its Results in the Tri-States in 1923.

ECONOMICAL production of tomatoes, the keynote in the success of the tomato canning industry in Maryland, has received a decided impetus in the State as the result of the introduction of the community plant bed idea.

This was the consensus of opinion of county agents, specialists and other interested persons who attended a conference in Baltimore early in November to review results obtained during the past year in the promotion of the tomato industry. Reports coming from both Maryland and Delaware indicated the development of an entirely new interest on the part of growers in the production of strong, vigorous plants as one of the primary essentials in successful tomato culture.

The community plant beds were given credit for much of this interest. Reports from Maryland counties, where community plant beds were tried during the past year, indicated that not only had the plant beds succeeded in producing plants above the average in quality, but that they had been responsible for stimulating interest among growers who produced their own plants. As a result plant beds throughout the State were prepared more carefully, sprayed more regularly, and consequently produced better plants than in former seasons.

It was the general opinion that the community plant bed had demonstrated its possibilities, and that the coming season will witness a greater number of them in the State. Preliminary estimates, as given at the conference, indicated that probably forty-five beds would be established in the tomato-growing counties the coming year.

The conference was called at the instance of C. G. Woodbury, of the National Canners' Association. This organization, Mr. Woodbury explained, has assisted in promoting the community plant bed idea because of the interest of canners in improving the quality of the tomato pack. A quality pack, he stated, could not be obtained without quality production, a factor that is correlated with high yield. The conference had been requested, he said, to receive reports of results during the past year and to make plans for a continuation of the work another season, if such action seemed desirable.

A. D. Radebaugh, county agent in Cecil county, who assisted in supervising the community beds in the State the past season, told the conference of his endeavor to secure better seed by saving selected fruit in the field and by comparative tests of different strains of the Greater Baltimore. Speaking of his experience with plant beds during the past year, Mr. Radebaugh said he had found dusting easier, cheaper and just as effective as spraying in controlling diseases and insect pests. Plant beds from a quarter to a half acre in size were found most satisfactory, he said, and beds of larger area were seldom advisable. The importance of a mulch of equal parts of leaf mold and tankage after the seed had been sown was a point which Mr. Radebaugh stressed. Drilling the seed thinly in the row and having the field properly fertilized for the plants were other factors which he mentioned as important.

E. P. Walls, county agent in Talbot county, Maryland, reported the results from five community plant beds. Some of them were too large, he said. The best results had been obtained from a bed an eighth of an acre in size, he said. The growers generally were enthusiastic over the results and were ready to undertake similar projects the coming year, he said.

Somerset county (Md.), where three beds were planted, obtained only fair results, according to the report of County Agent C. Z. Keller. This was due to the uncertainty of the price situation early in the year which discouraged growers and caused them to lose interest in the projects. More good seed had been sown and more spraying had been done during the season than ever before, he said. He described other improved methods of growing plants in the county, and said that in fields where fertilizer containing 10 per cent potash had been used better yields and better quality tomatoes had been grown.

Worcester county growers, who had obtained plants from the two community beds in that county, had yields above the average, reported County Agent E. I. Oswald. Poor seed in one case and bad weather in both cases operated to make the results less successful than they might have been. Growers generally, however, followed improved methods, said Mr. Oswald, and a considerable number saved seed from selected plants for use next season.

A poor market for the crop in Anne Arundel county was a discouraging factor of the past season among growers, reported G. W. Norris, county agent. The one community plant bed that was tried, however, gave satisfactory results and growers secured an average yield per acre about three times that of the average for the county.

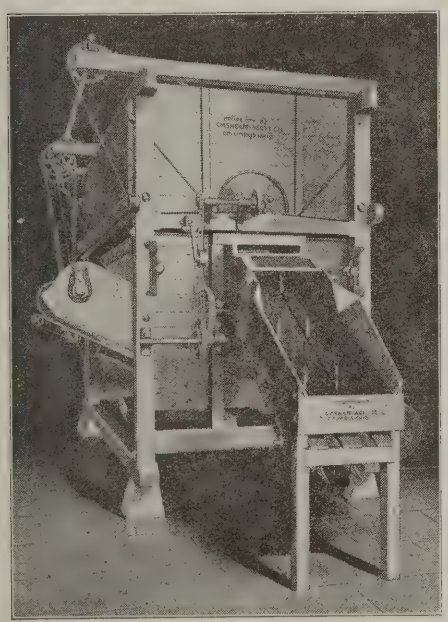
Dorchester county started out with prospects for approximately four million plants, said County Agent E. W. Montell, but actually grew about two and a half million. Six of the eight beds started in the county were successful. Sea weed, which had been used as bedding for hogs and rotted down, was found to be the best mulch for the seed bed. Plants were sold at 75 cents per thousand, and at this price one of the half-acre beds netted a profit of $238. The average yield in the field for the county, Mr. Montell said, was around five or six tons per acre, but one demonstrator, using plants from a community bed, secured a yield of twelve tons.

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LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

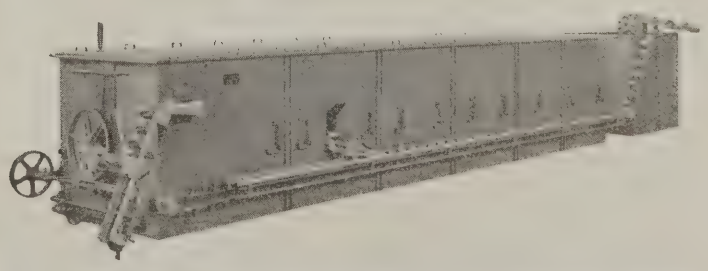
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No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



There were many difficulties with the four beds in Harford county, according to County Agent B. B. Derrick. More than enough plants to supply the growers were secured, however, and the projects had the effect of stimulating individual plant growers to better methods of production. Sixty per cent of the growers in the county sprayed plants in the beds during the season, he said, while not more than 5 per cent had followed such practice in former years.

William S. Silver, of Aberdeen, reporting from the canner's viewpoint, said that growers generally in his section of the State were pleased with results obtained from the community plant beds. More attention was being given to saving seed from selected plants, he said, and probably 75 per cent of the requirements of his territory would be taken care of with home-grown seed. One grower had saved as much as 100 pounds from selected plants, he said.

One bed in Kent county, one and a quarter acres in area, was severely damaged by heavy rains, said County Agent H. B. Derrick. Plants in the undamaged rows, however, proved to be of fine quality and showed increases in the field of from two to four tons per acre over average plantings. Many more plants than were grown could have been sold, he said.

Dr. T. F. Manns, pathologist at the University of Delaware, said that of six beds planted in Delaware, one proved a failure, one was a partial failure and four were successful. The beds gave only about half the number of plants expected, he said, which led to an actual count of the number of seed in a pound. It was found that from 140,000 to 185,000 seed were contained in a pound, and that two or three seed should be planted for each plant expected. Heat protection was given the Delaware beds for three nights, he said. The most satisfactory results in heating were obtained from coal and old railroad ties. Dr. Manns also reported some results with different fertilizers. Six hundred pounds of a 4-6-10 gave an increase in yield of 60 per cent, he said, and where this amount was doubled the increase was likewise doubled.

Prof. J. B. S. Norton, of the University of Maryland Experiment Station, reported on disease surveys and discussed particularly the mosaic disease. This disease was first noted in Kent and Queen Anne counties twelve years ago, he said. It has spread widely since that time. Losses from the disease in the State probably would not exceed 5 per cent, he said, although in certain fields the losses might be very much higher. Suggesting means for controlling the leaf spot, Prof. Norton emphasized the importance of early planting, rotation of crops and spraying the seed beds.

M. M. Stewart, secretary of the Maryland Farm Bureau Federation, told the conference that a study of the form of contract between growers and canners is being made by the Farm Bureau, and that a committee appointed for this purpose is expected to make recommendations for next year.

It was repeatedly brought out during the conference that the past season had been particularly unfavorable for the production of plants. Weather conditions in Indiana had created a scarcity of plants among growers in that State, it was declared by Mr. Woodbury, who added that Maryland growers probably would have been short of their planting requirements had it not been for the community beds.

It was decided by the conference that the plant bed projects should be continued, and that reports of results obtained during the past season ought to be published for guidance during the coming year.

TENTATIVE GRADES OF RAW TOMATOES

Meeting of Tri-State Executive Committee and Many Growers' Associations Adopt Them.

THERE was a meeting of the Agricultural and Executive Committees of the Tri-State Packers' Association, with Mr. Charles W. Hauck, of the Bureau of Agricultural Economics, Washington, D. C., at Wilmington, Del., November 28th, for the purpose of going over with him certain tentative grades of tomatoes and definitions thereof for cannery use.

This matter originated at the Annual Meeting of the Tri-State Packers' Association last January, and Mr. Hauck has been devoting a great deal of time and effort to its elaboration since by travelling over the country, and meeting groups of growers of tomatoes, as well as visiting canneries while in operation, so as to become thoroughly acquainted with the subject both from the growers' and canners' standpoint.

This has led to his formation of the said tentative grades, which have been submitted to quite a number of growers at various meetings, and have been universally adopted by them.

And, inasmuch as the Tri-State section is the largest single producer of tomatoes in the country, he is anxious to have these grades tried out in this territory, and, accordingly, he was desirous of presenting them to the proper committees of the Association, for their consideration and amendment, if necessary from the canners' standpoint.

This was done very thoroughly, and all present unanimously endorsed the proposed grades and definitions, and a committee was appointed, consisting of Messrs. A. T. Stevens, Samuel Watson, Clyde Carroll, C. L. Reckord and H. P. Strasbaugh, to join the Agricultural Committee (Messrs. F. A. Torsch, Lucius Hires and H. L. Cannon), in presenting a resolution embodying this endorsement at the coming Annual Meeting of the Association at Philadelphia, December 10th and 11th, for confirmation or rejection by the association as a whole.

These grades and definitions thereof will be put into pamphlet form and will be sent to any canner interested in them upon application to either Mr. Hauck or the Secretary of the Tri-State Packers Association.

The idea seems to be that canners and their growers in different localities should adopt these grades for the year 1924, when Mr. Hauck may have the opportunity to see how they work out in actual practice, so that, if satisfactory, the government may afterwards put the same into effect.

Mr. Spilman, of the same bureau as Mr. Hauck, brought before the meeting the matter of standardization of truck packages, and showed by photographs and otherwise the importance of reducing the number of the different sizes, so as to form standard sizes of 8, 16, 24, 32 and 48 quarts, or 1, 2, 3, 4 and 6 pecks. The size package in which canners generally are interested is that usually called the 5/8 bushel basket. He strongly advocated the elimination of the 5/8 basket, and the substitution therefor of the 3/4 bushel basket, as the latter when filled with tomatoes weighs only 6 2-3 lbs. more than the filled 5/8 basket, and would call for fewer baskets to handle the crop and would mean less cost for handling. Whereas it takes 60 baskets of the 5/8 size to make one ton, it will take but 50 baskets of the 3/4 size. This facilitates handling, keeping records and estimating, and tends towards standardization of this important carrier.

(The Tomato Grades will be published Next Week.)

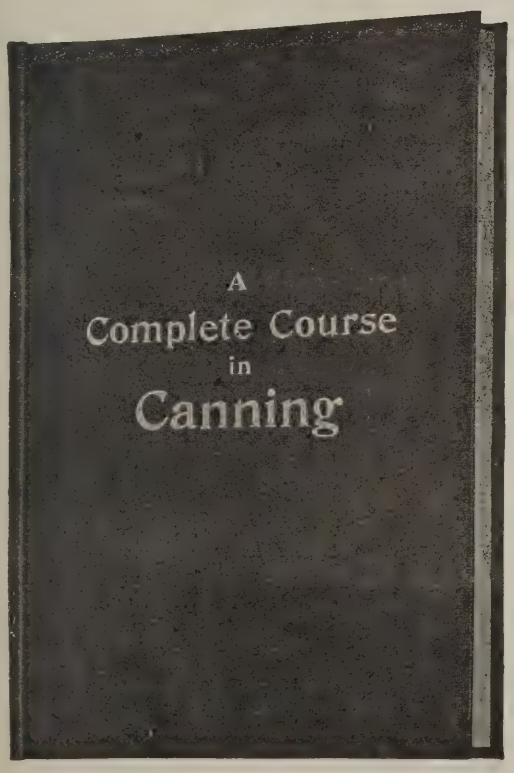
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—one which your superintendent, processor, technical man, and even your salesmen will greatly appreciate—

A Complete Course in Canning

Price $5.00 per copy



Contains practical instructions for hermetically sealing foods in tin or glass, and for preserving fruits, vegetables, fish, meats, soups, condiments, fruit juices etc.

Written in plain, easily understood English, giving full directions, times and processes.

Not a book of mere formulas; but complete instructions how to equip and operate the plant, and produce the goods.

THE ONE RECOGNIZED, AND UNIVERSALLY USED, BOOK OF INSTRUCTIONS.

Order in Time

Published by

THE CANNING TRADE
BALTIMORE, MD.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—100,000 No. 2 Southern Pine Box Shooks, 5-8 x 5-16, a carry-over from our spring contracts. Will sell for less than today's market. Price delivered your station on application.

W. E. Robinson & Co., Bel Air, Md.

FOR SALE—Several No. 2 Max Ams Double Seamers, in good condition; price reasonable.

Address Box A-1123 care of The Canning Trade.

FOR SALE—

We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No. 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—Having decided to discontinue packing peas, we offer the following pea machinery; all machines in good order:

1—Ayars 12-pocket Rotary Pea Filler.
3—Hansen Pea Fillers.
2—Huntley Blanchers, 12 feet long.
2—No. 6 Huntley Cleaners.
1—No. 3 Huntley Cleaner.
2—4-screen Colossus Separators.
2—Nested Separators.
6—No. 147 Clipper Cleaners.
2—10-inch Cup, Ferrell Elevators, 18 feet long.
3—Fairbank's Platform Scales.

Address Box A-1118, care of The Canning Trade.

FOR SALE—

1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.

Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—Two Steam Chests – One 8 feet long and one 10 feet long with cars, at $100.00 each.

The White Packing Company, Moultrie, Ga.

FOR SALE—Wisconsin Pea and Corn canning factory. Most favorably located. Priced right.

Address Box A-1124 care of The Canning Trade.

FOR SALE—8 No. 68 A. T. Max Ams Seamers in splendid mechanical condition. These seamers are automatic in every respect, being arranged for cover feed and body feed, at $275.00 each.

The Heekin Can Company, Cincinnati, Ohio.

FOR SALE—

2—No. 7 Clipper Cleaners, $50.00 each.
2—Sprague-Reynolds Goose Neck Sanitary Elevators, complete, approximately 35 feet, $3.00 per foot.
1—16-inch Sprague Elevator Boot, $75.00.
3—Monitor Style "Y" Washers, wood frame, $200.00 each.
1—Plummer Blancher, just the thing for a No 1 line, rebuilt last year, good condition, $250.00.
6—Closed Retorts, 40x72 inches, complete without crates, $100.00 each. Tagliabue Controllers, $25.00 each extra.
1—Peerless No. 5 Exhaust Box, $125.00.
2—Cuykendall Corn Mixers, $150.00 each.
1—Sprague Iron Buggy Truck, $25.00.
1—Sprague Wood Buggy Truck, $10.00.

Address Box A-1119, care of The Canning Trade.

FOR SALE—No. 89 Max Ams locker with automatic feed and notching and soldering devices.

1—No. 4 A. Slaysman power press
1—Max Ams automatic roll flanger
1—No. 134 Max Ams power press
3—dies for No. 10 covers
2—Max Ams curlers for No. 10 covers
1—No. 74 Max Ams compound liner
1—Stevenson No. 4 power press
1—Stevenson foot power retester for No 10 cans
1—Mitchell slitter with 5 prs. cutters, takes stock 30 in. wide (in fair shape)
1—Ayars slitter with 6 prs. cutters, takes stock 26 in. wide (in fair shape)
1 set foot power, square shears 22 in. wide
1 baleing press No. 12 Handy.

These machines can be inspected at our plant at Ridgely.

Saulsbury Bros. Inc., Ridgely, Maryland.

FOR SALE—1 Special Adjustable Burt Labeling Machine, made to take six assorted sizes of round containers, four to sixteen ounces. Equipped complete with motor and in excellent condition. Machine can be rebuilt for any size can required. For quick sale will dispose of this machine at a very low price. Liebenthall Bros. & Co., 1436 W. Ninth Street Cleveland Ohio.

For Sale Seed

FOR SALE—We have a small surplus of Golden Bantam, Crosby Early, Large Late Crosby, Improved Hickok Country Gentlemen and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from belated stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminates disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system. This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry.

W. R. Roach & Company, Grand Rapids, Michigan

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tipe, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.45	1.35
Standard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	5.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.00
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	4.00	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.50	Out
Maryland, No. 10, f.o.b. Balto	3.50	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.45	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	Out	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

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The Markets

BALTIMORE, DECEMBER 10, 1923

WEEKLY REVIEW

General Holiday Business Is Brisk—Canners Supplying the Small Orders at Proper Prices—Futures in Corn and Tomatoes in No Hurry—Canners Must Know Costs—Future Prices Should Be Better After the New Year Sets In—What Constitutes "Bargains" in Tomatoes—A Figure on the Tomato Pack of 1924.

HOLIDAY BUSINESS BRISK—We might dismiss the canned foods market this week by saying that there has been no change in conditions during this week from what have prevailed for the past two weeks. An ex-ray of the past three weeks would show conditions identical as to prices, demand and offerings—just the same kind of business, neither more nor less, and at practically the same identical prices. We know that we dare not do that, and turn to some other subject, because some of our close market followers would seriously object that we had not reported on the week's market. And yet what we have said is the real market report.

A swing around among the wholesalers and the retailers finds business really very good, demand brisk and orders plentiful. And canned foods are playing, possibly, a larger part in the Christmas goods than used to be the case. That is the one feature of the market that shows real life, and it is a very good omen for the coming weeks—after the turn of the year. The retailers are not stocking up heavily; in fact, they are taking just enough to get by comfortably, knowing that they can buy more if they need it. But their demands upon the wholesalers are keeping his stocks at a very low ebb. In fact, this demand is keeping the jobbers coming into the market for more goods, and invariably for quick shipment. No one seems to mind this hand-to-mouth style of buying any more, and, least of all, the canners need worry since it is eating away visible supplies of spot goods at an alarming rate. And most canners have learned that in former years they did business backwards. That is, when they had a call for a few cases instead of a carload or wholesale lot, they used to tell us and the outside world that they were cleaning out a little holding and let it go below the full market price—because it was only a few cases. In other words, they would sell a few cases at a better price than they would sell a carload. It's hard to believe, but that's the fact. In no other industry under creation could anyone find a similar condition, but it existed in canned foods. Now practically all canners have thrown overboard that "cleaning out a small lot" stuff, and when a buyer wants a retail lot of goods, charge him a retail price; that is, a price higher than for carloads. It costs the canner more to get out and ship 25 cases or 10 cases to two different buyers than it would, proportionately, to ship a carload to the one buyer, and the canner is, therefore, justified in charging the higher price. Besides, it is a well-known trade custom that you must pay more at retail than at wholesale. So the canners are making the wholesalers pay for buying at retail, and it is about time.

FUTURES—The future pea market did not open extraordinarily early—it opens every year at about the time it did this season—and it has been very brisk, and an immense lot of peas have been sold. It is a little early to open future selling on corn and tomatoes, and yet there are those trying to do this. But the jobbers do not seem anxious to take on this business at this time. Good quality and heavy demand for peas have taught the jobbers to cover requirements quickly, and while they can get the goods they want; but they see no such reason to hurry on corn and tomatoes. And it is just as well that they do not. We doubt if these canners have properly figured their increased costs for 1924, and we hope the years of adversity have taught them the folly of guesswork on future costs. An order on your books below cost is worse than no order at all, especially as the banks now have access to cost figures. The picture of a canner called before his banker because he is loaded up with futures sold below cost of production must be a pathetic one. We can imagine that it will be found rather hard to float a loan under such a condition. This is no time to "guess" costs—know what you are doing, or price them extra high to be on the safe side. Don't run your business on another man's prices. Despite your self-conceit he may be able to produce goods and make a profit at a price which would mean loss to you. If you don't know what your goods cost, try to find out; visit a fellow-canner and compare notes; it may do you both good. And don't hurry about naming future prices on corn and tomatoes. After the new year becomes well settled the prices on spot goods will most likely be better than they are today. In that case it will be easier to get a fair price for your futures—at least, better than you can get now. The higher the spot market, the better the future market.

TOMATOES—The little weakness which appeared in tomatoes a few weeks ago seems to be disappearing. There were some willing to part with their goods rather than take a chance on freezing, and this annual fear brought about this weakness. Either they have been sold out or have been put into safe storage, for the market is better this week, and the bargains one hears of in this section are now not below $1.32½, even for unknown packs. Of course, the better-known canners are holding for prices very much above that, $1.40 to $1.50 being nearer the real valuations. There are very few tomatoes in any other section of the country than this Tri-State territory, and most canners now know it. We notice that out in Indianapolis what few tomatoes can be found are quoted thus: 752 cases extra standards, No. 2s, $1.15; 59 cases standard, No. 2s, $1.10; 2,500 cases standard, No. 3, $1.55; 600 cases extra standard, No. 3, $1.60; 1,500 cases standard, No. 3, $1.65. This will give the Eastern tomato canner some idea of what they consider "bargains" in tomatoes in the Central West. It is hard to wake up some of our tomato canners before their goods are

taken away from them at a price far below their real value; and then it is cruel to wake them up.

Nothing has been heard of tomato statistics as yet, but the Bureau of Agricultural Economics of the Department of Agriculture, under date of November 30th, and just recently received, estimates the 1923 pack at 13,159,000 cases. They arrive at these figures by computing the number of acres grown for canning, the average yields, and the average production per ton. In former years they have rather closely approximated the figures issued by the National Canners' Association, but usually are slightly in excess of these actual figures. They credit Maryland with 4,973,-cases, California with 1,635,000 cases, Delaware with 606,000 cases, New Jersey with 485,000 cases, Indiana with 958,000 cases, and Virginia with 1,052,000 cases, to mention just a few of them.

OTHER ITEMS—We notice that succotash has advanced in this market this week, the kind with green limas being now quoted at $1.50. No. 3 sweet potatoes have likewise advanced 5c per dozen, and are now quoted at $1.20. Prices on mixed vegetables have been rearranged, and are now named at $1.10 for No. 2 and $4.50 for No. 10s.

THE MARKET—All items of canned foods are strongly held, and not many free offerings. The usual demand has continued, and the amount of goods passed out is quite good in total volume.

The heavy demand for raw oysters for the Christmas season is on, and the packers are finding trouble getting enough to supply it. So far there has been no severe weather to interfere with oystering, but the supply does not seem to exist, for otherwise it would be on hand at the good prices ruling.

NEW YORK MARKET

Trade Quieting Down—Many Will Attend the Tri-State Convention—Some Call for Corn—The Swells Question May Be the Big One of the Buffalo Convention These Jobbers Think—Future Peas Wanted—Pie Fruits Are Active—Notes of the Market.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, December 6, 1923.

TRADE Has Quieted Down—Dealings in the spot canned foods market have been few and far between during the past week. The market is beginning to feel the full effect of the usual pre-holiday dullness, and operations are slowing down all along the line. With most of the distributors covered on their requirements up to the end of the year, trading on the spot position is of the pick-up variety, with buyers coming in for 5 or 10 cases at a time to fill out orders already booked for shipment.

Tri-State Convention Interests—Interest at present is centered in the convention of the Tri-State Packers' Association, which will be held in Philadelphia early next week. Many of the local brokers will drop down to the Quaker City to take in the convention and its attendant festivities, and it is not entirely improbable that first bookings of 1924 pack tomatoes may be put through at that time. A price has already been put out by a brokerage concern, and it is possible that the strong position of the market for old-pack goods, as evidenced by the present sold-up condition of the market, may tempt some of the canners to take a chance on booking futures at fixed prices.

Some Call for Corn—There has been some inquiry for corn in the local market during the week. With Eastern fancy corn in short supply, and canners in other sections of the country rather closely sold up, buyers are anxious to take on more fancy corn wherever available at fixed prices. Illinois has advanced fancy Country Gentleman 2½ cents, to $1.27½, f. o. b., and holders are beginning to take $1.30. Standard corn, both Southern and Western packs, can still be had at 90 cents, cannery.

Swells—Interest in the swells question has lagged a little during the week. The feature development of the market here was the action of Arthur P. Williams, chairman of the Conference Committee of the National Wholesale Grocers' Association, in addressing a letter to health enforcement officials in every State in the Union, asking them to enforce the present regulations against the shipment of spoiled foods, and reiterating the determined opposition of the wholesale grocery trade to the warehouse plan.

Convention Topic—If present plans of wholesale grocers and brokers are carried out, it is proble that the swellls problem will be the paramount issue of the forthcoming annual convention of the National Canners' Association in Buffalo. Wholesale grocers and brokers seem to be of the opinion that they can get the National Canners' Association to back down on the warehouse proposition, and to put into effect instead the percentage plan.

How It Is Done—The story is told on the Street that a certain large canner, during a visit to one of his buyers here, told the buyer that, as a matter of principle, he (the canner) would not grant one-half of one per cent in lieu of swell claims. The canner said, however, that he would increase the cash discount to a point where the total discount to the buyer would equal the usual cash discount, and one-half of one per cent in lieu of swells claims. The buyer, so the story runs, gravely informed the canner that as a matter of principle, he (the buyer) would not buy this canner's pack unless he could get one-half of one per cent discount in lieu of swell claims, and that a clause so stating the agreement should show in the contract. At present the situation is deadlocked.

Future Peas Wanted—There is still considerable interest shown in the future canned pea situation. Wisconsin has booked considerable business, Ohio has taken some business, and New York State canners are coming into the market. Thus far an actual price list covering the pack of a reputable New York State canner has not been seen by the writer, but it is understood that the ideas of the New York canners are about the same as those of the Wisconsin packers' 1923 prices, with a possible 5 to 10 cent advance on standards in the more popular siftings.

Pie Fruits Active—Demand for No. 10 pie fruits continues to show activity on spot. Among the items inquired for are gallon apples, red sour pitted cherries, pineapple, berries and peaches. Gallon peaches are strongly held, and as a result of this condition buyers have been turning to the dried peach in some quantities. An offering of Northwestern solid pack pie apples at $3.85, f. o. b. Washington cannery, was noted during the week.

Canned Prunes Popular—Canned prunes have met with a good demand this season. The popularity of the canned article, as well as its practicability, is demonstrated by the fact that the San Jose cannery of the California Prune and Apricot Growers' Association has been working day and night shifts for some time past packing canned prunes on a Government contract.

Experimental Cannery—News advices from Washington today state that an experimental canning factory is being erected by the Chilean Government in the "Quinta Normal," the national farm, in Santiago. Machinery costing $60,000 will be used in the cannery. Chile's fruit industry has been rapidly forging to the front during the past several years, and the development of the canning industry will constitute a menace to California's South American canned fruit business. This season it is expected that approximately 100,000 cans of fruit will be put up and shipped to Europe on trial in order to test the demand and market possibilities. If the Chilean canned product sells well, efforts will be made to develop a large canning industry in Chile under private management and financed by private capital.

Personal Notes and Observations—Frank E. Gorrell, genial Secretary of the National Canners' Association, was visiting friends in the local trade today.

S. E. Comstock, well-known canner, of Newark, N. J., was in the market this week, making headquarters with Butler & Sergeant, Inc.

W. F. Leonard, of the Leonard Packing Co., of Portland, Me., was making the rounds of the trade during the week.

Norman J. Griffith, sales manager of the Stittville (N. Y.) Canning Co., was visiting his brokers, W. D. Breaker & Co., Inc., this week.

Col. Wm. R. Roach, leading Michigan canner, with headquarters at Grand Rapids, was here during the week, stopping with North & Dalzell.

E. S. Wangenheim, of the California Conserving Co., canners, with headquarters at San Francisco, was visiting his brokers, Arnold & Montgomery, during the week.

Walter B. Timms, of Warmington, Timms & Co., was visiting his office this week, this being his second visit to the office since its recent operation.

V. C. Lord, sales manager of the Curtis Corporation, canners, of Long Beach, Cal., was in the market this week, making headquarters with T. J. Groth & Co.

Ralph Brown, general manager of the Rochelle (Ill.) canneries, was in the market during the week, making his headquarters with Bacon & Trubenbach, Inc.

F. S. Price, Jr., of the Price Sales Co., of Baltimore, was visiting along the Streeet during the week.

CHICAGO MARKET

Buyers Show Disposition to Take Goods—P eas and Tomatoes Scarce in This Market—Most Heavy Packing Corn States Have but Small Surplus of Spot Corn—Pumpkin Is Again Active — Jobbers Unconcerned About Swells Discussion—Canned Pumpkin.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, December 6, 1923.

THE Market—The market for canned foods is rather quiet on the surface, but beneath the surface there is a disposition on the part of the wholesale grocers to buy any bargains which may be obtained in canned corn, peas and tomatoes and some other articles that are scarce.

Both peas and tomatoes are scarce in the West. Corn cannot be said to be scarce, but it is nevertheless selling well.

The announcement by the National Canners' Association of the compilation of the statistics of the output of canned corn for 1923, aggregating 14,000,000 cases, has had no demoralizing effect upon the market.

The output is larger than that of last year about 2,500,000 cases, but buyers remember that at the beginning of last year there was a surplus taken over from the previous year, 1921, of more than 2,000,000 cases, whereas this year no surplus whatever was carried over and the canned corn pack of 1923 arrived on a bare market.

Iowa and Nebraska announce that their unsold part of the 1923 pack of canned corn is 353,000 cases, and Ohio announces her unsold part of the 1923 pack of canned corn is 260,000 cases. Wisconsin has very little canned corn unsold, but Illinois and Indiana have considerable of the 1923 pack unsold, but have not announced the quantity held in first hands. Careful estimators who are well posted state that the unsold portion of canned corn in the hands of canners at present will not aggregate more than 2,000 000 cases. This quantity must supply the demand now for nearly nine months, and it will not be sufficient.

The Iowa-Nebraska Canners' Association held a fine meeting at Omaha this week on the 4th and 5th of December. The meeting was well attended. The statistics of the total pack of canned corn for the United States were announced, and the statement in relation to the unsold part of the pack was made, and the effect upon the canners who still hold some unsold stock seemed to strengthen their views in relation to prices, and to make them feel confident that higher prices will prevail after the first of January.

Some sales of Western canned tomatoes have been made during the past week wherever they could be found. One sale heard of was for 2,000 cases No. 2 extra standard, f. o. b. Ohio, at $1.00 per dozen. This canner, we learned, really held his goods at $1.05, but was anxious to close them out in order to avoid putting them in winter storage. Quite a number of canners of Wisconsin have named prices on canned peas for future delivery of 1924 pack, and I understand that important sales have been made.

There is an impression among buyers that the opening prices were figured before the canners realized that the price of cases and cans would be advanced on January 1, 1924, making an arbitrary difference of about 5c per dozen in the cost of packing No. 2 canned peas, and some buyers who were inclined to place their orders early were actuated or influenced by that fact.

Wisconsin has begun business for 1924 pack early, and some have already named prices on canned beets for 1924 and canned graded stringless beans for 1924. Prices on these articles are a little higher than those that were named for 1923, but not much higher.

Canned pumpkin, which has been taking a rest or recess for a while owing to the fact that the demand for Thanksgiving trade had been supplied, has now become active, and the wholesalers are looking around for supplies for Christmas and the holiday trade, during which period many millions of pumpkin pies will be consumed.

In conversation with some well-informed retail grocers, I find that they are not troubling themselves about regional warehouses or the zonal system for the collection and destruction of swells. They are not disposed to make any fuss about the method in which the swells or spoiled canned foods are disposed of so long as they receive their reparation for any canned foods that spoil on their hands. They state that they want to obey the law, and if there is no legal obstruction or prohibition, they are indifferent as to whether they ship them back to the jobber or ship them to the zonal warehouse, and seem inclined to think that they will obtain prompter consideration of their claims if the goods are shipped to the zonal warehouses, where they will be promptly and adequately inspected and paid for.

They state that they frequently have considerable difficulty in trying to obtain consideration for their claims for swells and returned goods when they send them back to the wholesalers, and believe that putting the claims up direct to the canners for allowance, by shipping to the zonal warehouses, will give them better results.

The inquiry for canned salmon, sardines, shrimps and tuna is very limited. The season for the largest consumption of these goods is the spring and summer. The wholesalers are not disposed to carry large stocks of them through the winter, thereby losing interest and storage. Consequently they keep their holdings at the lowest point.

There is very little demand for canned fruits of any description. The wholesalers seem to be well supplied, and retailers have considerable stock of which they have not had a chance to dispose. The great abundance of green fruit on the market all during the fall season has had a deterrent effect upon the sale of canned fruits, as the housewife will not often resort to canned fruits when the fresh fruits are so cheap and abundant as they have been this season.

The report of the Agricultural Department of the United States in relation to the crop of canned apples states that the yield of this fine fruit on the Pacific Coast, Washington and Oregon, has been especially large, but a great deal of the fruit will be used for export and is now being held in warehouses on the Pacific Coast and the Eastern and Atlantic warehouses largely for that business.

ST. LOUIS MARKET

Market Quiet—Little Buying of Tomatoes—Not Much Activity in Corn—Needed the Big Pack of Corn—Future Peas Selling Slowly—Fruits Show Strength.

By "Missourian,"
Special Correspondent "The Canning Trade."

St. Louis, December 6, 1923.

MARKET Quiet—The canned foods market here continues quiet. Distributors continue to buy only for their immediate requirements. Spot goods in small quantities only are being taken. There is always a quietness at this time of the year, but this season it is more noticeable than usual. Buyers are not in the market for general lines, because inventory time is so near. Only small lots are being picked up to piece out holdings. Most of the distributors are pretty well covered for their immediate needs, and from now on until the season ends but little business is expected. It looks now that after the first of January considerable buying will take place. Just at the present time the distributors are giving more attention to taking in staples shipped on contract by canners and arranging for their storage. There is a little buying ahead. As distributors know that they have made money on what goods they have bought and with no surplus in sight, they are of the opinion that they will make more money later on on goods they have purchased at the prevailing price. It is reported here that private label distributors and packers have come to an agreement on methods of adjusting swell claims. From information given out by local buyers, this method is said to be on a percentage allowance.

Tomatoes—The Southern tomato market remains unchanged. There is little buying being done. Once in a while a car or less is put on the market and sold for factory shipment. There is but little of a demand even when some shading is being done. Most of the call for Southern tomatoes is for No. 3 standard sizes. Little interest is being shown in 1924 pack. Jobbers are shutting down on their purchases of spot tomatoes because of the nearness of January 1st. Canners are not forcing their sales. They are waiting for buyers to come to them when they need the goods. The same conditions prevail with California packers. Canners believe all sizes will go higher after the first of the year. The lower prices now prevailing are attributed to a wish to liquidate some stocks to get some ready money.

Corn—There is not so much activity as there was, owing to existing conditions, such as inventory time, etc. Standard and fancy rule firm, but not very active for replacement. The retail

movement is active, which is a pleasing feature to the distributors having holdings. Fancy corn is wanted right along and is scarce. According to a statement made on the corn situation, a broker stated to the writer: "The 1923 corn pack has been unusually large this season, totaling 14,106,000 cases, expressed in terms of No. 2 cans. This is the second largest output on record. The large bulk was produced by five States, ranging in the order of their importance: Illinois, 2,382,000; Iowa, 2,392,000 cases; Maryland, 2,356,000 cases; Ohio, 1,390,000 cases, and Indiana, 1,208,000 cases. The Maine output was 923,000 cases, and that of Minnesota 898,000 cases. The big pack was rather a surprise, but it has caused no apprehension because corn is selling well and has for several months. The scarcity and high price of peas has been a factor in the retail field, while corn has depended also upon its own merits. Standards have been held firm, while fancy has been wanted right along."

Peas—Futures in peas are being offered in standard sweets and Alaskas, but not being pushed. It is the opinion of some that it is too early to make contracts when canners are making reservations as to percentage of desired grades they will allow. Spot peas, particularly standards, are scarce. There are no free sellers. Some carloads of Wisconsins are being booked.

Miscellaneous—On the canners' side all vegetables are in a splendid condition. Asparagus is scarce. String beans are wanted. Spinach is high and the Southern pack restricted. Squash and pumpkins have been selling well.

Fruits—Spot prices are showing strength on all goods, and there is not too many in the market. Peaches are steady on low grades. Apricots are quiet. Cherries are selling in a small way. California lines are broken, and the independents are not competing as strongly with their competitors as they did. Buying by grades is getting more difficult.

Milk—There is a quiet market in milk, and orders are mostly small. Prices remain steady.

CALIFORNIA MARKET

The Rains Have Come—All Work Has Been Held Back by Their Delay—Better Demand for Canned Foods Expected—Two Zonal Warehouses Established—Pacific Coast Backs This System—No Formal Opposition Is Expected From Buyers—Opening Prices on Spinach—But Few Sweet Potatoes Packed Here—Coast Notes.

By "Berkeley,"

Special Correspondent "The Canning Trade."

San Francisco, December 6, 1923

THE Rains Come—Following six weeks of phenomenal Indian Summer weather, with warm days and clear nights, the San Francisco Bay district received the first real rain of the season on Thanksgiving Day. The rain was badly needed, since the precipitation to date is only about one-third of the normal and less than one-sixth that of last year. Farmers have not been able to commence plowing, and work is fully a month behind schedule, with some crops in bad shape. The lack of frosts in this district has prolonged the growing season for such items as tomatoes, and these are still to be had in the markets in quantities, although canners have ceased packing operations. The abundance of fresh fruits and vegetables is interfering with the local movement of canned foods, but now that the stormy season has set in, a better demand for the latter is anticipated.

The Zonal Warehouses—Preliminary arrangements have been made for the establishment of two zonal warehouses in California for the handling and testing of swells under the plan worked out at the meeting of the Board of Directors of the National Canners' Association, held at Chicago in November. One of these warehouses will be established at Los Angeles, and the other either at Oakland or San Francisco. The latter is in the nature of a distinction without a difference, since Oakland is San Francisco's largest suburb and a part of the parent city in all but name. The zonal warehouse plan has been formally approved by the Canners' League of California, the Northwest Canners' Association, the Association of Hawaiian Pineapple Canners and the Western Canners' Association and other organizations are expected to step into line shortly. Some buyers are already advising California canners that they will insist on a flat allowance for swells, rather than on the allowance proposed under the warehouse plan, but no great amount of opposition is anticipated.

The Market—While the market for California canned fruits and vegetables is rather quiet and sales are confined to small lots, prices are being well maintained and the situation is firm. In some lines a clean-up has already been effected, and in no line is the surplus such that it cannot be moved by spring, under normal conditions. The retail trade is showing a desire to purchase goods only as they are needed, and no efforts are being made to push sales. Prices have advanced since opening prices were named, and further increases are expected by spring to cover the cost of carrying goods.

Opening Prices on Spinach—At least one concern has named opening prices on the 1923 pack of spinach, and others are expected to step into the market at an early date. Walter M. Field & Co. are quoting spring pack goods as follows: No. 1, $1.10; No. 2, $1.20; No. 2½, $1.45, and No. 10, $4.85. These prices are about the same as the future prices named a year ago. The 1923 pack amounted to 1,383,831 cases, as compared with 1,180,525 cases in 1922, but was much smaller than was anticipated, the acreage planted suggesting an output of more than 2,000,000 cases. The pack is moving out steadily, with the outlook that it will be absorbed in good shape.

Sweet Potatoes—But few sweet potatoes will be canned in California this season, according to leading members of the trade. It is held that packing costs are such that retailers must sell for twenty cents a can, and this price does not appeal to consumers. One large packing concern recently closed out its stock at $1.25 a dozen, taking a loss of about 50 cents a dozen.

Warehouse Financing—The field warehousing plan indorsed by the War Finance Board and the Federal Reserve Bank has been placed in operation by the Lawrence Warehouse Co., and its working was discussed at a recent conference of fifty bonded agents of the company, held in San Francisco. The plan, as it works out, practically permits the warehousing company to take a lease on a portion of the canner's plant in which is stored unlabeled and uncased canned foods under the care of a bonded agent. The agent notifies the warehousing company that a certai quantity of canned foods is in storage, an appraisal of the value is made, and the warehouse company issues receipt which the canner can use as security for bank loans, thus securing early returns on his pack. With his products thus financed, the canner is in a position to hold his pack until market and transportation conditions are favorable, eliminating the necessity of sacrificing a portion of the pack to meet immediate expenses. The plan also helps solve the transportation problem and makes the canning business an all-year proposition, instead of a seasonal business. The San Francisco concern has sixty-two field warehouses in Northern and Central California.

Coast Notes—Secretary Herbert Hoover, of the Department of Commerce, has announced the appointment of Lincoln Hutchinson, of Berkeley, Cal., to take charge of the investigation into the transportation difficulties which confront Pacific Coast shippers of perishable products. The Canners' League of California will co-operate with the Department of Commerce in this investigation, and is soliciting suggestions from its members.

The Pacific Pea Packing Co. will shortly enlarge its plant at Oakdale, Cal., and plans to handle peaches, pears and figs next year, as well as tomatoes, cucumbers nd other vegetables.

Coykendall, Inc., canners and handlers of California fruits, have moved their offices from San Francisco, Cal., to their plant in the east-bay suburb of Berkeley.

The recent rains will greatly benefit the olive crop in Northern and Central California. Rain and cooler weather has been needed to fill out the fruit and hasten its maturity. The crop in these districts is a heavy one.

The California Sea Food Distributing Co. has opened offices at 214 Front street, San Francisco, Cal.

At a recent meeting of the directors of the California Peach Day Association, held at Yuba Cit,y, Cal., it was decided to unite with the Sutter County Chamber of Commerce in a demonstration to growers and canners of the value of advertising to increase consumption of cling peaches. The plan is to send a representative to some live market in the East to conduct a newspaper advertising and general publicity campaign, to feature the Sutter county peach girls, arrange for window displays, and in other ways to make people want peaches for their tables. Sales will be compared with sales in other cities to show the value of the work.

MAINE MARKET

Maine Canners Meet—Association Will Have Exhibit at Buffalo—A Few Holdings of Fancy Corn Found—Apple Canning Coming to an End—Notes of This Section.

By "Maine,"

Special Correspondent "The Canning Trade."

Portland, Me., December 7, 1923.

CONVENTION—The annual meeting of the Maine Canners' Association was held in Portland on the 5th, with a very nice attendance. Election of officers resulted in the reappointment of Dr. W. E. Elwell to succeed himself as President, and Mr. J. W. Lanigan was continued in the office of Secretary. A dinner was enjoyed, and was followed by remarks from A. M. G. Soule, of the State Pure Food Department, on matters pertaining to the bureau; by Dr. Elwell on the subject of cans and tinplate, and by Dr. Sax, of the University of Maine and a representative of the E. B. Clark Co., on seed selection and cultivation. The Maine Association will be represented at Buffalo by a canned foods exhibit, and members are taking hold of this movement with much interest.

The passing days are bringing to light small holdings of fancy Maine corn, there being probably five blocks of around a thousand cases each, some of Crosby and some of Golden Bantam. In one or two instances there are offerings of a carload of both varieties together. These lots have been offered in various markets and heard of again and again, until reports would indicate that large stocks were being held. Crosby corn is being held at about $1.60 and Golden Bantam at $2.00, with a proviso that these prices carry immediate shipment. This is because cold weather is due in Maine and canners wish to get their goods moved out altogether or make arrangements for winter storage. After the corn once goes into storage it will doubtless be held until spring and valued at consequent higher prices.

The apple-canning season is already waning, several factories having completed their work. Those still operating are shipping out goods as fast as produced, and there is evidence that the new year will see the local market practically bare of spot apples. $3.50 for regular grade apples has been the price for several months, and is applying on business done today.

E. W. Marble, of Farmington, who replaced his former buildings with a new and up-to-date cannery this season, closed down last week, after a very successful run. Appreciation of Mr. Marble's management was shown in a surprise given by his employees, at which time he was presented with flowers and smokes in token of their esteem.

Mr. H. B. Bird, of the Medomak Canning Co., is among those working for an improvement in the factory and market conditions in the Maine blueberry industry. New methods of cultivation in the fields, of process in the factories and of marketing are now being studied out, and it is predicted that this branch will soon be one of the most important on the Maine canning industry. The market is bare of goods and the demand still unsupplied, which promises a good reception for 1924 offerings when they are placed before the buyers. Since practically all of the blueberries of the country are packed in Maine, there is no reason why this line should not be developed extensively.

MAKING "GEORGE" DO IT

IN quoting the address of Mr. George W. Cobb, of the American Can Co., in last week's issue, "The Prices of Cans in 1924," we made him say:

> "In my opinion the canned foods business has never entered a year under more 'suspicious' circumstances."

Just replace the "s" in "suspicious" with an "a" and you will have what he really said—"auspicious." And we will all agree that he is right.

COSTA RICAN PINEAPPLE DAMAGED.

FUNGUS diseases are causing serious damages to the pineapple crop of the Port Limon District of Costa Rica, practically one-third of the crop being rejected at the fields. It is said that from 25 to 75 per cent. of the fruit actually shipped is being lost because of the diseases developing in transit from Port Limon to American markets. Consul John J. Meily informs the Department of Commerce that the most vigilant precautions, which include fumigation with formaldehyde gas after the fruit is graded and loaded in railroad cars for transportation to vessels, are taken. Effective control of the diseases is rendered difficult on account of the wet climate of the Port Limon District and if the large losses cannot be controlled it is believed that the future of the pineapple growing industry in Costa Rica is very discouraging.

TRACY TO BE WITH LANDRETH COMPANY.

THE D. Landreth Seed Company, of Bristol, Pa., takes pleasure in announcing that John E. W. Tracy, the youngest son of the late Dr. W. Tracy, has resigned his position with the U. S. Department of Agriculture at Washington to enter their employ. He will act as manager of the Landreth Bloomsdale trial grounds, seed crop breeder, and inspector of contract crops. Let us add here, the Landreths have raised



garden seeds for one hundred and forty years.

Mr. Tracy was born in Michigan, educated in the Detroit public schools, and later graduated from the Michigan Agricultural College, having specialized in botany and plant breeding. After leaving college he obtained expert knowledge of the seed trade by spending a year in each of several well-known seed establishments in eastern United States. He entered the Department of Agriculture in 1901 as seed tester and manager of their extensive testing gardens, which are now situated in Arlington. Mr. Tracy has traveled extensively throughout the United States inspecting seed crops and doing special work in sugar beet seed production. Besides making more than twenty trips across this country he has spent two summers in Europe, as United States seed agent, inspecting the raising of vegetable, sugar beet, and flower seeds. During these trips he also acted as seed explorer, which required his traveling extensively from northern Africa to Norway, Finland and Russia.

An interesting incident is that over sixty years ago Mr. Tracy's father raised seeds in Michigan for the father and grandfather of the present generation of Landreths.

VERY CLEARLY

One thing that America and Europe have in common is an ability to see one another's duty—Athens News.

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BALTIMORE, MARYLAND

SMILE AWHILE

A NEW WAY OF PUTTING IT

The atmosphere of the smoking-car lent itself to reminiscence.

"Captain," asked the hardware salesman, "would you mind telling me how you lost your arm?"

"Not at all," replied the bronzed officer with the empty sleeve. "It happened this way: We were due for another turn in the trenches the next day, so they were giving a dance for us that night back in the rest camp. A few welfare workers were there, and among them was the cutest little girl I ever met. I managed to dance with her most of the evening, and toward the end we wandered out into the moonlight. 'Captain,' she said, after a while, 'please remove your arm.'

"And you know, she was such a sweet little girl, I just couldn't refuse her."—Judge.

MISTAKEN IDENTITY

Barber—You say you have been here before? I don't seem to remember your face.

Victim—Ah, it's all healed now.

GREEK

Teacher—What are the three important Greek orders?

Small Boy—Cups skuffey, rroas bif sanwhich, and peas cocoanut pie.

NOT SO DUMB

Joe—I tell you, old Bill Gurk knows his stuff.

Jo—What makes you think so?

Joe—Didn't you hear how he broke the record in the backstroke the other day?

Jo—Yes, yes!

Joe—Well, the cagey guy put his suit on backward and swam the crawl.—Tiger.

DEFINITION

A widow—The luckiest woman in the world. She knows all about the men, and all the men who know anything about her are dead.—Widow.

Britisher—I say, old top, who won the world's series?

American—The Yankees.

Britisher—Naturally, I—er—knew that, but what was the name of the blooming club?—Virginia Reel.

TACTFUL TALK

The Judge—This lady says you tried to speak to her at the station.

Student—It was a mistake. I was looking for my room mate's girl, whom I had never seen before, but who'd been described to me as a handsome blond with classic features, fine complexion, perfect figure, beautifully dressed and—

The Witness—I don't care to prosecute the gentleman. Any one might have made the same mistake.—Punch Bowl.

HOW ABOUT A SEXTETTE?

Teacher—Johnny, stand up and tell us how many sexes there are.

Johnny—Three.

Teacher—What are they?

Johnny—Male sex, female sex and insects.—J. P. Eckerser

NOT TODAY, PLEASE

"Please, ma'am," said a domestic, "there's a poor man at the door with wooden legs."

"Why, Bridget," answered the mistress in a reproving tone, "what can we do with wooden legs. Tell him we do not want any."

THE CANNING TRADE

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Established 1878

PUBLISHED EVERY MONDAY BY

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ARTHUR I. JUDGE . . . . . Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE. *Editor.*

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Vol. 47 BALTIMORE, DECEMBER 17, 1923 No. 17

EDITORIAL

HYSTERIA—Mr. Hannigan, President of the Tri-State Wholesale Grocers' Association, is a young man of forceful personality and no mean ability as a speaker. His appeal to the Tri-State canners to save themselves and their industry from ruin, to save the fair name of canned foods from the public disgrace of teeming warehouses filled with spoiled goods, and not to outrage public decency by hauling over the country the trainloads of swelled canned foods, leaves one who has been honestly studying this very important question in a quandary. When the Pure Food Law was first enacted we found it necessary to scold the tomato canners about dumping the skins and cores from the cannery along the railroad tracks at the side of their plants. You know it used to be the custom to make the "skin pile" alongside of the tracks, and, of course, it looked bad to passing travelers. But what are a few tons, more or less, of garbage of that kind compared to the picture which Mr. Hannigan paints of the Zonal warehouses and their filling?

We want to believe that the wholesale grocers who are opposing this Warehousing Plan are honest in their opinions, but it is mighty hard to retain that opinion in face of the nonsense they are parading as arguments. We can hardly help but think it is mere hysteria, and that this hysteria is caused by an over-anxiety to gain a point which seems financially very important to them. The wholesale grocer has not usually been at all concerned about the financial welfare of the canners; in fact, at times when canned foods have sold below cost and the canners were so puerile as to appeal to the buyers that to take care of the industry and to pay a price that would enable the canners to continue in business, the only response we ever noted was a shrug of the shoulders and a curl of the lip, as much as to say: "Look you to it." And the buyers were entirely right. It is very nice to talk about high ideals, the welfare of the public, and the good of your fellow-man, etc., etc., but in business there is really very little of such ever found. We like to think otherwise, but it is not done, and it is not Nature's law. Nature's law is the survival of the fittest, and all the humanitarianism preached by deluded pastors or socialistic ranters will not change it one iota. When they can teach the big fish to listen to the plea of the little fish, not to be eaten, they will be able to put into force their Utopia, and not before. So the wholesaler was right—the canners had the task of looking out for their own skins. But now these same wholesalers seem actually tearful in their eagerness to protect the canners against themselves. We wonder why?

The Warehousing Plan has been adopted by the canners as their method of solving the swells question. The National Canners' Association adopted it; the Western Canners' Association adopted it; the Wisconsin Canners' Association adopted it; the Indiana Canners' Association adopted it; the Minnesota Canners' Association adopted it; the Iowa-Nebraska Canners' Association adopted it; the Tri-State Packers' Association adopted it; the New York State Canners' Association adopted it; the entire Pacific Coast and Hawaii have adopted it; the American Wholesale Grocers' Association Conference Committee expressed its approval of it, and that their Association would adopt it, and wholesale grocers and chain-store companies in nearly every section, except New York City, have given it their approval. It is time, then, that the canned foods brokers and the National Wholesale Grocers' Association realized that it is in force and here tostay. The Pure Food authorities—State, National and municipal—have given it their endorsement and are eager to try it out. Can any man or set of men afford to defy the food authorities? Certainly the canners cannot, and that is why they have adopted this Warehouse Plan.

A great many of the brokers are talking against the Plan, which means that they are talking against the canners and in favor of a few buyers whose favor they seek. We trust, however, that the brokers will not put themselves in the line of fire again as they were but a few years ago, and that they have not forgotten their assertions that in fact the broker is the canner's agent. Expediency cost them dear the last time, and will again this time. The Plan is fair to all parties—fair to the buyers, to the canners, to the food officials and, last, but not least, to the consumers, as it offers the only sure and certain means of removing really

spoiled foods from the possibility of further use. When they are sent to the warehouse they come under the supervision and control of the food authorities, and that is where spoiled canned foods belong, until they are destroyed. So the brokers should be back of this Plan, instead of opposing it.

GOOD WORK OF THE TRI-STATES—When the Tri-State Packers' Association set out two years ago to improve the yield and quality of tomatoes, it was not just sure where it was going or how it would get there. But it knew what it wanted, and the results of the 1923 crop prove that it got what it went after. Some have mistakingly thought that the purpose was to increase tomato production. Such was not the case. The idea was to increase production per acre, it is true, but rather to produce the same amount of tomatoes from fewer acres, and to produce them of better quality. The Community Plant Bed idea has accomplished both of these desires, and to a very marked degree. Last year's tomatoes were always spoken of as the best quality the 'Shore had ever seen. That is the main point, and in addition they produced better yields by from two to four tons to the acre. Where both quantity and quality are accomplished there is surely reason for congratulations, and we congratulate the Association and its efficiency tomato-man, A. D. Radebaugh. And we further congratulate the Association and the generous American Can Company for increasing the appropriation this season so that more of this good work can be done.

Work of this kind ought to attract the membership of every canner in this section, and we trust it will. They are going to try to duplicate in corn what has been done, and what they know they can do, in tomatoes. And sweet corn needs it just as badly as tomatoes did. There is a crying need for a good, really sweet corn, one which will can without such additions of sugar as to make the canned product almost a preserve. If the crop experts can solve that problem, and bring back the old, deliciously tender and naturally sweet grain of corn, all the world will rejoice.

AUTHORITY

IF you stepped into the middle of a busy street and attempted to halt traffic, you would be run down.

However, if you took the same position, clothed in an officer's uniform and vested with authority, traffic would immediately halt.

Nationally advertised merchandise, bearing the manufacturer's trade-mark, constitutes goods with authority. Buy, properly price, and properly display merchandise that has the authority, and get the immediate attention of the buying consumers.—Brown Mercantile Company, Denver.

AMERICAN SALMON LOSING OUT IN FAR EAST.

FORMERLY an important market for American chum salmon, the natives of Singapore and the Straits Settlements have almost entirely given this up as an article of diet. Importers of this commodity have met with severe reverses and it is believed that until such time as American chum salmon is offered on an equitable basis with other canned fish, Singapore may be considered a lost market, says Vice Consul Hugh S. Miller in a report to the Department of Commerce. What business is passing is being obtained by the Canadian packer. At one time the Singapore market was a fair bidder for Alaska chums, handling in the neighborhood of 100,000 cases annually. The Alaska packers have just announced the 1923 prices in the Singapore market, which show very slight reductions in comparison with quotations on spot stocks held in this country. If the new prices remain at the opening level, the consul believes that this market will not consume over 10,000 cases of the coming season's pack. Even at the best, it is very doubtful whether chums will be able to regain this market in competition with sardines, even though chum prices are considerably lower. Within the last few weeks, attempts made by several American sardine packers to enter this market entailed a loss with the result that some of the dealers have come together with a view to obtaining a larger portion of their sardine supplies from Norway.

A MERRY CHRISTMAS

THE check administered to the inflationary tendencies that were becoming evident last Spring, together with continued liquidation in the securities market, produced a collection of croakers that make the Frog Chorus from Aristophanes sound like a puddle-full of polywogs.

It is one of our national characteristics that we are forever seeking one extreme or the other; forever buttoning up or unbuttoning. We crave either to float among the glory-clouds of prosperity or hole-in in the nether gloom of an over-played depression.

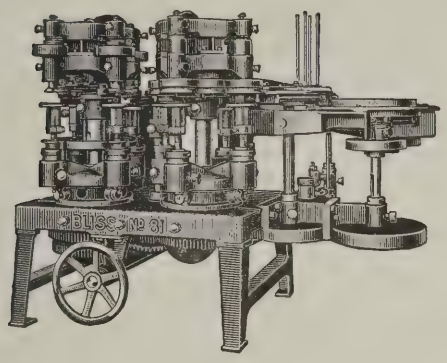
But now we find ourselves facing neither grandeur nor despair. Fundamental conditions, however, serve to warrant a reasonable optimism. Stocks in nearly all classes of merchandise are admittedly light after months of cautious buying. Wages of labor represent the highest purchasing power in history.

Crop values are more than a billion dollars above the figures of 1922, which, in turn, were one billion and a half dollars above the total of 1921. Carloadings—at rates remunerative to the transportation companies—have been smashing records for months.

And so, despite the banshees of impending grief, the fates have decreed a Merry Christmas for all of us. Business is still going strong. Good conservative buying is likely to continue through the Holidays and into the New Year.

It is up to all of us to make the best possible of a very good situation and to pitch in and work constructively to conduct our respective operations along conservative lines and as fully as conditions warrant. From Campbell's "The Optimist."

Dependability



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"BLISS PACIFIC"
No. 81 Double Seamer

THIS MACHINE embodies important features representing the latest and best developments in double seaming. It has the essentials of a successful sealer — correct design, rigid construction and *absolute dependability*. It is continuous running. It operates without jams. Moving parts revolve slowly, which means minimum wear. The only fast thing about the machine is its production of 100 to 150 tightly sealed cans a minute. *Its dependability* is important, assuring you as it does of a machine ready to operate successfully — whenever needed.

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THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals, Advancers and White Admirals. These are all short. Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
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Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

THE TRI-STATE PACKERS CONVENTION

Philadelphia, December 10th and 11th, 1923
Hotel Adelphia

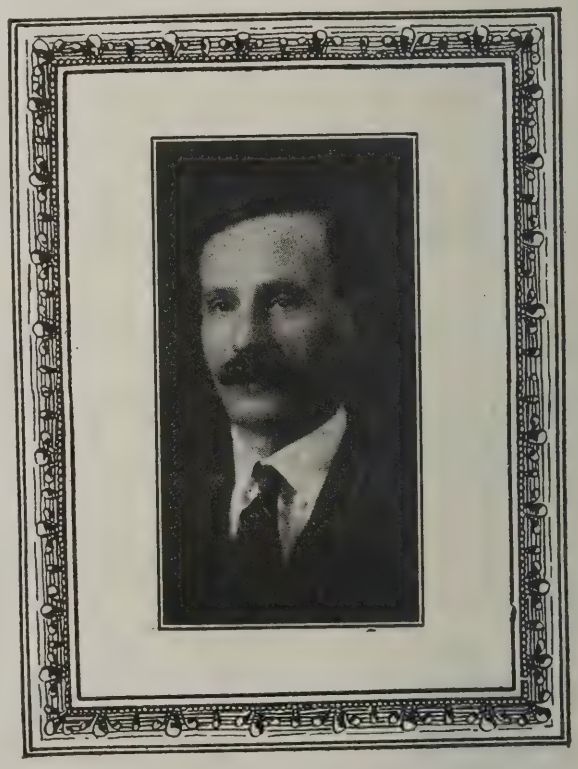
Dr. Symons and Mr. Radebaugh report progress on Better Tomato Growing—Mr. Hannigan draws fire on Swell Question—Association votes increased amount for crop improvements —Warehouse Plan Adopted—Tomatoes to be bought on U. S. Grading.

IT cannot be said that the attendance at this annual Convention of this old Association was a record in point of numbers, but it might well be said to rank high with any convention of recent years in point of quality attendance. Most of the big guns of the industry, canners, machinery and supply men, brokers and others, were present and took part, including a quite full roster of the officers of the National Canners' Association.

No doubt all the canner members of the Tri-State were present, because not 25 per cent of the canners in the territory covered by the Association are members. This is not so much of a reflection upon the Association as it is upon the canners. The only list of canners published, worth a moment's consideration, is the Directory of Canners published by the National Canners' Association, and that list shows for the Tri-States of Delaware, Maryland and New Jersey, including parts of Pennsylvania and Virginia from which this Association draws, just about 700 canners. The vast majority of these canners have not learned that their success in the canning business depends upon their fellow-canners, and so many of them have never thought of joining their Association. Others have thought about it, but prefer to sit on the side lines and criticise whatever is attempted, forgetting that the failures they criticise are caused because they are sitting idle instead of being in the middle of the battle trying to help towards the success which affects themselves as well as members. They cannot learn that the canning industry is a business and that they are but just one small atom of it, and that if they want to see that business progress each atom of it must do his full part. It is not that they want someone else to do the work and stand the expense for them; it is that they do not recognize that they are each a cog in the big machine, and that all the cogs must be working together smoothly if the machine is to run smoothly. They criticise its thumpings and dumpings, forgetting that the cause is that they, as important cogs, are missing, and not helping it towards successful progress. It is not complimentary to these men that this can be said in this year 1923, and each one of the non-members should hasten to clear his name by joining, and at once.

It may be said that the Tri-State Packers' Association has not offered the kind of service that will attract all canners; that aside from a social good time during the annual Convention, there is little else to its meetings. An Association can only be what its membership makes it, and if it is lacking it is your fault, and not its fault. It can be of the greatest possible benefit to every canner in the business, large and small, if the canners make it so. As it is, it has done splendid work for all the canners of its territory. This is largely a tomato Association. It was the Tri-State which fostered and financed the better tomato growing movement, resulting in the establishment of plant beds supervised by tomato-growing experts, and which in one season—and that a very unfavorable growing season—gave this territory the finest quality tomatoes ever seen here, and increased the yields from two to four tons per acre. Here is a benefit to both growers and canners, which if it had done nothing else would entitle this Association to the support of every canner. We have not the room to recount the good things this old Association has done for all canners in its long life, and certainly we have no patience whatever with the prevailing spirit of fault-finding-inactivity which is the characteristic of too many in this locality. But it might be well to point out some of the things which this Association could easily do, if it were properly supported and financed.

In the first place, it should have a full-time business or field Secretary, as they are called. This is no reflection upon Secretary Dashiell, who has been its only Secretary now for nearly thirty years. He has done all that any man could have done with the tools at hand, and he should be continued as Secretary-Emeritus, as the guide and counsellor of the young, hustling, energetic Field Secretary upon whose shoulders the hard work should fall. With such a Field Secretary—and we prefer the term Business Secretary—he could make the Association so all-important that no canner could afford to remain outside. Handling in a businesslike way all those big general matters, he could, also, get right into the business of the canner. It would be his duty to visit and ascertain the exact amount of acreage contracted, planted, lost or abandoned; how the crop is progressing, and the experienced possible yield and pack from it; then the amount of futures sold and delivered; the stock on hand each month, and act as a balance wheel between the man who has a surplus over his futures and the man who is short on his future deliveries. Would such a man be worth



E. M. RECORDS
Retiring President

his salary? Could any canner afford to try to run without such assistance? This is not a dream. It is being done, and it is worth many times what it costs. It is not cheap service. But every canner would then be working in the light; would know what he is doing; would be acquainted with actual conditions, and the gamble would be taken out of canning. Other sections are doing this, and this section will have to fall into line. The newly elected officers and the Executive Committee should get to work on this at once.

The Meetings—The meetings were a little slow in starting, but once begun, it may be said that they went off with a bang. Mr. Hannigan, representing the wholesale grocers, as President of the Tri-State Wholesale Grocers' Association, opened up the Warehousing Plan and started things. "Roy" Clark was there to enter the joust, and he tilted a wicked lance. Ex-President Hoffecker took his part; Ex-President of this and of the N. C. A. H. P. Strasbaugh, likewise entered the fray At the banquet Ex-President James Moore dissected the whole argument against the Plan with a master hand, and President Anderson added his experience and logic to the discomforted wholesalers. Little wonder

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The Ideal appliance for your cooking tanks, used in either glass lined or cypress tanks.

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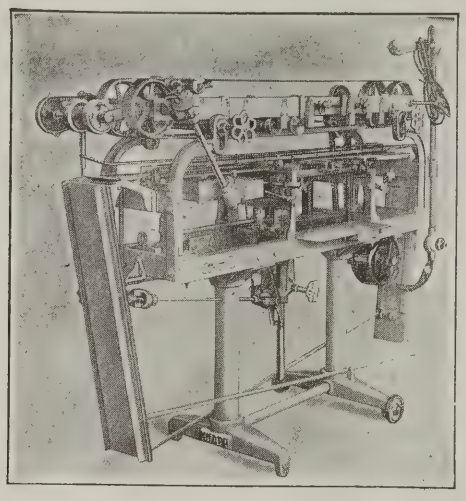
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The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
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that when the resolution to endorse the Warehousing Plan came before the meeting it passed unanimously.

Professors Symons and Woodbury. Messrs. Radebaugh, Hauck and others presented the Plant Bed proposition and the standardization of crops as a means to better tomato quality in a way that held close attention, and brought about an added appropriation not only for a continuance of the work, but added attention to sweet corn and tomatoes. All in all, the meeting was a most fruitful one, and one with which everybody seemed to feel perfectly well satisfied.

THE OPENING SESSION—MONDAY AFTERNOON
Hotel Adelphia, December 10th, 1923.

CHAIRMAN, Mr. Record, presiding—We will open by having our Secretary's report—Mr. Dashiell.

SECRETARY DASHIELL—There have been a good many things done by the association which probably don't appear on the surface. As you probably know, we changed our dues from $5.00, that magnificent and munificent sum from some standpoints, to $10.00, which I think is a right thing to do, because if we are worth anything, we are worth $10.00, and that has been a change that has been acceded to and recognized, I am glad to tell you, by largely all of our membership. A few have not paid the additional $5.00, but they are very, very few. I am glad to tell you that because it has been a great pleasure to me, as I am sure, it is a great pleasure to you. They have done it and done it willingly, and I hope they will derive some benefit from it, because, as the president will tell you directly, we have inaugurated some things, originating in our meeting the first part of this year, January 4th and 5th, which I think have been of benefit to the canners at large. The president will tell you all about that as well.

I believe the next address on the program was to be made by Mayor Moore, of this city, but I have a letter from him—of regret from Mayor Moore, who was unable to welcome the members of the convention.

I have great pleasure to introduce to you as a substitute for the Mayor our good friend, Mr. Cattell, whom you all know.

E. J. CATTELL—I am going to ask the privilege of standing down here, for I like to talk on the level. I like to get a little nearer to you good men who make these great officers possible. I am happy to have this opportunity—although I haven't been connected with the city for a year and a half; I, however, served under seven mayors (that is why they call me the old horse, I suppose), but I realize that you stand for a great factor in our American life, as the letter of His Honor the Mayor put it.

I love the men who do things. I feel that we are on the edge of the greatest development that this or any nation ever enjoyed. I am more bullish on America today than I ever was before in my life. I am more firm of faith in our form of government today than I ever was before in my life, and I believe that labor and capital, real labor and real capital, are closer today than they have been before in the history of America. Now I think that is a pretty good basis for optimism, and when, as I have seen it, the wealth of America has grown from seven billion to three hundred billion, and when during that period something has happened that never before happened in the history of the world—that the wealth increased in this nation ten times as fast as the number of people to divide it—you have got a fact that you cannot ignore. * * * I have no use for a pessimist. He reminds me of when Noah was putting the animals in the ark and the elephant turned around to the flea and said, "Who are you shoving?" (Mr. Cattell then extended a very hearty welcome to all.)

CHAIRMAN—I take pleasure in introducing as the next speaker Mr. Hannigan, president of the Tri-State Wholesale Grocers' Association.

GREETINGS FROM TRI-STATE WHOLESALERS
President of That Organization, Mr. Hannigan, Addresses the Canners.

I BRING to you greetings and best wishes of the Pennsylvania, New Jersey and Delaware Wholesale Grocers' Association, which I have the honor of representing.

Your Association needs no eulogy from me. Its success and the position it holds in the food industry—not only in the Eastern States, but in the country at large—speaks for itself.

Even in the short life of your Association, your accomplishments have been noteworthy, and yet, when we stop to think, even your past successes convince us that you have only scratched the surface of the probabilities of the canning industry. To those conservative, yet thinkers ahead, one is tempted to feel that, notwithstanding the tremendous growth of the canned foods industry in the past 10 years, it is still in its infancy.

If figures are to be our guide, then such figures prove this statement. We have a population in this country of over 110,000,000 people. They say that the average family is four, meaning between 27,000 000 and 28,000,000 households. The record pack of tomatoes of any year would not mean a sale of two cans of tomatoes per month to each household. It is rumored that the pack of peas this year was the largest on record. Some intimate it to be in excess of 13,000,000 cases. And yet, even with this record pack, it means only the sale of one can of peas per month to each household. Time was when we considered a pack of 4,000,000 cases of peas a large pack. Today we are packing three and one-half times that number, and before the season of distribution and use is started canners are claiming bare floors. And what is true of peas is true of every other canned vegetable.

If there has been one factor that has created an increased consumption of canned foods, it has been the constant desire on your part to pack the best foods that it is possible to pack, and the better foods you do pack in the future, the wider and more constant will be your distribution.

The best and wisest legislation our lawmakers passed was the Pure Food and Drug Act of 1906. This Act has been responsible in no small measure for an increased consumption of canned and package foods, because it was responsible for better foods, and, above all things, responsible for the elimination from the public mind of the fear of the use of any canned or prepared foods other than what the housewife prepared herself. And, yet, there is still room for vast improvement in canned foods, and your National Association is doing a very high, commendable work in establishing laboratories for the purpose of giving its members help in the right direction—better foods and less waste.

But I cannot help but feel that in all this broad land there are no canners that have the opportunity of packing a higher grade of canned tomatoes, corn and other vegetables than you have, because you operate on the richest and finest soil that can be found any place in this broad land, and that is in the district of Maryland, Delaware and New Jersey. God has given you the land to produce the quality. It is up to you, the individual canner, through the knowledge your Association disseminates, to preserve that quality in the can, and you are, in no small measure, accomplishing this.

I feel at home in talking with you, because you are part and parcel of my business, but I would be remiss if I failed to overlook one factor that is very essential to your business and mine—the tongue of your business; the eyes of mine, and the ears of both. I refer to the merchandise broker—your salesman and our buyer. He is a very valuable adjunct to your business, but no more so than he is to ours. He renders a service that you and I could not produce at the same rate of compensation as he charges. As long as I am a wholesale grocer and you are a canner, I hope that we will work together to retain the merchandise broker. And let us prevent any attempt to eliminate him from our negotiations. Bear in mind, I refer to the merchandise broker. I DO NOT REFER TO THE MERCHANDISING BROKER. If there is one curse on your business and mine, it is the merchandising broker. The man who steals the profit that should be yours and puts it in his own pocket as an overage charge, and at the same time steals a like amount from me—the buyer who is helping him to a livelihood. In years of prosperity he makes me pay the toll. In years of depression he makes you pay the toll. The merchandising broker is a parasite, clinging to your business and mine. These are strong words, but they are true. The blessing of it is that there are few merchandising brokers and fewer still of the type of curbstone overage brokers, and this type will be fewer still because that very highly regarded Association—the National Canned and Dried Fruit Brokers' Association—is taking every measure that it is possible for them to take to stamp out this insidious practice, and I daresay woe will befall any of its members caught practicing such despicable and unethical trade manners. And I say to you canners, that any canner who will knowingly sanction a broker collecting overage on any sale is not any better than the merchandising broker who commits this act.

If you have a price, stick to it. Bear in mind that the constant buyer of your goods is the distributor of them, and if you desire to build up a market for your products, then see that your price goes to the legitimate distributor and not the illegitimate one. This is a matter, gentlemen, that should receive your consideration. Bad practices, like bad habits, grow unless they are stamped out in the beginning. Be watchful. When the head of this evil rises, crush it, or you will pay the penalty. This is a consideration that you owe us—one of the most important factors in your business—one who distributes 80 per cent of your product—your salesman and distributor—and, need I remind you, your banker as well—we wholesale grocers.

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

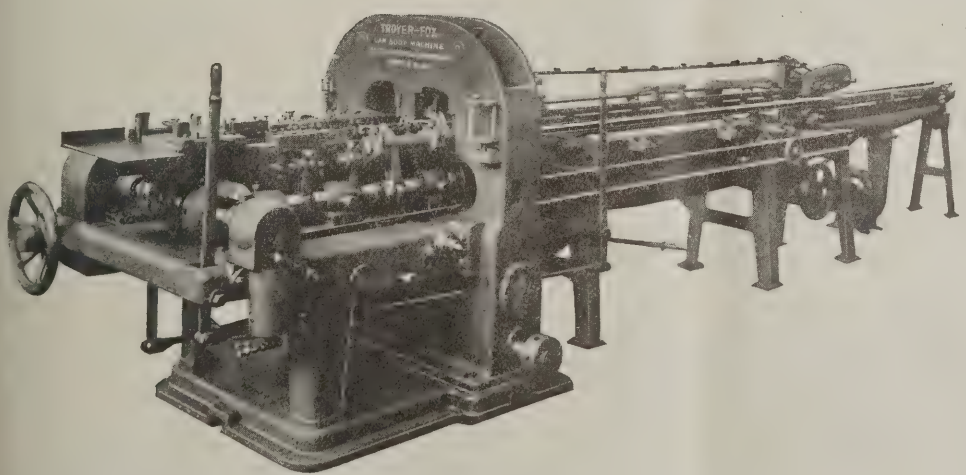
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Troyer-Fox

High speed Body Forming Machine, with side seam Soldering Attachment



Speed 200 to 225 finished can bodies per minute.

SPECIFICATIONS:-

Positive Automatic Feed.

Notching Dies set in a compound angle, ground on top side, giving clearance always.

Mircrometer adjusted stops, with feed fingers having a yielding pressure.

Two station folders.

The hook prefluxed before bumping.

Double expansion forming horn.

Push rod tappet support for the solder horn.

Carrier chain raised or lowered without change af adjustment.

An electrically operated Automatic Stop.

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THE H. S. GRAY CO.,
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The canner and wholesale grocer represent two very vital, important units in the welfare and destiny of this country. You and I have the health of the nation, in no small part, in our keeping. And in the measure of service we render the public, just in that measure can we count our success. We wholesale grocers are the economic links between your business and the public. We are bankers to you by virtue of our purchases of future and at the same time bankers to the public through the credit channels of the retail grocer and on to the consumer. And just in the measure that we succeed and the independent grocer succeeds, just in that measure shall you succeed.

The wholesale grocer and canner have so much in common—each so dependent upon the other—that every possible safeguard should be adopted to prevent any but amicable business relations between them. And, yet, here are two great industries unable, after repeated conferences, to settle the question that has been for years distasteful to the master minds of each of our industries.

Oh! If something could be done to eliminate the swells in canned foods, our industries could live peacefully together. Or, if some Moses could be dragged out of the bulrushes to lead us to the Promised Land of no complaints. Or, if we could submit this question to some wise Solomon—how happy we would all be. And, yet, how grateful we should be to our Government. It has finally taken the question and settled it, and settled it the only way it should be settled—that of practically enforced destruction of impure, unfit for sale, canned foods.

I cannot refrain, on this occasion, from warning the National Canners' Association that in their back-to-warehouse plan they are playing with fire. They are creating a condition through this plan that will tear down the one great factor that has beeen responsible for the growth in the consumption of canned foods during the past years, and the higher development of which will be the most potent contributing element in increasing future distribution, i. e., PUBLIC CONFIDENCE IN CANNED FOODS. It is inconceivable to suppose that warehouses, no matter where they are distributed throughout the country or how limited their number, can escape public notice, especially so when such warehouses are filled with nothing but spoiled canned foods.

What a disastrous effect—the hundreds of thousands of packages from all different arteries of transportation all over this country leading into these warehouses, whether it be by railroad, parcel post, express or any method of transportation. Every single package distinctly labeled and marked damaged, swelled or unfit, spoiled canned foods. Do you think that these innumerable shipments will escape public notice? A car of canned foods would pass by unnoticed, but a single can of spoiled foods labeled in accordance with regulations will incite public suspicion. The public will see, know and hear more about damaged canned foods than they have ever heard before, and the press will not be slow or backward about disseminating this information to the public. When the public mind has been saturated with advertisements of this kind, what good will be your Canned Foods Week? All of your efforts to promote public good will to your product will go for naught.

The back-to-warehouse plan will do more internally to disrupt the National Canners' Association than any other agency, for the reason that is already being evidenced—disloyalty. If the most influential packers openly or surreptitiously refuse to live up to this plan, and I can say to you that such is the case even now by contracts already made, both from New York, Wisconsin, California and Alaska packers, then it cannot be expected that the smaller packer will be loyal. The impracticability and unfairness of the plan will eventually strike at the fundamental foundation of your organization.

Let me illustrate this more forcibly.

[Mr. Hannigan here told of a high-class retailer who had bought 100 cases of very fine peas at $2.75 per dozen, and that because two or three cans had been brought back by customers as spoiled, wanted to return the whole purchase. Mr. Hannigan persuaded him that that would not be fair to either the canner or the jobber, because all the 100 cases could not possibly be bad. We explain this, because in Mr. Hannigan's original copy of his address he has merely the words "Insert incident of spoiled peas." —The Editor.]

And, yet, this illustration is what will happen, not in a single instance, but in the entire public mind. As I stated earlier, one of the most potent factors in the development of the canned foods industry in the last 10 years has been the growth of public confidence in canned foods. I remember as a boy what a great stench went over this country following the Spanish War. What a terrible, disastrous effect this congressional investigation into unfit canned foods—"embalmed beef" the public knew it as—meant to the canned foods industry as a whole. Gentlemen, the canned foods industry is only now recovering from the blow dealt it by this investigation over 20 years ago.

Gentlemen, if I were a canner I would be opposed to the warehouse plan because of its impracticability, expense and multiplicity of details in carrying out its program, and because, sooner or later, it would react against the best interests of the development of canned foods.

It was my pleasure last June to sit in a conference of a committee from the National Canners' Association and the National Wholesale Grocers' Association held in Washington. We spent an entire day discussing swells, with the hope of arriving at a solution of the question. This conference was very hopeful. Later on in Chicago a similar conference was held and everything pointed toward an adjustment of this question on a graduated percentage allowance basis. Then suddenly, as a bolt from a clear sky, came the proposal of the warehouse plan.

Gentlemen, this plan is obnoxious, not only to we wholesale grocers, but to food commissioners in practically every State, and the plan will never create anything but an atmosphere of unfriendliness between our two great industries.

Your national body seems to think they can handle the swells at an expense of $50,000 a year. I am inclined to think that they figured up to this amount and then the pencil wore out. It can't be done. Probably your National body is figuring on the wholesale grocer standing for the major expense. By that I mean that the retail grocer, through a resolution passed at the convention of National Retail Grocers in their last meeting, plainly stated that they looked to the wholesale grocer to reimburse them in full for all swells. Possibly the National Canners' Association figures that, rather than go to all the expense and the multiplicity of red tape, the wholesale grocer will stand the loss of possibly 75 per cent of the swells. Well, this is good figuring. We wholesale grocers have been classified in many instances as unwise and foolish, but if this is your Association's guess, then I can say very plainly, and I think I am speaking for every wholesale grocer, they have made the wrong guess this time. As an individual I propose to exercise my right as a buyer. By this I mean that every contract for canned foods I make I will have something to say about that contract, and I think that will be the attitude of every red-blooded wholesale grocer.

The National Wholesale Grocers' Association proposed to the National Canners' Association three plans:

First—Graduated percentage allowance plan.

Second—Label return plan.

Third—One-half of one per cent flat allowance plan.

Any one of these three plans will accomplish the purpose that the Government seeks to accomplish, and any of which will be for the betterment of your business and mine.

We all admit that swells should be destroyed. They jeopardize public health and the knowledge of them on the public mind reflects upon and retards your business and mine.

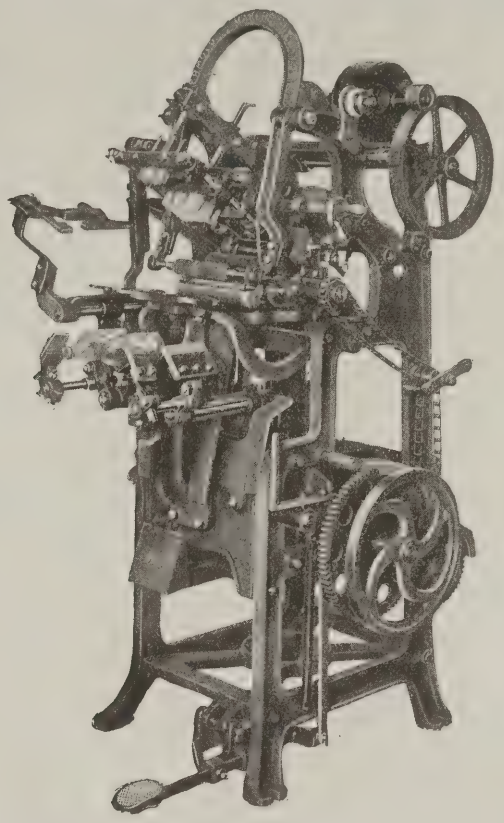
Is the warehouse plan predicated on distrust? Are we distributors, as a class, to be considered untruthful and dishonest? Then, why the objection to the label allowance Are our records of swells, compiled from years of actual experience, so unreliable that they cannot be used as a basis for a direct allowance on the percentage basis, whether it be flat or graduated?

We wholesalers are not familiar with the real, true reasons for the warehouse plan. We know it is impractical. It is not workable. And why the master minds of your industry should seek to promote this plan is beyond our humble comprehension. Please be reminded that I am not blind to the advantages that the warehouse plan affords the National Canners' Association. I know what a great leverage it would be to almost force non-members to join the Association—that is, if it ever functioned as it has been planned. I can see its advantages from the laboratory standpoint, but why, for the sake of research, do you seek to destroy, through the warehouse plan, public good will—your most valuable asset—when your Association already maintains research laboratories? And, pray tell me, cannot much of this eagerly-sought knowledge of spoiled canned foods be obtained at the canning factories without all this red tape and burdensome expense?

Gentlemen, whatever advantages there are in this plan are so outweighed by the disadvantages, it is a cause of wonderment to me what has prompted the master minds of your industry to propose such a plan. Lay aside the small, temporary advantages. Look, as I said before, at the crushing effect this warehouse plan would have in destroying the one great factor that the future development of your industry depends upon, and that is the faith and good will the public has in your canned product.

Under the old plan of swells adjustment, no one but the buyer, broker and seller had any knowledge of a transaction involving spoils. Under the warehouse plan the entire country might become aware that large warehouses in many sections of the country had to be maintained. Think of it, gentlemen—warehouses maintained to take care of spoiled canned foods! These ware-

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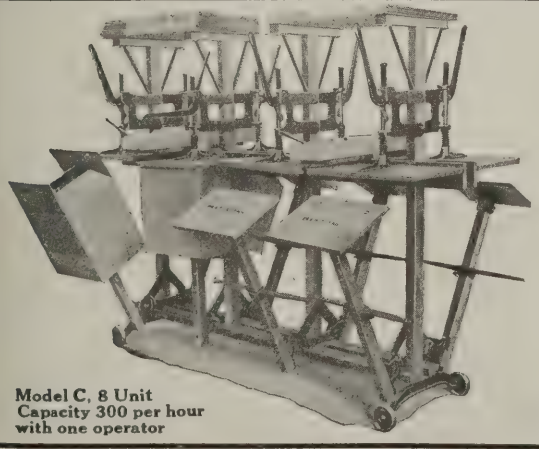
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houses would be an advertisement to destroy public confidence in your product.

I am not arguing this matter from a selfish standpoint. I feel that I am able to take care of my own business and make contracts that are fair and equitable, and when I make that statement I am making it for every wholesale grocer, because there is no business that requires keener judgment and stronger policies than the wholesale grocery business, if it is to be conducted successfully.

As I said before, I am not speaking for myself. I have in mind your business—not of today, but I see, in vision, your business of tomorrow. You have only scratched the surface. The development of your business will depend in no small measure on the future development of public confidence in your product. When each household in this country will have sufficient confidence to use an average of one can of peas per week or one can of tomatoes or corn per week instead of less than one a month, you will then have made the progress that you are capable of making.

Public confidence helped to build your business from insignificant numbers unto unheard-tell-of packs as of today. Destroy this public confidence by your warehouse plan and you go backward.

The National Canners' Association, through your contributions, are spending thousands of dollars each year to build up public confidence in canned foods. Please do not be a party to any legislation of your body that will destroy the one essential and potent factor that you are spending money to develop.

Gentlemen, think over this warehouse plan as it relates to the public mind—not as it relates to pennies and dimes. The greatest asset of business, as I said before, is public confidence and good will in your product. Please, for your own good, and the future development of your business, do not make any mistake today that will cause you regrets tomorrow.

CHAIRMAN—I am very glad to announce as the next speaker Prof. Thomas B. Symons, of College Park, University of Maryland.

PROFESSOR SYMONS EXPLAINS WORK DONE

IT wasn't my purpose, as your Secretary said, to make an address to you today, but I felt that the invitation of your officers was one that I could not let go by without taking this opportunity of expressing our appreciation to the Tri-State Canners' Association for the splendid work and effort they have helped us to accomplish during the past year. I believe the project that was launched by this Association in co-operation with our service and the farmers and the growers is going to mark an epoch in the development of the industry in the Tri-State territory. I am sure that the effort that has been given to this project by the county agents of Maryland, and I presume the representatives of the other States will speak for them, both in Delaware and New Jersey, was a response that, while we have every reason to expect to be enthusiastic, it has even gone beyond that in their devoted efforts to carry through this splendid piece of work. Mr. Torsch will undoubtedly report to your committee, or to the business session, the report for Maryland. I might say as an introductory to that report that in conference with the committee, plans were laid for devoting our efforts to the tomato plant project in Maryland. There were about thirty-five plant beds established. Twenty-eight of them were conducted in places where the canners took part in the co-operation and developing of these beds. Mr. Radebaugh tomorrow will tell you some of the details of carrying out that large project. It was an inspiration to me, and I believe it has been to everyone that has been close to the work, to see the impetus that has been given to the production of good plants by this general project that was launched in the Tri-State territory.

Obviously when county agents or investigators start a project in any community there are always those who feel that they know how to grow plants and probably could grow them better than an educational agency in co-operation with the growers. Be that as it may, the impetus that these community beds gave to all growers —and, I expect, Mr. Chairman, to all canners—I am convinced was one of the reasons that has given the Tri-State territory the splendid product during the past year, and while we would not for one moment lay all of the results to the community plant bed project, the inspiration that came from centering attention on a good plant, I believe, is going to mean much for the industry in the future.

I am just wondering if we realize quite fully the remarks of Mr. Cattell, so far as our immediate possibilities are concerned. Certainly we have every possibility in this territory, and if you gentlemen and the farmers with your educational agencies use your brains to the fullest extent, we will be able to command and to continue to command a big section of the canning industry in this next year. I was wondering, in the city here—I don't know how many canners we have in this section all told, or of the number of farmers, but supposing we could imagine all of us moving out of this territory, and suppose that the California growers would be placed in this section, and the California canners would be placed here—can we visualize what the California growers and the California canners would do with this territory? I can tell you that so far as the growers are concerned, and I have no doubt so far as the canners are concerned, they would utilize our possibilities to a greater extent than we are using them today. Certainly with the transportation advantages, with the fact that we are within two hundred miles of fifteen million people, our big job is to grow food to feed human beings, and while in our territory on the Eastern Shore the slogan of the cow, the sow and the hen has saved many farmers during this strenuous time, the canning industry is the one industry that is going to put direct money in their pockets, as well as yours, when it is conducted in a businesslike way. And I think that both the growers and the canners have had during the past three or four years experiences that have been crucial, experiences that have cost us dollars, hundreds and thousands of dollars, and now that we are hopefully looking to the future, we have come back to the source, you might say, in starting with the plan that if we can fundamentally believe and really try to get good seed and produce a good plant, and follow it up, as a great many farmers did this year, with proper cultural methods, and then to have the co-operation of you canners, we have got an industry that will stay by us and with which you can compete with the canners and growers of this country.

We had a conference of the agents some time ago, that was called unofficially, for the purpose of ascertaining ourselves just how the county agents and those interested in the project felt about the results of the work, and it was very gratifying, my friends, for us to learn from each county agent, one after the other (thirteen of them in our territory), that the canners, they said, in their sections were sold to this project, that the growers were sold to it—in fact, the great problem has been to hold down the number of community beds, and while I believe that at our first meeting we promised, with the splendid contribution your Association made to us, that we would have but three beds—and as I tell you, we had thirty-five. The great difficulty in a movement like that is to not let it get away from you. But aside from that, the holding of the meetings—45 of them in one territory, of canners and growers—has done more in 1923 to cement the interests of the canners and the growers behind the industry than anything I have observed in the last twenty years' experience in this work in this territory. I believe there is a better feeling existing between canner and grower today than there has been for a number of years, and that is a very helpful, a very beautiful and a very satisfying thing for the Tri-State territory. And I hope, Mr. Chairman, that your Association will be able to cooperate further. I know it has cost money from your Association, and I am presented this next year with a problem—in fact, when Mr. Woodbury, who has given us every assistance and aid in this improvement work in the conference of agencies, came in with their report of recommendations for 1924, the thing that was uppermost in their minds was where Mr. Symons, or how Mr. Symons was to furnish specialists' assistance in the conducting of these community beds over the counties and over the State. Now, of course, we are handicapped in the Extension Service for funds, and will be handicapped during this next year, and I trust the Association will be able to see its way clear to furnish me with sufficient funds to enable Mr. Radebaugh to leave his work in Cecil county and go out and assist the other county agents and assist the growers and canners in the respective sections in carrying this work further. We have requests in now for forty community plant beds, and when you consider the details that are involved, the fundamentals we must drive home and the fact that we don't want them to be a failure in any case, it requires good supervision and expert care. I will say this: I don't believe that all of us could have started a movement under more unfavorable circumstances than was the case last spring in the State of Maryland. I am told that by the most experienced plant growers in our region, that they had a harder time in getting their plants going last spring than for many years past. It was a cold spring, and after the plants were started in the beds, in some cases they had heavy rains, or in other cases had unfavorable weather, so that I believe that under these conditions we can feel gratified with the results in the field, because there is the net thing we are looking for, in the yield, in the field, between the community plant beds and the others where the results tell in the net returns, and I will leave it to Mr. Radebaugh to tell you the details of the results from these different plant beds; but all of us observed a substantial increase in yield. And after all, my friends, if we are going to keep in the tomato game in the East, if the farmers are going to be able to furnish you with first-class product, there are

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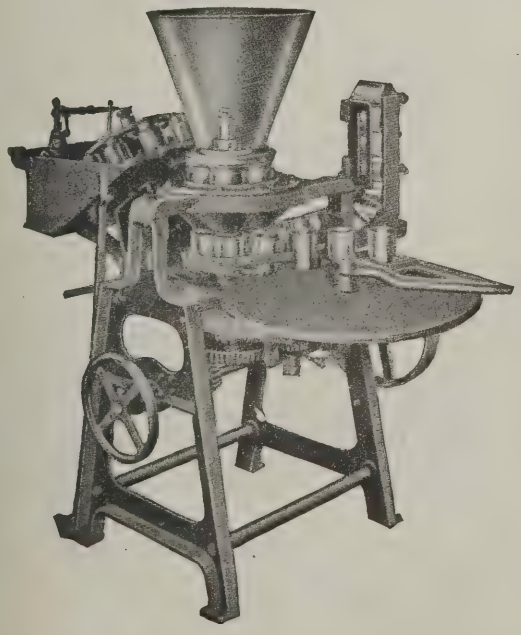
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these fundamental things which we must do, and I believe we have made a start toward them, and that is, first, getting good seed which we haven't made adequate provision for yet, although in Harford county they have saved enough seed in the past year for seventy-five per cent of the acreage next year. In Kent county, for instance, when heretofore the number of plant beds that have been sprayed was about 5 per cent for the beetle, this year we were able to have 75 per cent of them sprayed. The attention to details that has been driven home to the producers is a factor that we cannot overestimate.

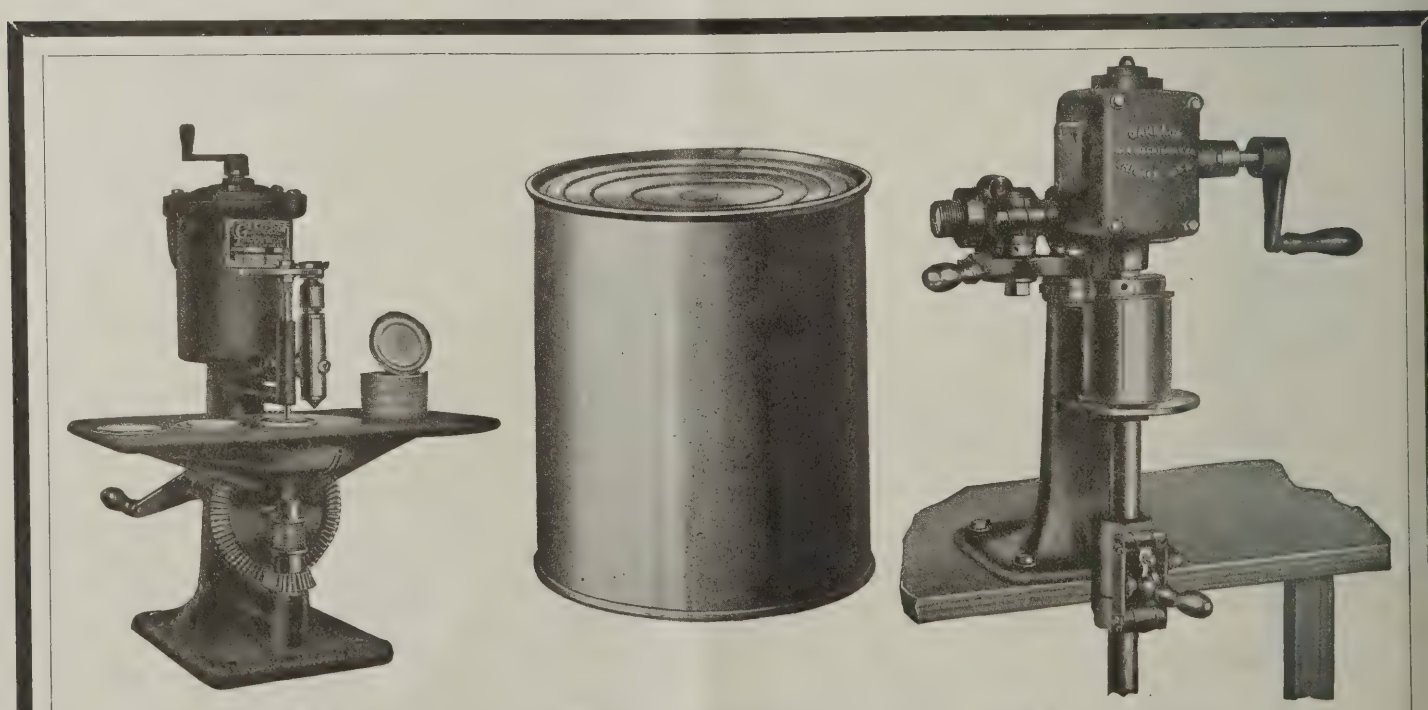
We moreover are studying the question of disease, the question of mosaic that have appeared in a number of fields in the State of Maryland, and I assume in the adjacent territory, and were able to put a specialist right on that problem to see if we were starting a community plant bed project, and disseminating disease by that means. We were fortunately able to determine that was not the case, but I say that these are big problems that we must solve.

Grades—Now I assume that your Association in your business meeting will discuss another fundamental that the farmers discussed here some time ago and that is the question of grades. Fundamentally, we must be able to get the farmers to apperciate the quality of the goods that they are raising. They have adopted the Department of Agriculture's standards and I hope your association will adopt the same grading and that there will be enough public spirit, enough earnestness, so that we at least can have illustrations and demonstrations on the part of the canners and groups of growers to try out this system of grading tomatoes in 1924. When we can think of the possibility of having a community plant bed demonstration followed up by an arrangement with the canner where the tomatoes that will be delivered are grades according to quality, I tell you, we will be making rapid strides in the improvement of the industry.

Another matter I wish your association would earnestly consider is this. As you know, in the state of Maryland, we have a forty million dollar industry, and as yet there has been no money appropriated directly for the encouragement of work in that industry. This year we are placing in the budget for the University of Maryland Extension Service, an item of $10,000 as a canning fund for the purpose of the improving of canning crops and I should hope that the canners from Maryland will aid us, as far as possible, in securing that budget through our present Legislature and with the Governor's budget. That $10,000 will only be a starter of course, but I feel that is will enable us to put some men on this work, put some specialists on it, to study the problem, placing both canners and the growers that will enable us to develop not only the community bed plant project but other big projects, of fighting those diseases that are now exacting a toll from the canning industry. And so I trust that your Association will see fit to back up our budget in securing a direct fund for the developing of the canning industry.

And now, in conclusion, I want to speak to the men in this room. We have here as I say the territory. We have the crops, and all we want now is some earnestness and determination for us to utilize our resources to their greatest utility. And in this it means both the canners as well as the farmers.

The first man in this audience I want to speak to is the man of sixty or sixty-five. We usually look to those men for inspiration, for advice, for leadership. The man of sixty-five in this audience has lived a happy life. He has done a great deal perhaps for his community. He has perhaps made considerable money. He has perhaps been a leader in civic improvement, but that man now has reached the point where he is not going to push things on. He is looking backwards rather than looking forward. It is natural that his work has been largely done. What can he do for the canning industry in the Tri-State territory? I say to this man of sixty or sixty-five whether he be a canner or a grower, that he is presented with the greatest opportunity for helping his fellow farmers or fellow canners and the industry that he has ever had in his life, and I would ask that man to advise his canning associates in the first place to organize your industry because I don't believe that the canning industry is organized like it ought to be in this territory. He ought to be the man who would give advice towards these progressive movements for the improvement of crops, for the standardization of crops and for the cooperative marketing of crops, and if the man of sixty-five will pass a word down and say. "Well, now, here I have lived through my years with the difficulties we have encountered

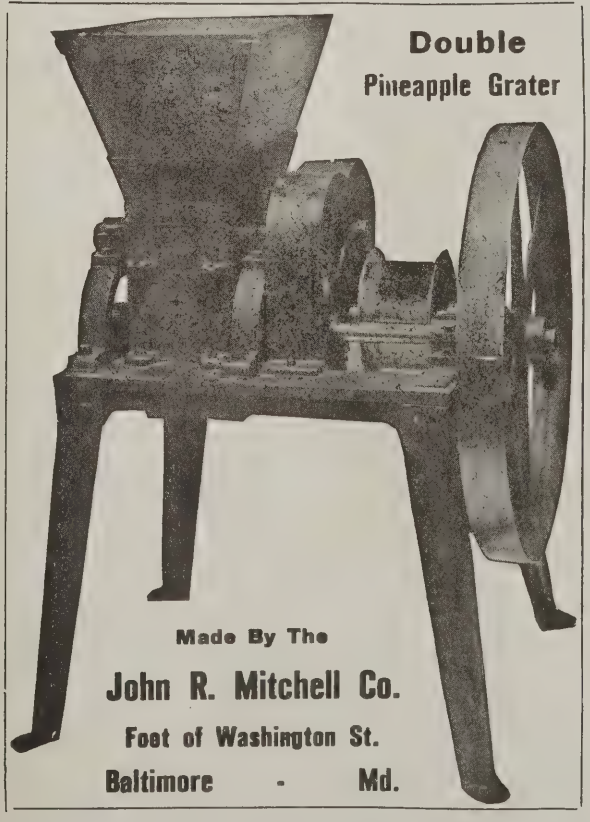


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but I see we should do just a little different from what we have been doing in the past," that man can be of great help to those of us who are following in the development of this industry in this territory. I ask him if he can't leave as his heritage that one of the few things in the passing years of his life was that he started a fundamental industry, that he started a movement that will mean much for those who are to follow.

The second man I want to speak to in this room is the man of forty or forty-two. He is the fellow I want to get real next to, because he is the man that must carry the burden of the day. If the Tri-State Canners' Association is to go forward, it is the man of forty that is going to carry it. We are the men that must do things. We are the men that must take the lead in these movements, and I don't know, friends, whether there is a greater opportunity of service for the man of forty or forty-five today than to take up the splendid project for the conservation and development of the canning industry of the Tri-State territory.

The man of twenty or twenty-two. There are not many of them in this room, but they are looking for inspiration from us. It is how we give to the young men that are coming on their inspiration whether they will be food canners or whether they will be good growers, whether they will be good citizens for that matter. At any rate, my friends, those young men are imbued with enthusiasm, they are just looking at the horizon of life. They want to be guided right, and it is up to us to lead the way, and I hope, M. Chairman, that this movement, starting small as it is, will really organize the industry in a business way. Let's do that. Let's take steps so that we will have the very best seeds. Tomato seeds, corn or peas in this territory better than any territory in the United States. That is a fundamental requirement. Then, let's develop this plant idea and the development of a standard product. When you have a standard product from the farm, it will follow with improving the standard product on the grocer's shelf, and that is needed today as much as it is on the farm. So I hope, Mr. Chairman, that you will feel that the extension service, county agents and specialists of the University of Maryland stand ready to back you up in every movement. We are ready to take off our coats in this laudable enterprise, because we believe that it is fundamentally right, that it is fundamentally best for the industry for us to encourage the grower to increase his yield, improve his product, and then to work with you in marketing it to the consumers in this territory.

[Mr. Royal F. Clark was next called upon, and made one of his most forceful, though temperate, addresses on the swells question. He answered Mr. Hannigan on most every point, it seemed to us; but Mr. Clark particularly requested that the reporter not take down his address, and, we may add, later told the writer he regretted that request, and so do we.—The Editor.]

MR. HOFFECKER—I want to say I am very pleased, indeed, to have heard this splendid address from Mr. Clark. I sat here and listened very attentively to the address of the representative of the Tri-State Wholesale Grocers' Association, and I was very sorry that there seemed to be in that a threat when the gentleman said that he thought he spoke for the wholesale grocers, and that he himself would not write a contract that don't contain this provision of one-half of one per cent, and that he thought he was speaking for the wholesale grocers. I say, I was very sorry to hear that statement, because it looked to me like a threat, and that is not the way to get together. The objections that were lodged by the gentleman in that address did not appeal to me very strongly. I think the greatest advertisement of swells comes not in warehouses, from any observation of cars going to warehouses, but it comes in the retail grocery store where your customer comes in and hands back a spoiled can. People are not looking at warehouses and trains going by the road with swelled canned foods to warehouses, and we have had that return of canned foods, as Mr. Clark says, for years. For my own company I want to say this: We sold some canned tomatoes a few years ago to a wholesaler in a city quite a good many miles from my home town of Smyrna, Del., rated very high in both Bradstreets and Duns, and we got a swell claim from that house for some 11½ cases of tomatoes on a delivery of a thousand cases. We ordered the goods back, and when they came back (we sold that party only canned tomatoes under our own label) when those goods came back that 11½ cases consisted of pumpkin, apples and peaches and tomatoes of three or four packers other than our own. The whole shipment, as far as our goods were concerned, contained just 11 cans, instead of 11½ cases, out of a thousand.

Now, here is another thing I want to say. It has been my observation, and I have been around a canning factory since 1868, and, therefore, ought to have a little bit of experience as far as observation goes, at least, that when we don't find spoilage when we are labeling, we don't get very many claims for swells when the goods go out to the wholesale grocer. We finished up labeling a few weeks ago, and we had not one-fifth of one per cent of swells. Now I submit this, gentlemen: Is it a fair proposition for the wholesale grocer to exact one-half of one per cent on a canner who doesn't have—and our average for the past fifteen years has been less than one-fifth of one per cent of swells—I submit in all fairness, is it a fair proposition to the canner who does not have one-half of one per cent, whose average is down to one-fifth of one per cent, to tax him with a claim of one-half of one per cent?

Now, this question question of bad advertising to me is a bugaboo. There is nothing to it, and it looks to me very much like the gentleman states that it is merely a trade discount, and if we are going to have anything like an equitable proposition, let us have it, so that the canner stands on his own feet and not resting the bad ones or the poor ones on the good ones.

MR. HANNIGAN—Mr. Chairman, I guess Mr. Cattell was right when he spoke about the flea and the elephant. I realized that I was putting my head in the lion's jaws, but I want to say this: The gentleman who just spoke certainly couldn't have followed my paper very closely. The Secretary has that paper, and if he will produce any line in it wherein I stated that I would not sign a contract unless I got one-half of one per cent, I couldn't read my own words.

I said that I felt competent of making a contract. I made no stipulation. This is not the time for argument, but I will say this: I will be very glad at any time and any place to argue the question of warehouses with Mr. Clark.

MR. STRASBAUGH—The thought first crossed my mind in helping to make up the program for this meeting that it would be most advantageous to hear from the Tri-State Wholesale Grocers' Association, and I consulted the Program Committee and requested Mr. Hannigan to make an address to this Association this afternoon and be our guest. I want to assure Mr. Hannigan that he will be extended all the courtesies that are due a guest of this Association, and anything Mr. Clark has said or that any member of the Tri-State Canners' Association may make is certainly said because we feel that it is necessary that this question, which has been approached by Mr. Hannigan, be given a thorough discussion at this time, regardless of the other speakers that have to appear on the program this afternoon. And I want Mr. Hannigan to feel that I feel as kindly toward him—in fact, I am glad that he came here and spoke his mind this afternoon as he did, as he thought was right. He tells us that he has given every consideration to this question, that he has attended the conference in Washington, and he believes he thoroughly understands this question, and he has a perfect right to that view, and I am only too glad that he was willing to express that thought to this assemblage this afternoon, so that we might know what is in the minds of the wholesale grocers of the United States.

However, gentlemen, there are just one or two thoughts here. I do not say this in an antagonistic way to Mr. Hannigan. When he debates this with Mr. Clark, or when anyone debates this question, I would like to call their attention to two or three things I have noted here in the last three minutes.

In the first place, when I was a youngster in the business—and that was a good many years ago—I subscribed for the American Grocer. My good old friend, Frank Barrett—I revere his memory, and I feel most kindly to his son who has succeeded him—always saw fit to print on one of the pages of every issue of the American Grocer "Count, measure and weight everything that you buy." Gentlemen, I feel that when I pay for swells I am buying them back, and I have a right to count, measure and weigh those swells, and I don't agree with the action that has been taken in the city of New York by the health authorities, no matter who may have instituted these rulings, that the New York grocer can take my swells, which may contain, as Mr. Hoffacker says, pumpkin, peaches and apples and other things, when I have shipped tomatoes, condemn them, send them to the dump and send me a bill and expect me to pay that bill if I am not in position to count, measure and weigh them.

Now, as Mr. Clark has told you, quite rightfully and truly, we are endeavoring to work as closely with the Bureau of Chemistry as possible to protect the consumer in this matter, because we are trying to protect the industry that must protect the consumer if we expect to succeed. Mr. Hannigan, my friend, has told you that if we proceed in this plan that we will stop or interfere in a great degree with the consumption of canned foods and scare consumers. I would like to know why. I have never been able to decide in my life that a Republican was more dishonest than a Democrat; I have never been able to decide whether a canner was more honest than a wholesale grocer, or vice versa, and I think if the canner cannot be given the privilege of counting his swells in his own warehouse for fear he might go out and sell those swells after he has counted them and paid the grocer for



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ESTABLISHED 1880

them, I fear there is as much danger that they will get into consumption from the wholesaler's warehouse as from the canner's warehouse. For that reason, when a wholesaler calls in a health commissioner and says these goods are condemned, dump them, get rid of them, I am not sure they are my swells. Neither am I sure that Mr. Health Commissioner will dump those, and be able to tell whether he is destroying all swells or possibly some good food.

I sat in a conference with the Bureau of Chemistry at one time with Mr. Messenger over there, and Mr. Campbell at that time made it perfectly clear to Mr. Messenger and myself that if food was food, it could not be destroyed by the Bureau of Chemistry for economic reasons, even if it were poor food. It is only unhealthy food that we can condemn, said Mr. Campbell at that interview.

I am inclined to think that there have been cases—in fact, I heard Dr. Geiger say in Chicago that there were something like six million pounds of canned foods destroyed in Chicago in three years. I think every canner in this room has had more or less experience at some time where flippers have been called swells, and if the canner has no opportunity to inspect those swells without traveling from Maryland to Texas in order to inspect them, a good bit of good food will be destroyed, and is destroyed every day, and I think the Bureau of Chemistry recognizes it. For that reason the Bureau of Chemistry says the old plan that was in vogue is not satisfactory.

Now, Mr. Hannigan—my friend, my invited guest, the gentleman that is in our midst at this time, and I am only too glad that he is here—has expressed his opinion in the manner that on swells we should give them one-half of one per cent. I would like to ask Mr. Hannigan if he really believes the percentage of swells that is purchased is over one-fifth of one per cent.

MR. HANNIGAN—I have made no statement asking for anything.

MR. STRASBAUGH—Then I misinterpreted you.

MR. HANNIGAN—And on these different plans there were four questions sent out. If you don't mind, I will just give you the vote on those plans. The vote on the graduated percentage was 225; label return allowance, 194; half of one per cent, 343; warehouse inspection plan, 27—27 votes out of 859 total.

MR. STRASBAUGH—I would like to say only this: that under the proposition of allowance of either one-eighth, one-fourth or one-half of one per cent, or whatever is decided upon, we do not have a chance to be assured that those cans will be destroyed any more than it has been possible to see that every canner would see every swell disposed of rather than sold to the consumer in some other way at a cut price in the past. Then I only want to say that this whole warehouse proposition, big as it seems, this afternoon, to my mind, is a very small proposition after all. It has been the custom for a great many years, and even up to the last two or three years, that swells would be returned to the canners if they wanted them. There was never any hardship imposed upon anybody for the return of those swells, and the canner was allowed to count them before he paid the bill, and also to recognize them as his own, and if they were swells, what kind of swells they were. Today what are we proposing? Merely that they be shipped to some central warehouse instead of to the canner to be examined. Gentlemen, there is the only difference in this plan from the old plan.

MR. HOFFACKER—I have absolutely no purpose to do injustice to anyone given the privilege of the floor, and I want to apologize to Mr. Hannigan for saying he said they would not sign a contract. I understood Mr. Hannigan to be arguing for this trade allowance—this graded allowance.

MR. HANNIGAN—I was only talking against the warehouse plan.

MR. HOFFACKER—I, like Mr. Strasbaugh, assumed that he was arguing for this allowance or graded allowance, and I think what the gentleman did say was that he would have something to say when the contract was written.

MR. HANNIGAN—That is certainly my privilege.

MR. HOFFACKER—I apologize for having charged you with something you didn't say.

CHAIRMAN—I am afraid if we talk much more on this subject of swells that we will not be able to enjoy the banquet tonight, but I would like to see some interest taken in this matter and a suitable resolution drawn, so that tomorrow we can either be for or, at least, show a decided conviction one way or the other and get somewhere.

MEMBER—If the President will make this in the form of a request to the Resolution Committee, the committee could see that such a resolution be framed.

CHAIRMAN—I would not like to request it, but will put it as a suggestion.

(Continued Next Week.)

DEPARTMENT OF COMMERCE MOVES TO PREVENT FOREIGN PRICE RAISES.

NOTICE given by the American Government of its intention to thoroughly investigate the activities of foreign combinations controllng raw materials of vital need to American industry and for which our manufacturers are predominantly dependent on imports, has resulted in stemming the tide of advancing prices, according to the annual report of Secretary of Commerce Hoover for the past fiscal year, which will be made public shortly in accordance with the law.

In discussing the situation Secretary Hoover says: "There are a number of necessary raw materials for the supply of which we are predominantly dependent on imports from foreign countries. Possibly as a result of the war, but more particularly during the past 18 months, there has been a growing tendency for producers of these commodities to combine in control of prices as against the American market. This is particularly the case in nitrates, tanning extracts, quinine, rubber, sisal, tin, cork, mercury, tungsten, and various minor minerals."

"The effect of these price combinations in the consequent higher cost to American consumers presents a most serious problem," Secretary Hoover declares, pointing out that while we are vigorous in control of price combinations in respect to our own industries, we are, of course, powerless to reach these foreign combinations through our anti-trust laws.

"Under authority of Congress, the Secretary's report says, an exhaustive examination of such combinations was undertaken by the department before the close of the fiscal year to determine—first, the character and extent of the combinations themselves; secondly, whether alternative sources of these raw materials could be stimulated and therefore natural competition induced; third, what relief could be obtained by stimulation of synthetic or substitute materials within our own borders; and fourth, what protective or retaliatory legislation could be undertaken.

SHRIMP CULLS A VALUABLE FERTILIZER.

Corpus Christi, Texas.—G. C. Palmer, Agricultural Agent for Nueces County, has made a discovery that will be very valuable to truck and fruit growers in this section. Mr. Palmer found out that the shrimp canning factory and the shrimp shippers were throwing into the bay each day more than 10,000 pounds of shrimp heads that are a valuable fertilizer, and which contain a considerable quantity of that most costly of fertilizers, that is nitrogen. Mr. Palmer is having analyses made to find out the actual worth per ton. He has also interviewed the canning factory managers and shippers, and they told him they would be glad to give the fertilizer to the farmers. The canners will give their shrimp heads to the farmers to fertilize tomato lands, the crop to be bought for canning by the Crockett & Maddrix Canning Factory here. The price offered for tomatoes is $15.00 per ton, it is said, and tomatoes, like onions, can be planted on the same land that cotton is planted on.

DOING THE JOB RIGHT

First Dentist—How is it that you offered to fix Mr. Peck's teeth free of charge?

Second Ditto—He sold me a second-hand car last winter.—Judge.



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Our prices will be standard—one unvarying price to all. You purchase our machines with the satisfying knowledge that your investment is precisely the same as that of each and every other purchaser—no higher or no lower.

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BUFFALO CONVENTION NEWS

ANNUAL CONVENTION, WEEK OF JANUARY 21st, 1924

National Canners Association—Canning Machinery & Supplies Association
National Food Brokers Association

BIG MACHINERY EXHIBITION BIG CANNED FOODS DISPLAY

EVERYBODY WANTED——EVERYBODY WELCOME

BUFFALO WILL WELCOME NATIONAL CANNERS IN JANUARY

Proximity to Niagara Falls Makes Buffalo Ideal City for Convention.

WITH the eyes of the nation focussed on Buffalo, because Buffalo today is making more progress than any city of its class in the United States, the selection of Buffalo for the National Canners' Convention, January 21st to 26th, inclusive, was indeed a most fortunate choice.

Other cities have had their booms—and now the word has gone the rounds "Buffalo is booming! It is the coming city today!" People naturally like to visit such a city because when a city "steps out" there is something about the very spirit of its people and its developments that is exhilarating.

Not only is Buffalo the most logical city for a visit today, but its proximity to the world-famed Niagara Falls, one of the seven wonders of the modern world, makes it a doubly delightful city for a week's sojourn. A great many people have visited Niagara Falls in the summertime. To those and the many others who have never visited Niagara Falls, "Niagara" in the wintertime will be a revelation.



McKinley Monument and new Hotel Statler, Buffalo, where the business meetings of National Canners Convention will be held January 21 to 26, 1924

The world does not know another spot of such great, joyous beauty as Niagara in winter. As soon as the winter's winds send their cold breath across the great clouds of spray which for hundreds of feet in the air enshrine the face of the Falls and blow down the Gorge and over the neighboring landscape, the marvelous transformation which makes Niagara unique in the winter begins—nor does it cease until a wonderland of ice and snow has been created such as human eyes may nowhere else behold.

Niagara in the winter time is a treat which in itself is worth many times the cost of attending the Convention.

Of course, there will be the business meetings of the convention, held in the new Hotel Statler, ascribed by many who have visited the finest hotels the world over as being the last word in hotel construction. Mr. Statler, who is the outstanding figure in the hotel world, operating as many know the world's largest hotel, the Pennsylvania, in New York, proudly points to the new Hotel Statler in Buffalo as his greatest achievement—a monument to himself in the city where he lives, and where he first started his hotel enterprises.



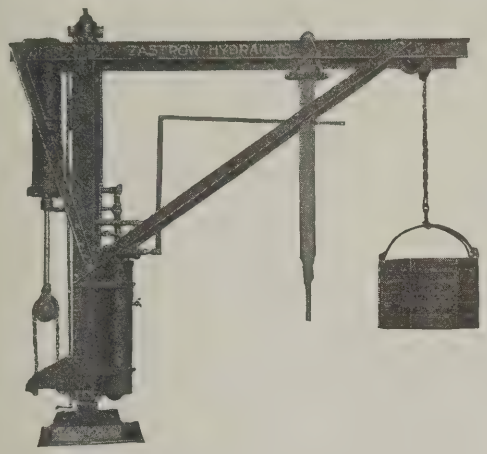
Niagara Falls in winter--a wonderland of ice and snow.

While those who attend the convention will be well repaid in useful knowledge, new ideas and the broadening influence of contact with the fellow-men of their industry, there are very few of us who don't go to a convention expecting a good time as well. These people—and who does not belong to this class—will not be disappointed.

There will be luncheons, theatre parties, dances and sightseeing trips galore—doubtless colored by many little informal conventings of the visitors for pleasures of their own making.

Many special entertainment features have been provided for the ladies—and the committe in charge are very anxious to have a big attendance of wives and daughters of the canners. "This is a convention for the entire family," said a chairman of one of the committees. "Come and bring the whole family."

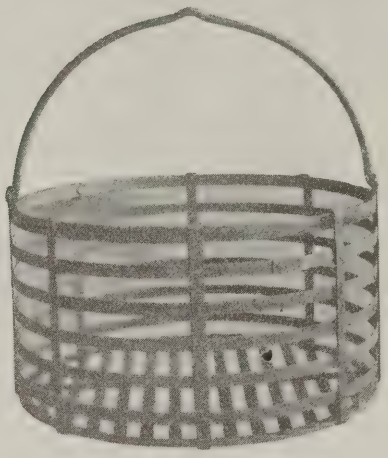
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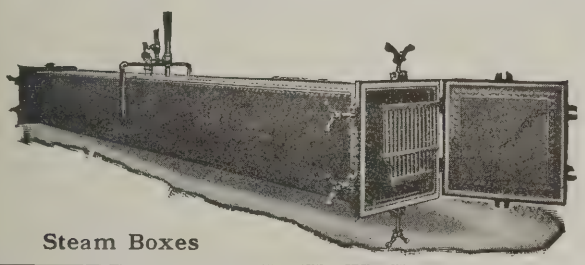
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Runs 1000 more seed to the pound than Alaska.
Just as early, and a better yielder than Alaska.
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The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and ask remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quality" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

THE PRODUCTION OF BETTER TOMATOES AND PULP.

By O. C. Zinn, Purchasing Agent Campbell Soup Co.
Before the Indiana Canners Association Meeting,
November 20-21, 1923.

AT your meeting last year at Evansville your Secretary read a letter from me on the subject of packing tomato pulp during the season 1922. This was based upon observations made during the packing season. You will all recall the splendid Indiana tomato crop of 1922 and quite fresh in your minds is the poorer crop of 1923. Seasons like 1922 are a business creator whereas 1923 is just a filler between the good seasons.

With these two years in mind it is well to call attention to the statistics of Indiana tomatoes:

Year.	Yield per acre.
1919	4.8 Tons
1920	3.4 Tons
1921	5 Tons
1922	5.5 Tons
1923	2.9 Tons

This means the average of good crops is three in five years or six in ten years. This low average creates a handicap that is hard to overcome. The Tri-States have nine good crops in ten. Utah and California do not know what a crop failure means—so you see Indiana has to step forward in the matter of crop regularity.

A great deal can be done along this line by the canner and grower through proper selection of seed and proper methods of plant production. Some attention has been given to Southern plants with various results. Some growers will say they are fine and better than native plants, and others will discourage their use. I hold no brief for the southern plants, but do believe from experience in Camden that they are worthy of attention and that some southern plants should be grown to insure a source of plant supply in case of some disaster to native plants.

Another way to enlarge and improve the pack is to increase the length of the season. This can be done by growing two varieties, one a tomato which will mature in sixty days and the other in seventy days after setting. In New Jersey we have been successful in growing two varieties known as "Bonney Best" and "Greater Baltimore." The Bonney Best requires good soil to produce, but it is a quick grower and good producer. The Greater Baltimore compares with your variety here known as Indiana seed.

The way to increase yields is to encourage the grower by paying the price for good tomatoes; keeping the price low is not always the best policy. The grower will not put forth much effort and neglects the fields; leaves them to be overtaken by weeds and other pests. He is inclined to back away from any crops which threaten extra work. He has heard of the many-named diseases that are contagious with tomatoes and it is like reading a patent medicine circular—they suffer with every ailment mentioned. He reads the remedies and becomes discouraged and disgusted with the thought of becoming day-and-night nurse to a lot of diseased tomato vines. Sprays and chemicals sound to him like medical terms. A little effort directed to the correction of these impressions will help a lot.

The land should be mellow and well prepared and ridged as for sweet potatoes and the plants should be set in the ridges. This will prevent wet weather from ruining the plants. If the season turns out very dry it will not hurt in any way. The Bureau of Plant Industry, Washington, D. C., is ready and glad to furnish data on seed, plants, soil, fertilizer, setting, cultivation, spraying and picking. This bureau will supply all the information, but not the physical labor—that is the trouble. The whole plan is simple enough if there is someone to carry it out with physical effort.

Growers become pickers at harvest time and this feature should be discussed in a general way at the contract time and then be followed closely thereafter. Teach them to pick red, ripe and fully sound tomatoes.

A close co-operation between the grower and canner is always desirable and cannot be overdone. If the grower understood your problems he could devise ways to help you. Just think of the time that the grower has to think of tomatoes while you are thinking of something else. These association meetings are intended for the good of the industry and men's minds should meet on the fundamental principals involved. We should discourage the grower from bringing to our canneries tomatoes which are unfit for his own table. Quality is ever the watchword and it should be backed with sincerity. Two dollars a ton more may seem a lot on the contract sheet, but it is a good investment if you can recover it all and more in good yield and good quality in the can.

Years like 1923 bring a lot of speculation in the tomato game. The growers had low yields and income the same as the canners and if you both get discouraged and disgusted at once the resistance is hard to overcome. There is a market for your goods and it can be increased without fear of overproduction. Heavy production will not stop consumption, but instead may be expected to increase it largely. Underproduction means high prices and underconsumption. It is bad for the grower, the canner, the distributor and the consumer. Tomatoes are not a necessity; no one cries for them, not even the baby; therefore, you are confronted with the necessity of creating a desire for tomatoes by the consumer. This is another phase of the problem on which I will not speak except to say that a quality product is its own best advertisement.

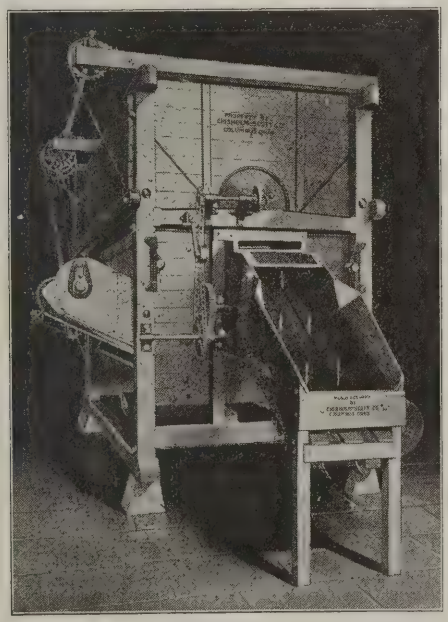
The season of 1923 presented many problems. In the pulp plants we find that washing equipment was

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GREEN PEA VINERS
Viner Feeders
Under Carrier Separators

"Ask the men who use them."

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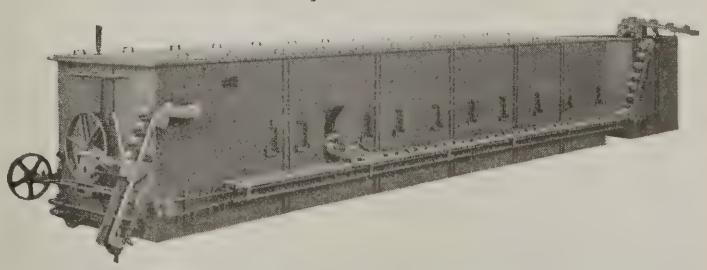
Surer of Results

No matter what you sterilize there's always one outstanding advantage in using A-B Continuous Agitating Cookers and Coolers—you are surer of results.

Quick uniform cooks insure quality in the can—sturdy, simplified construction eliminates delays producing quantity output.

Write for Catalogue.

ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.



taxed to its limit and in too many cases the equipment was inadequate for the task of washing and sorting.

The soil is of such a nature in a wet season that it adheres to the outside and cracks of the tomatoes, making washing difficult. The most effective way is to dump the tomatoes in a tank of cold water, allowing them to soak for a time, long enough to soften the dirt, then run them out of the tank on a conveyor equipped with water sprays, which removes the worst dirt, then pass them through a rotary washer, such as a Peerless, running at a fair rate of speed, then over the sorting belt, through steam box to final washing sprays at the end, drop them into cyclone or pulper and continue the movement without interruption to the finish in the can.

Too much care cannot be given to the washing and sorting equipment, as it may be badly needed to keep down high mold and bacteria and to remove excess dirt.

I have been called a pulp critic and buyer for the big Campbell soup house. That is a credit, but I want to bring to your minds in a forcible way the meaning of a "pulp buyer." I am the pulp buyer for millions of of homes in the U. S. A. While working for Campbell the effect of my buying is directly for the benefit of the individual home table, and it is a proud privilege to be represented there. Campbell's Soup is the product in which this buying is introduced into the home. Keeping this thought ever in mind, I can never sacrifice quality for quantity or price. We feel it is a creditable thing to be one of the packers who can meet our requirements and go along with us to the millions of homes we supply.

Our specifications are explicit and not hard to accomplish with the proper equipment and effort. The general outline of these specifications are:

Quality of Whole Tomatoes—Seller agrees in making said pulp to use only whole, red-ripe, sound tomatoes, thoroughly washed, under pressure, cleaned and sorted; also free from sand, dirt, black specks and all foreign material.

No salt, added sugar, artificial color, grease or preservatives shall be used; and in making said pulp the Seller agrees that it will not use tomato trimmings, skins or cores, produced as refuse from tomatoes, or use tomatoes from the first or last of the picking season when tomatoes generally have a pale color or at any other time when tomatoes are not of fancy red-ripe quality.

Seller agrees that Buyer shall have access to Seller's factory while the pulp to be delivered under this contract is being manufactured; also, that Buyer shall have the privilege of making inspections of said pulp and whole tomatoes at all times during the manufacture of said pulp, but such inspection is not to be construed as constituting an acceptance of the pulp being manufactured.

Quality and Grade of Finished Fancy Heavy Tomato Pulp—Seller agrees that said fancy heavy tomato pulp must have a bright red color (such color is to be determined when the pulp has been brought to a uniform specific gravity of 1.022 at 20 degrees centigrade) and a good tomato flavor, free from bitter, flat, sour or scorched taste, free from all seeds or broken seeds, that same shall be guaranteed to comply with all State and Federal food laws, and to be within the limit of bacteria, yeasts, spores and molds, as provided in the Federal Regulations; that same shall be finished through a twenty (20) mesh screen having 1/40 inch diameter holes, and shall contain no reprocessed or recooked pulp. Each can shall be properly processed and *properly cooled* after processing; and shall be stacked in such a manner that the pulp will not stack burn and the cans will not rust. The fancy heavy tomato pulp, without the addition of salt, must contain not less than ten and one-half per cent (10½%) of tomato solids determined by drying in vacuo at 70 degrees centigrade.

The outlook for the coming year looks good enough now to encourage every effort. Indiana canners did not make enough money during 1923 to afford long winter trips to Florida, as it will afford them a good opportunity to stay at home and fix up the cannery this coming winter and spring. There are many little changes around the cannery that will help, and you will forget them if not attended to promptly.

TENTATIVE U. S. GRADES FOR CANNERY TOMATOES

By Bureau of Agricultural Economics, United States Department of Agriculture.

(Numerals in parentheses refer to definitions of terms employed in these grades.)

U. S. NO. 1.

U. S. No. 1 shall consist of tomatoes which are firm (1), ripe (2), fairly smooth, well formed (3), free from molds and decay and practically free from damage (4) caused by growth cracks, worm holes, catfaces, scars, sunscald, freezing injury or by mechanical or other means.

The diameter (7) of tomatoes of this grade shall be not less than two inches.

In order to allow for variations incident to proper grading and handling, not more than 3 per cent (by weight) may be below the prescribed size, and in addition not more than 5 per cent (by weight) may be below the remaining requirements of this grade.

U. S. NO. 2.

U. S. No. 2 shall consist of tomatoes which are firm (1), ripe (2), free from molds and decay and free from serious damage (5) caused by growth cracks, worm holes, catfaces, scars, sunscald, freezing injury or by mechanical or other means.

The diameter (7) of tomatoes of this grade shall be not less than two inches.

In order to allow for variations incident to proper grading and handling, not more than 3 per cent (by weight) may be below the prescribed size, and in addition not more than 5 per cent (by weight) may be below the remaining requirements of this grade.

U. S. NO. 3.

U. S. No. 3 shall consist of tomatoes which are fairly well ripened (6), and free from molds and decay.

In order to allow for variations incident to proper grading and handling, not more than 5 per cent (by weight) may be below the requirements of this grade.

Definitions of Terms

As used in these grades:

(1) "Firm" means that the tomato is not puffy, shriveled or water soaked, that it is meaty and will retain its shape and solidity during the ordinary processes of washing and scalding.

(2) "Ripe" means that the tomato shows at least 90 per cent good red color.

(3) "Well formed" means that the tomato is not so curved, angular, flat or otherwise misshapen as to cause a waste in the ordinary process of preparation for use in excess of that which would occur if the tomato were practically perfect in shape.

(4) "Practically free from damage" means that any damage from the causes mentioned can be removed in the ordinary processes of trimming and peeling without a loss of more than 10 per cent (by weight) of the tomato.

(5) "Free from serious damage" means that any damage from the causes mentioned can be removed in the ordinary processes of trimming and peeling without a loss of more than 20 per cent (by weight) of the tomato.

(6) "Fairly well ripened" means that the tomato shows at least two-thirds good red color

(7) "Diameter" means the greatest dimension at right angles to the longitudinal axis.

U. S. NO. 2.

U. S. No. 2 shall consist of tomatoes which are firm, means that the tomato is not puffy, shriveled or water soaked, that it is meaty and will retain its shape and solidity during the ordinary processes of washing and scalding.

Ripe, means that the tomato shows at least 90 per cent good red color.

Free from molds and decay, and free from serious damage caused by growth cracks, worm holes, catfaces, scars, sunscald, freezing injury, or by mechanical or other means, means that any damage from the causes mentioned can be removed in the ordinary processes of trimming and peeling without a loss of more than 20 per cent (by weight) of the tomato.

The diameter of tomatoes of this grade shall be not less than two inches. ("Diameter" means the greatest dimension at right angles to the longitudinal axis.)

In order to allow for variations incident to proper grading and handling, not more than 3 per cent (by weight) may be below the prescribed size, and in addition not more than 5 per cent (by weight) may be below the remaining requirements of this grade.

U. S. NO. 3.

U. S. No. 3 shall consist of tomatoes which are fairly well ripened, and free from molds and decay, means that the tomato shows at least two-thirds good red color.

In order to allow for variations incident to proper grading and handling, not more than 5 per cent (by weight) may be below the requirements of this grade

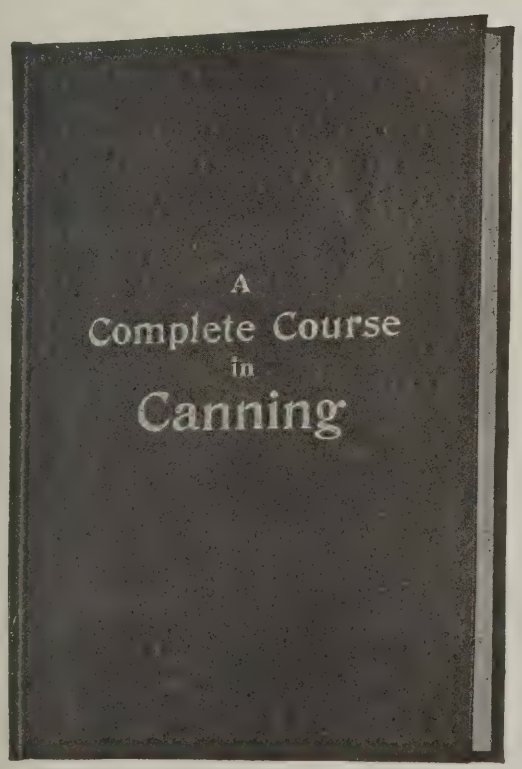
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Xmas Gift

—one which your superintendent, processor, technical man, and even your salesmen will greatly appreciate—

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Contains practical instructions for hermetically sealing foods in tin or glass, and for preserving fruits, vegetables, fish, meats, soups, condiments, fruit juices etc.

Written in plain, easily understood English, giving full directions, times and processes.

Not a book of mere formulas; but complete instructions how to equip and operate the plant, and produce the goods.

THE ONE RECOGNIZED, AND UNIVERSALLY USED, BOOK OF INSTRUCTIONS.

Order in Time

Published by

THE CANNING TRADE
BALTIMORE, MD.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—100,000 No. 2 Southern Pine Box Shooks, 5-8 x 5-16, a carry-over from our spring contracts. Will sell for less than today's market. Price delivered your station on application.

W. E. Robinson & Co., Bel Air, Md.

FOR SALE—Several No. 2 Max Ams Double Seamers, in good condition; price reasonable.

Address Box A-1123 care of The Canning Trade.

FOR SALE—

We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:

2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high

and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.

A. K. Robins & Company, Baltimore, Md.

FOR SALE—Having decided to discontinue packing peas, we offer the following pea machinery; all machines in good order:

1—Ayars 12-pocket Rotary Pea Filler.
3—Hansen Pea Fillers.
2—Huntley Blanchers, 12 feet long.
2—No. 6 Huntley Cleaners.
1—No. 3 Huntley Cleaner.
2—4-screen Colossus Separators.
2—Nested Separators.
6—No. 147 Clipper Cleaners.
2—10-inch Cup, Ferrell Elevators, 18 feet long.
3—Fairbank's Platform Scales.

Address Box A-1118, care of The Canning Trade.

FOR SALE—

1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.

Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—Two Steam Chests – One 8 feet long and one 10 feet long with cars, at $100.00 each.

The White Packing Company, Moultrie, Ga.

FOR SALE—Hansen Filler for peas and pork and beans. In first class used condition.

Acme Preserve Co., Adrian, Mich.

FOR SALE—8 No 68 A. T. Max Ams Seamers in splendid mechanical condition. These seamers are automatic in every respect, being arranged for cover feed and body feed. at $275.00 each.

The Heekin Can Company, Cincinnati. Ohio.

FOR SALE—1 No. 7 Clipper Cleaner – $50.00

3 Monitor style "Y" washers – $200.00 each.

1 Plummer blancher, just the thing for a No. 1 line, rebuilt last year; good condition $250.00.

1 Sprague Gravity Tramrail system 70' of straight track – 40c. per foot.

3 Track loops 5' 6" for end of lines – $3.00 each.

19 Trolleys with 2' hooks – $3.00 each.

50 Hangers – .30 each.

13 Switches – $2.50 each.

Address Box A-1127 care of The Canning Trade.

FOR SALE—No. 89 Max Ams locker with automatic feed and notching and soldering devices.

1—No. 4 A. Slaysman power press
1—Max Ams automatic roll flanger
1—No. 184 Max Ams power press
3—dies for No. 10 covers
2—Max Ams curlers for No. 10 covers
1—No. 74 Max Ams compound liner
1—Stevenson No. 4 power press
1—Stevenson foot power retester for No 10 cans
1—Mitchell slitter with 5 prs. cutters, takes stock 30 in. wid (in fair shape)
1—Ayars slitter with 6 prs. cutters, takes stock 26 in. wid (in fair shape)
1 set foot power, square shears 22 in. wide
1 baleing press No. 12 Handy.

These machines can be inspected at our plant at Ridgely.

Saulsbury Bros. Inc., Ridgely Maryland.

FOR SALE—1 Special Adjustable Burt Labeling Machine made to take six assorted sizes of round containers, four to sixteen ounces. Equipped complete with motor and in excellen condition. Machine can be rebuilt for any size can required For quick sale will dispose of this machine at a very low price Liebenthall Bros. & Co., 1436 W. Ninth Stree' Cleveland Ohio

For Sale Seed

FOR SALE—We have a small surplus of Golden Bantam Crosby Early, Large Late Crosby, Improved Hickok Country Gentlemen and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from belated stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminate disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry.

W. R. Roach & Company, Grand Rapids, Michigan

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.
Address Box A-1104 care of The Canning Trade.

WANTED—Pineapple Grater; state make, single or double. Must be in good condition.
Address Box A-1130 care of The Canning Trade.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE
— — Multigraph,
with printing attachment
— — Addressograph,
with about 1400 names of wholesale Jobbers
Excellent condition cheap
Apply The Trade Company, 107 S. Frederick St.. Baltimore, Md.

WHOLE TOMATO PULP FOR SALE—Three cars of strictly whole Tomato Pulp, in five-gallon cans, guaranteed to comply with the National Food Law; Specific Gravity 1.03. W. L. Jones Food Co., Pemberville, Ohio.

For Sale—Factories

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.
H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Wisconsin Pea and Corn canning factory. Most favorably located. Priced right.
Address Box A-1124 care of The Canning Trade.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Experienced factory help who contemplates spending winter in Florida. Write us stating qualifications. The Polk Company, Miami, Fla.

WANTED—Practical canner for West. We have the heavy machinery, building, trackage, etc., cheap labor, unlimited supply of Pears and App'es. Will help secure adequate acreage Tomatoes and Chili. Market on 8 cts freight rate. Local capital available for man of demonstrated ability; finance your deal and name your own terms to lease or own the plant. El Paso Valley Bartlett Pear Assn., Ysleta, Texas.

WANTED—A competent Superintendent and Processor for a small factory in Northern New York; one who understands the canning of fruits and vegetables.
Address Box B-1125 care of The Canning Trade.

WANTED—To communicate with experienced men to operate viners, huskers, cutters and blanchers. These positions open for yearly contracts. Address Box B-1115, care of The Canning Trade.

WANTED—By Western New York State factory an assistant superintendent who has a full knowledge of packing Peas, Green Refugee Beans, Golden Bantam Corn, Tomatoes, Beets, Pears and Apples. We wish a man who is thoroughly competent in securing and handling Italian or Polish help. Must have good habits and not be afraid of work. For a man answering these qualifications there is an opportunity for advancement to position of superintendent or manager. Kindly state full particulnrs in first letter giving the places you have worked for the past five years.
Address Box B-1114 care of The Canning Trade.

WANTED—Man capable of handling Pea and Corn pack, Southern Pennsylvania factory. Man for this position must be capable of instructing Farmers in the growing of Peas and handling of crops, in a modern factory. Must also furnish best of references, State wages and experience.
Address B-1129 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Butters. Would like to make connection.
S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.

WANTED—Position as Superintendent and Processor of canned foods. Have had several years experience. Can take charge of building new plant, or installing machinery. Can furnish good references.
Address Box B-1111 care of The Canning Trade.

POSITION WANTED—Strictly high grade superintendent with years of unusual varied experience in largest New York fruit and vegetable plants from farm to sales would consider opening for January first where real opportunity exists and where ability, energy and character coupled with quality and quantity producing will be appreciated. Excellent past record. At present holding responsible position.
Address Box B-1113 care of The Canning Trade.

Situation Wanted as Superintendent or General Foreman in factory manufacturing cans for own use or the trade. Twelve years experience in charge of can manufacturing and machine shops Capable of taking entire charge of can manufacturing. Best of reference given. American. Married.
Address Box B-1120 care of The Canning Trade.

Production man and chemist, age 32, experienced in Tomato products, Soups, Pork and Beans, Marmalades, Jellies desires permanent connection with progressive packer.
Address Box B-1112 care of The Canning Trade

WANTED—To connect with a canned food or merchandise brokerage organization in the East as sales manager or branch office manager on commission basis. Thoroughly understand the canned food and dried fruit business, also general merchandise brokerage business. Understand handling principals, wholesale grocers, general and specialty salesmen. Desire permanent connection and will appreciate full particulars.
Address Box B-1121 care of The Canning Trade.

POSITION WANTED—Superintendent processor experienced in all fruits, vegetables and specialties will be open for position after January 1st. Ample reference. Address Box B-1117, care of The Canning Trade.

Chief Technologist with one of the largest concerns in the U. S. would like change of location. Highly trained and experienced in the bacteriology and chemistry of food and dairy products. Can associate technical training with commercial manufacture. Correspondence strictly confidential.

Address Box B-1122 care of The Canning Trade.

POSITION WANTED—Production man and Chemist age 36, experienced in Mincemeat, Plum Pudding, Calf's Foot Jelly, Marmalade, Jams and Jellies desires permanent connection with progressive packers

Address Box B-1126 care of The Canning Trade.

POSITION WANTED—Young man, now engaged as manager of factory, wishes to make connection with reliable company, where honest efforts will be rewarded by advancement. Will be available on January 1st. Can furnish the best of references. Address Box B-1116, care of The Canning Trade.

WANTED—By experienced salesman, national acquaintance, position with either canner, can manufacturer or broker.

Address Box B-1128 care of The Canning Trade.

To Save Money See the "Wanted & For Sale" Ads

Use H & D Boxes

Low in Cost -- High in Safety

HERE are the most efficient and satisfactory boxes ever made for carrying canned goods shipments. Specially constructed for canned goods, their firm and sturdy walls keep the cans from rolling and wedging in transit and delivers them clean, unscratched and undented at destination.

You will welcome H & D Canned Goods Boxes for their lower initial cost, their convenience in handling and the minimizing of storage space.

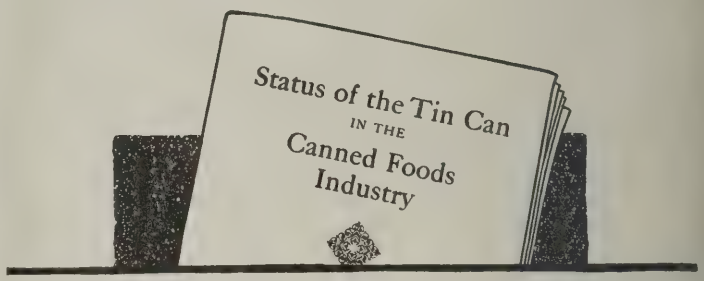
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CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co	1.40	1.25
Fancy Shoepeg, f. o. b. factory	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.45	1.35
Standard, No. 3	1.50	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	5.00	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.00	1.00
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.32½	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2		
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	2.40	Out
Maryland, No. 10, f.o.b. Balto.	3.50	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued

PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No. 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.45	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	2.90	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	¶10.00

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, DECEMBER 17, 1923

WEEKLY REVIEW

Confidence in Better Conditions Rules the Market—Some Market Price Reductions Noted—All Goods in Strong Position—Other Sections Have No Tomatoes and Other Items Are Growing Scarce—Corn Improving in Tone—Future Peas Largely Sold Up—Check-up On Advocates of the Flat Allowance—Advance in Can Prices Justified.

THE MARKET IS CONFIDENT—This market has witnessed a rather quiet week, most of the canners and not a few brokers being away at the Tri-State Convention the first part, and all of them waiting for the turn of the year to bring the better conditions which everyone seems to consider certain then. This feeling of confidence in the goods is causing all holders to keep away from the market, and as a result the goods which are being traded in are called out only at full prices and for prompt shipment. This is particularly true of tomatoes, but it is just as true of other items, as all are on the scarce list.

Making the rounds of the brokers and canners one finds that prices are holding very firmly, as a rule, but as if anxious to make the exception so that the rule may be proved, we find reductions in No. 2 sweet potatoes from $1.05 to $1.00; No. 3 tomatoes temporarily quoted at $1.37½, instead of $1.40, as formerly, and very temporarily and very narrow in its extent, because most holders of good tomatoes consider them worth very much higher prices than this. But we quote it as we find it. No. 1 and No. 10 tomato pulp are both quoted slightly lower than last week, a weakness not easy to explain, and which unquestionably is merely temporary. No. 10 apples might be added to this list of lower prices, as a quotation of $3.40, replacing $3.50 as before, can be found. It is a little hard to assign a cause for these lower quotations, unless it be that some sellers wanted to clean out, and the buyers not being any more eager to buy than are most holders to sell, could not be interested except with a concession.

On the other hand, the rest of the country seems to consider canned foods in a very strong position. They have no tomatoes elsewhere, and the jobbers are reported buying from each other until they have completed their inventories. Corn is reported cleaned down to a low point and to be getting stronger in tone, if not in price. The heavy corn-canning States cleaned out on futures, very largely, and what surplus they had has also gone almost entirely, leaving the canners independent and carefree.

In the world of canned peas it is said that futures have been sold as far as the pea canners care to go, and that the buyers have been taking them as if the season was nowhere near the holidays and as if there was no such thing as inventory. In other words, the buyers know that peas are always good property and they must have their supply for next season, and have taken no chance of getting left. The New York City buyers are contending loudly that they are buying these future peas and other items on the flat-allowance basis, though not at half of one per cent, and are jeering the rest of the canners with the folly of their Warehousing Plan. We know the canners well enough to believe that there may be some canners, and some of the larger ones, too, who are taking contracts upon this basis. It is unfortunate that it should be so, because the opponents of this Plan will herald their actions to the tree tops, to make all canners believe that the Plan is being avoided by the canners. On the other hand, let the canners who have subscribed to the Warehouse Plan, because they are members of an Association which has adopted this Plan as the system for the sale of all canned foods, let them not be mislead, we say. The largest and best canners are not selling upon the flat-allowance basis. The great bulk of the 1924 pack will go out sold under the Warehouse Plan, and the canner who is being lulled away from it now is being deceived. They dangle a contract signed with the flat allowance before the canners' eyes and try to make him believe that all canners are so signing—"everybody is taking business that way." That is the age-old market rigger which sought to get some fairly prominent canner into a sale at a low price, under the belief that a competitor had quoted goods at the low price, and when the sale was made, then to rush out with the announcement that the market had been cut to the new low price by the prominent canner victim. Times without number the market has been broken in just that way, and it is actions of this kind that brought the brokers into bad light in the industry and made trouble for them Many brokers are busy now trying to help the wholesalers beat this Warehouse Plan, and they will do well to watch their step. It would be a good time to make a list of the brokers spreading the reports of sales under the flat-allowance plan and of those brokers who advocate the system of flat-allowance selling. If you get literature of that kind, save it, as it will come in very handy. The canners intend to know who are their friends and who are not, and this is the time to make the list.

As we said last week, most of the oposition to the Plan lies in that stretch of country on the Atlantic between Baltimore and New York City. West of New York, in the Central West and clear out to the Pacific the Plan is being supported and made a part of all contracts. There were contracts made on future peas with the flat-allowance feature, but they were made before the Plan had been formerly adopted. Don't mislead on this.

CAN PRICES—A good many canners have felt much aggrieved over the impending advance in can prices, which Mr. George W. Cobb, of the American Can Co., has explained is inevitable, because the tinplate basic price has been advanced from $4.75 to $5.50.

Mr. Cobb at the Tri-State Convention explained that he could not find fault with the advance on the part of the tinplate people, because all knew that the price of tinplate had ranged during the war to as high as $7.75, and then dropped back last year—that is, until early in 1923 to $4.75, but has been $5.50 for many months. Considering the trend of all other commodities, the price of tin-

plate is not out of line, and we agree with him. The canmakers have stood the losses since the early advance on the part of the tinplate companies, and they cannot be expected to go on absorbing such losses. Therefore, they say the advance in can prices must take place with the making of 1924 contracts. This must be taken into account when figuring future costs, and the price named must include it. And there are other costs that must be so included, and we trust will be included.

NEW YORK MARKET

Warehouse Plan Discussion Goes Merrily On—Canners in New York Must Not Be Association Members — Tomatoes Steady—Corn a Good Seller—Coast Tomatoes Strong—Fruits Higher—Notes of the Trade.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, Dec. 13, 1923.

WAREHOUSE Versus Percentage—Canned foods trading continuing quiet in the New York market, the swells controversy continues merrily on its way. The Iowa-Nebraska Canners' Association, at its meeting last week, endorsed the warehouse plan, and the Tri-States Packers' Association, meeting in Philadelphia this week, took the same action. The canners, it would appear, are fairly uniform in their convention actions regarding the swells clause in their contracts, yet it is difficult to reconcile these resolutions with the facts as they are seen locally, unless, of course, the canners who are now operating in New York are not affiliated with the canners' organizations.

As One Canner Saw It—One prominent mid-Western canner was in the market this week, and the topic of swells guarantee was brought to his attention by one of his New York buyers. This canner ventured the remark that he considered one-half of 1 per cent on his pea pack excessive, and appeared very much surprised to learn that the wholesale grocers, members of the National Wholesale Grocers' Association, were asking only one-quarter of 1 per cent. He agreed to do business on this basis, and approved of the graduated percentage plan of the Association.

Others Selling On Flat Allowance—Several other large canners have booked business in New York on the percentage basis, following refusal of the buyers to book warehouse plan. In view of these facts, the question naturally arises as to whether the smaller canners will be left "holding the bag" or whether the large canners selling on percentage are doing this only in New York to retain the private label business which they have here. Of course, the views outlined above are those which are secured from brokers and wholesale grocers here, and it is possible that these conditions are applicable only to New York City.

Still Against Warehouse—The National Wholesale Grocers' Association is still firm in its stand against the warehousing plan and reports that its members in many parts of the country are standing behind the organization, and will book canned foods only on the graduated percentage basis.

Anticipating Convention—The local trade is anticipating with a great deal of interest the convention of the canners and brokers in Buffalo next month, and a large delegation of the New York trade will make the journey. The brokers' dinner will be a feature of the convention again this year, and many local brokers are planning to have their canner principals as guests at this affair. Added interest attaches to the canners' convention this year because of the swells controversy.

Tomatoes About Steady—Southern tomatoes continue to show a steady to strong tone on all sizes. There has been a little shading done during the week, brokers quoting about 2½ cents off on 2s and 3s to clear out one-car carry-over holdings of a few canners. The number of such offerings, however, is considerably less than normally at this time of the year.

Standard Corn Good Seller—Standard corn at 90 to 95 cents per dozen, cannery, has been a good seller, particularly with the chain stores. The chain store organizations are featuring standards at 10 cents per can retail, some of them selling at 3 cans for 25 cents. Fancy corn is scarce in the local market, and commands a premium.

Early Opening on California Lines—California canners are getting under way on futures rather early, two or three packers having already named prices on spring pack spinach. The trade, however, is rather indifferent to these offerings.

Coast Tomatoes Strong—There is a strong market on canned tomatoes for shipment from California, and available stocks are light. Standard 2½s are quoted at $1.15 f. o. b., with the market on 10s standard $3.85 and up. Puree made from trimmings is quoted at $3.50, with puree made from whole tomatoes at $4.00 to $4.25, both prices being f. o. b. cannery.

Canned Fruits Higher—In normal years, California fruit canners are pressing for sale carry-over stock at this season of the year. This year, however, conditions are entirely reversed, and instead of cutting prices the canners are now advancing them. The market on No. 10 pie fruits has been particularly strong during the past few weeks, and prices have been advanced on several grades and varieties. The carry-over is light on all grades and canners are looking for a higher market on table sizes and grades next spring.

Canned Fish—This is the dull season of the year for canned fish, and the market has been quiet for two or three weeks past. The Maine sardine market is nominal in the absence of any important offerings, and but few canners have supplies to offer. California sardines are reflecting the strong position of the Eastern pack and the shortage of the imported varieties. Salmon trade is quiet on spot, but it is reported that there is a fair business being done on the Coast for shipment and billing after the first of the year. Tuna is strong, with offerings greatly curtailed by the scarcity of stocks here and on the Coast.

Open Cleveland Office—The Berne Salinger Brokerage Company will open an office in Cleveland on January 1st, specializing in canned foods and dried fruits. The firm is made up of Milton M. Berne, who has been in the brokerage business in San Francisco for the past 15 years, and I. Salinger, head of the Salinger Brokerage Co., of St. Louis, both of whom are very well known to the food trade in all parts of the country.

Notes of the Trade—The local office of Warmington, Timms & Co. was closed on Tuesday morning during the funeral services for the mother of Edward J. Skiffington, well-known canned foods salesman associated with Warmington, Timms & Co.

Melville F. Taylor, of the Seacoast Canning Company, is on a trip to Southern markets this week.

James Shriver, of B. F. Shriver & Co., of Westminster, Md., was visiting on Hudson Street this week.

Harold Deshon, of the Smithfields Pure Food Co., of Rochester, was visiting his local broker, "Archie" Clark, of A. C. Clark Co., yesterday.

CHICAGO MARKET

Buyers Geerally Have Withdrawn From Market—Some States Nearly Cleaned Out of Corn—Unlabelled Tomatoes Wanted—Some Good Sales of Peas—Only a Few Offering Futures—Pineapple Speculators Letting Go—Merry Christmos

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, Dec. 13, 1923.

GENERAL—The regular buyers for wholesale grocery houses have practically withdrawn from the market for canned foods, and are telling the brokers that they will make no more purchases either for spot or future goods until after the first of the year.

There are a number of houses and buyers in Chicago, however, who do not take inventory on the first of the year and who really take inventory once a mnth. Several of these houses are buying canned foods in a speculative way, and quietly closing purchases for choice bargains, which are pressing the market, on account of avoiding putting the goods in winter storage by the canners.

Canned Corn—Ohio and Iowa-Nebraska are nearly closed out of canned corn, and I have heard of some good sales of choice blocks of extra standard and fancy grades by Illinois and Indiana canners this and the past week.

Canned Tomatoes—There is a disposition on the part of buyers to try to find canned tomatoes in the Western canneries, from the fact that most of them want extra standard grades for their own labels.

Eastern canners have not paid much attention to grades of canned tomatoes above standard this season, and seem unwilling

to put on buyers' labels or to sell firm for subject to approval orders. Consequently the private label business goes to Western canners, wherever they can be found holding any, and at prices much higher than is asked in the East.

I am inclined to think that the attitude of Marvland and Delaware tomato canners in refusing to submit samples promptly, or to sell canned tomatoes except subject to "confirmation by seller when samples are approved" is losing them some profitable business.

A buyer certainly should have the privilege of seeing samples of the canned tomatoes he is paying his money for, as there is no such thing as buying on grade for no two parties will usually agree as to the grade of a sample of canned tomatoes.

Canned Peas—I have heard of some sales of considerable lots of canned peas this week. Several canners who were a little delayed in filling their future orders have placed their unsold canned peas on the market this week and have instructed their brokers to close the lots out.

The lots so offered were not large and the prices asked were high, but I understand that the brokers found but little difficulty in placing them. The sale of canned peas for future delivery from the 124 pack has slowed down a little.

Only a few pea canners are offering futures. Many of them will not do so until after the National Canners' Association annual convention, January 21 to 26, at Buffalo, New York, and some of them claim that those who have sold early have sold at too low a price, as they forgot to figure the advance in prices of cans, cases, etc., and say that they prefer to hold back until the low price sellers close out, as they want higher prices.

Canned Fruits—Very much to the surprise of holders, canned pineapple is offered at lower prices than prevailed a week or so ago. The reason is that speculators outside of the canned foods business who bought heavily and borrowed money with which to do so, are finding that the profits they anticipaed are not promptly forthcoming, and that their paper which is coming due in the banks must be paid. They are, therefore, quietly offering their holdings at prices lower than the market.

It is also reported that the exportation of canned fruits from the Pacific Coast, so far this season, has been small, and that the large canners and operators are carrying heavy unsold quantities, which they cannot move through the wholesale grocers, who have been stocked up by the smaller canners, who sold early in the season at lower prices than the large canners were willing to accept.

There is no information current about any offerings of California canned fruits at cut prices, but it is known that the very large ounut of dried fruits, raisins prunes, apricots, peaches, etc., produced on the Pacific Coast is much demoralized as to prices and must be sold, and that it has been moving very slowly so far this season, and that it is looked upon by canners of fruits as a threatening and overhanging danger to the distribution of canned fruits.

Canned Fish—Salmon and all other kinds of canned fish are stagnated at this time of the year, and I can hear of no important or regular demand or sales.

There is some inquiry for canned oysters, but Baltimore prices are said to be so much higher than South Atlantic Coast and Gulf Coast prices that Baltimore is really not considered when purchases are being negotiated, there being a difference of about 25 cents per dozen in favor of the Southern canneries on 1s five-ounce, and a proportionate difference on other weights and grades.

I desire to wish a Merry Christmas and Happy New Year to all the readers of The Canning Trade, as the next issue after this comes out on Christmas Eve Day, and to thank those for their patience who have read after me, and to congratulate those who have not on having saved their valuable time.

CONVENTION DATES

January 8-9, 1924—Utah Canners' Association, Utah Hotel, Salt Lake City. Annual convention.

January 21st to 26th, 1924—National Canners, Canning Machinery and Supplies, National Food Brokers, Machinery Exhibit, etc., Buffalo, N. Y.

ST. LOUIS MARKET

Market Dull—Hard to Find What Is Needed—Stocks Are Low—Canners Not Forcing Offers—Corn Firm—Buying Tomatoes From Tach Other—Peas Quiet—Sweet Potatoes Selling Fairly Well.

By "Missourian,"

Special Correspondent "The Canning Trade."

St. Louis, Dec. 13th, 1923.

MARKET DULL—A continued dullness prevails in the canned foods market. Distributors are not on the open market, except when they need some stock, and then they buy, as usual, only in small quantities. Jobbers have, as a rule plenty of working stocks of their own and are not in a mood to buy in a speculative way to provide for future needs. In case they are short on any particular brand, they scurry around and buy as the occasion requires.

When a particular brand is desired, the broker finds that there is no large surplus of staples. This is the first season that it is hard to find what is needed. In past seasons it has been comparatively an easy matter. This indicates the existing conditions. It shows a tight market later on. This condition does not seem to worry the distributor, however, for no matter what he may have to pay later on, he will make the profit just the same by adding it on to the price paid for the goods. Meanwhile the jobbers are taking advantage of the dullness and are getting ready for their stocktaking.

Canners are not forcing matters this season as they did in the past. They seem perfectly willing to carry their goods over until next year, as they realize that when the spring demand begins the market will be short of many lines, particularly those wanted badly, and that higher prices will prevail, and that they will reap the benefit.

Vegetables—Corn—There is not much corn moving, but what is, is firm in tone. Fancy and standard are both scarce. While stocks are being purchased by the retailer, the jobbers are buying in a very conservative way Canners will not shade their prices, because they look for advancing prices later on, and consider the present dullness as seasonable and a forerunner for a better business after the first of the year.

Tomatoes—The tomato situation is steady and quiet, all the business being done by jobbers is usually among themselves jobbers are not replenishing their stocks. Occasionally a canner will make a slight concession in order to secure some ready cash. As a rule, however, most canners had rather hold their stocks until they can get full prices. This is particularly true in regard to the Southern packers. They are not free sellers California conditions are about the same.

Peas—There is not much doing in peas. A quietness prevails in the market. Business in futures continues at last year's opening basis, the demand among buyers being confined wholly to jobbers. Chain stores recently have shown little or no interest. Spots and futures are selling to some extent, but the buyer wants to control the market. If he can not get futures at the price he wants, he pulls out.

Miscellaneous Vegetables—Sweet potatoes are selling pretty well, but market is quiet. Asparagus is showing a steady tone for spot goods. Factory offerings are limited to spring quotations. New pack California spinach is attracting some attention and future prices have been received.

Canned Fruits—Distributors as a rule have enough to last them until after the first of the year. Peaches are steady on all grades. There is no demand whatever for California fruits. Spot business is confined entirely to small quantities. Distributors report that there is much trouble in picking up wanted grades Those holding them are not inclined to let go of them. They want to hold them until next spring, when holders believe they will be able to realize better prices than if they disposed of them now.

Fish—There is not much interest in salmon, but a fair business is anticipated later. All grades of sardines are wanted.

An increase in the amount of farm products shipped from the Ozark section of Missouri during 1923 is indicated in the record of the agricultural department of the St. Louis-San Francisco Railroad. Among the products shipped were $630.000 worth of canned tomatoes, and canned apples valued at $50.000. Forty eight cars of grapes. 3 100 cars of apples, 998 cars of strawberries 636 cars of watermelons. A 25 per cent increase in the amount of milk and milk products shipped in various ways from the Ozark counties is also estimated.

CALIFORNIA MARKET

Business Quiet and Waiting Turn of New Year—Stocks in First Hands Not Large—Prices on Futures Expected Earlier Than Uusual—Spinach Prices—Olive Prices—New Fig Prices Announced—Peach Growers Hold Convention—Coast Notes.

By "Berkeley,"

Special Correspondent "The Canning Trade."

San Francisco, Dec. 13th, 1923.

BUSINESS QUIET—Business in California canned fruits and vegetables is light and of a routine nature and sales are expected to be very limited until after the first of the year. Goods being sold now are largely for immediate delivery to replace stocks that are at a very low ebb. In general, business has been quite satisfactory since the opening of prices and stocks in first hands are not large. In some lines they are very limited, in fact, and the prospects of a close clean-up are excellent. Opening prices on such items as spinach have been made by various interests, and it is expected that prices on all fruits and vegetables will be named earlier than usual. This will likely be the case with fruits particularly, since high prices are definitely a thing of the past, and selling the finished product has become the problem, instead of purchasing the raw stock.

Spinach—Several concerns have announced opening prices on new spring pack spinach and are making a strong bid for business. The Warmington-Duff Co., San Francisco, is the latest to come out with prices and is offering the output of the Isleton Canning Company at the following prices: No. 2s, $1.20; No. 2½s, $1.45, and No. 10, $4.85. It is announced that only goods of the finest quality will be packed and that a limit has been placed on the acreage of growers from whom supplies will be purchased.

Olives—The packing of ripe olives is under way, and Libby, McNeill & Libby have come out with opening prices as follows:

Mammoth—Buffet tins, $1.60; Tall cylinder pints, $3.15; Tall cylinder quarts, $6.25, and No. 10, $19.

Extra Large—Buffet tins, $1.40; Tall cylinder pints, $2.75; Tall cylinder quarts, $4.25, and No. 10, $16.

Large—Buffet tins, $1.25; Tall cylinder pints, $2.10; Tall cylinder quarts, $3.85, and No. 10, $12.50.

Medium—Buffet tins, $1.05; Tall cylinder pints, $1.75; Tall cylinder quarts, $3.40, and No. 10, $10.50.

Small—Buffet tins, 90c; Tall cylinder pints, $1.40, and No. 10, $8.50.

The cool weather which has followed the recent showers has been of great value to the olive crop still on the trees The crop in the northern part of the State is of good proportions, while a short crop will be harvested in the southern section.

Figs—Opening prices on California canned figs have also been announced by Libby, McNeill & Libby for delivery from its Sacramento warehouse. These are as follows: Kadota figs, No. 1s, small size figs, $2.00; medium size figs, $1.90; large size figs, $1.80, and fig jam, $2.25. Calimyrna figs, No. 1s, medium size figs, $1.90; large size figs, $1.80; No. 2½s, $3.75, and No. 10s, $13.25. The acreage devoted to figs is being increased at a rapid rate and the output will soon be of large proportions. This year's pack was cut into by the cool weather.

Peach Growers Hold Convention—The second annual convention of the California Canning Peach Growers' Association was held at the St. Francis Hotel, San Francisco, on December 4, with more than one hundred growers in attendance. Better standardization of products, an extended advertising campaign in 1924 and the election of officers featured the topics considered. The officers chosen follow: President, R. W. Skinner, of Yuba City; vice-president, E. R. Williams, Modesto; secretary, G. C. Galbraith, Yuba City; treasurer, L. C. Day, Loomis; manager, A. D. Poggetto, 244 California street, San Francisco, and directors, R. W. Skinner, G. C. Galbraith, E. R. Williams, C. A. Blakeley, H. E. Kleinsorge, Frank T. Swett, B. M. Hooper, Ross Denison, F. H. Wilson and L. C. Day.

The association went on record as favoring some plan of standardization whereby the ultimate consumer will know what he is buying. The indiscriminate use of labels without a word to guide the purchaser was flayed and it was urged that the grade of the fruit be placed on all labels, whether those of canner or private distributor. A nation-wide advertising campaign was approved and tentative plans for carrying out the work were adopted. The Mediterranean fruit fly was the subject of considerable discussion, the talk being led by L. C. Day, who recently conferred with horticultural experts at Washington, D. C., following a tour of the Hawaiian Islands, New Zealand and Australia, where a study of preventive measures was made. A more stringent quarantine on the fly by the Government was urged. Dr. E. S. Moulton, of Yuba City, was made an honorary member of the board of directors in recognition of his faithful work for the organization. The plan of the Sutter County Chamber of Commerce to transfer its annual California Peach Day to some Eastern city was told by E. C. Littleton, of Yuba City, president of the chamber.

Coast Notes—The Klute-Fleming Packing Co., of Manteca, Cal., has been reorganized and General Manager H. L. Klute announces that it will be known in the future as the Sun Valley Packing Corporation. This plant has combined with the Food Products Company, of Sultana, and capital is available to enlarge the plant. It is planned to handle figs, peaches, apricots, tomatoes, string beans and spinach.

The Pacific Mail liner President Cleveland recently cleared from the port of San Francisco for Manila with 60,000 cases of canned milk aboard, the largest single shipment of this commodity ever made from here.

Harry Balfe, president of the Austin Nichols Company, New York, was a visitor at San Francisco early in December.

The California Packing Corporation, San Francisco, Cal., is having plans prepared for the erection of a huge addition to its canning plant at Sacramento, Cal.

Several meetings of fruit and vegetable growers have been held at Sebastopol, Cal., of late to discuss the proposition of erecting a co-operative cannery.

Members of the Canners' League of California have been advised by Secretary Preston McKinney that the traffic attorneys retained to secure the payment of reparations for the collection of excessive charges on carload shipments of empty boxes during the period of Federal control of the railroads, report the payment of $51.239.64, the collections being made for twenty-two concerns. The claims amounted to $40,593.31, but interest swelled the total by $10 646.33. Many other claims are on file and a larger sum is expected to be returned by way of reparation on shipments of fresh fruits and vegetables during the same period.

THE RAILWAY CONSOLIDATION

Extract From the Forthcoming Annual Report of the Secretary of Commerce.

THE past year's experience of the department in its relations to transportation has shown even more emphatically than ever before the necessity for the consolidation of the railways into larger systems under private ownership, the principles of which were established in the transportation act of 1920. The difficulties of reorganizing the rate structure so as to secure simplification and to give relief in primary products—agricultural, coal, etc.—by a fairer burden upon finished and LCL goods are almost insuperable until the different systems are possessed of more diversified traffic and until the weaker roads have been absorbed. The necessity to establish railway credit and finance on a broader foundation than sole reliance upon the issue of mortgage securities; the necessity of provision for common utilization of terminal and other facilities; the impossibility of providing adequate rolling stock and particularly specialized cars so long as the burden falls solely upon the strong roads, the difficulties of more definite control of car service to meet seasonal demands and routing; the insuperable problems of equalization in car interchange; the slow progress in standardization and maintenance of equipment all point to the imminent desirability of early progress with consolidations, if we are to have a transportation system adequate to the necessities of the country and containing in itself the strength for annual increase.

The policy of control of rates is fixed by national and state legislation. This policy has superseded the theory that reasonable rates are to be obtained through

competitive action. The idea of protection against excessive rates through the maintenance of competition is now dead. We should therefore secure the largest possible benefits from consolidation into larger systems securing consolidation in such fashion as will protect and advance public interest.

The urgent importance of the early consummation of consolidation warrants consideration of methods to expedite it. Under the present provisions for wholly voluntary action subject to the Interstate Commerce Commission, many consolidations are likely to be long delayed. The difficulties of negotiation between the members of the groups that will be established by the Interstate Commerce Commission; the complications arising from carying priorities of securities affecting the determination of terms of purchase by one railway line of the property of another; the unwillingness of some lines to acquire or to sell others; the questions of individuality; the difficulties of establishing by negotiation the relative value of one property to another; the necessity of holding capitalization within the limits of the actual property values; the complexities and conflicts of State regulation and laws—all these problems would find a great measure of solution if the consolidated systems were allowed Federal incorporation and if after a lapse of some appropriate period for voluntary action the Interstate Commerce Commission were given authority to create definite organization committees for each system including representation from the public and from the component roads. It should be the duty of such committees to develop and perfect a plan of consolidation either through the exchange of securities of the consolidated systems directly with the security holders of the component roads or by some other method. I believe that under such auspices the security holders would be willing voluntarily to make such an exchange. If a minority should refuse, it would be entirely feasible to invoke condemnation and purchase of their securities for the consolidated system at an established fair value. Such a method would permit the determination of the relative value of the different railways considering both the physical properties and the often lower total of their securities, and due account could be taken of future as well as present conditions.

The ownership of some roads or terminals jointly by two or more consolidated systems could be provided for, as there are cases where such a solution would be most advisable in creating more efficient transportation. The public interest could be safeguarded by limiting the total capitalization of consolidated systems to an amount not exceeding the physical value of the railways as determined by the Interstate Commerce Commission under the transportation act as of June 30, 1914, plus actual capital expenditures and deducting abandonments and depreciation since that date. The total capitalization of many of the consolidated railways would probably be less than the Interstate Commerce Commission physical valuation and certainly less than their present nominal capital. An approach to the problem through organization committees is in accord with common business practice, and if it were made possible it should result in greatly expediting consolidations and in their perfection on terms soundly protective of public interest and with an equitable adjustment of relative values between the component roads.

NORWEGIAN CANNERY FIRM CELEBRATES SEMI-CENTENNIAL.

ON the occasion of its fiftieth anniversary this fall the Stavanger Preserving Company issued a handsome booklet in English, giving an illustrated review of the concern during the half-century of its existence.

The Stavanger Preserving Co. is the oldest firm of canners in western Norway, and is actually the founder of the Norwegian sardine industry. After six years' woking it took up a new aticle which was destined to be of the greatest importance to the firm and the country. This article was smoked Brisling in olive oil, the Norwegian sardines. Brisling had already been used for a long time back for anchovies, but only very small quantities could be utilized in this way. The bulk of the brisling catch was salted or spiced in barrels and exported to the Baltic ports, Germany and Denmark. Brisling was sold cheap, the price at the fishing places being 2 kroner a barrel at most. The revolution in the canning industry caused by the new method of treating the smoked brisling as other canned foods is illustrated by the fact that the price of brisling has risen now to 20 kroner a bushel.

It is a rapid development which the Stavanger Preserving Co. has experienced during its first half century. It holds now a powerful and leading place in the Norwegian canning industry. During the sardine season the number of hands at all the firm's factories totals 600, and 150,000 tins of sardines can be produced per day. During seasons when raw material was abundant the firm has packed up to ten million tins of brisling and small herrings. Placed in a row side by side this number of tins would reach about 1100 kilometers (nearly 700 miles). Further there have been packed up to 500,000 kilos of fish preserves (fish-balls, carbonade of coal-fish. etc.), 300,000 kilos of preserved meats, 300,000 kilos of anchovies and spiced herrings of various kinds, besides herring in tomato sauce and bouillon, mackerel in tomato sauce, and kippered herrings. Of the last named article the firm packed during 1922 over two million tins, and in the course of seven weeks in the present year between four and five million tins. The raw material consumed amounted to 15,000 hectolitres of spring herrings, or about one-third of the total spring herring pack in Stavanger.

As an illustration of the rapid increase in the firm's production of brisling and herrings, it may be stated that the output was double from 1904 to 1907; in 1910 it was four times, and in 1912 six times as great as in 1904. The total turnover was trebled in the same space of time.

The firm itself disposes of all its production, having its own sales and export organization with agents all over the world. Practically the whole output is sent out under Stavanger Preserving Co.'s own brands, with the firm's name printed on all tins.

Stavanger Preserving Co. started in 1873 with the modest capital of 5000 specific dollars (about 20,000 kroner). In 1891 the capital was increased to 100,000 kroner, in 1900 to 300,000 kroner, in 1911 to 360,000 kroner, in 1917 to 720,000 kroner, and is now 1,800.000 kroner. These increases are chiefly due to capitalization of accumulated profits.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
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Automatic Can Making Machinery
BALTIMORE, MD.

THE 1923 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 14th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

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Is Experiment Time.

Let me help you—

Improve The Quality Of Your Product.

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Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Brokers
Cor. Custom House Avenue
CANNED FOODS
BALTIMORE, MARYLAND

SMILE AWHILE

"AS SHE IS SPOKE"

Three gentlemen from Welsh Wales walked into a Manchester establishment and asked for three glasses of vintage port.

After smacking their lips, the first one said: "Look you! that's the finest glass of port wine I've neffer tasted!" The second remarked: "So did I also!" And the third capped it with: "Neither did I, too."—London Morning Post.

HE KNEW

Sweet Young Thing—Let us go into this department store until the shower is over.

Suffering Husband—I prefer the undertaker's. You won't see so many things you want.—Brooklyn Life.

A DISCOVERY

The traveler had returned to his native village after being abroad for 20 years. He stopped as he saw a little boy with a small baby coming down the road.

"Ah! a new face, I see!"

"No, it isn't, sir," replied the boy, looking at the baby. "It's just been washed, that's all!"—Philadelphia Inquirer.

"WHY NOT NOW?"

"I'd be much better off if they'd put that sign on the mail box."

"What sign?"

"Post no bills."—Virginia Reel.

"ALL ABOARD!"

Old Colored Mammy—Ise wants a ticket fo' Florence.

Ticket Agent (after 10 minutes of weary thumbing over railroad guides)—Where is Florence?

Old Colored Mammy—Settin' over dar on de bench.—Princeton Tiger.

FACING FACTS

One morning while the children were eating breakfast Milford put two heaping spoonfuls of sugar in his cocoa.

"I should think one spoonful would be enough," objected his sister.

"I should think so, too," he replied; "but it ain't."—Farm and Fireside.

ABSENT MINDED

Girl (looking at dog)—He has spots on his stomach just like Bobby.

He (absently)—Who's Bobby?—Moonshine.

AN OLD AXIOM

Willie—Pa, teacher says we are here to help others.

Pa—Yes, that's so.

Willie—Well, what are the others here for?—New Zealand Farmer.

A "SPEED" PICTURE

Photographer—Watch, and you'll see a pretty little dicky-bird come out.

Modern Child—Oh, don't be an ass—expose your plate and let's get this over.—Royal Magazine.

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, DECEMBER 24, 1923 No. 18

EDITORIAL

REPORTING ASSOCIATION MEETINGS—Some of our good friends in the State Associations have felt slighted that we did not attend their meeting and report the proceedings in full, as, for instance, we did with some of the others. There was no intended slight in this, and we did not "pass up" their meetings because we did not consider them as important or as impressive as any other. The whole trouble is that we have not the extensive and numerous reportorial staff that would be necessary to permit attendance at every meeting. The writer would ask nothing better than to be able to pass his entire fall and early winter attending these State and local Association meetings, because he knows what a dandy, congenial crowd is always present. But it just can't be done, friends—that's all.

Where we can't "make it," we ask the Secretary to furnish us a report, because every one of these meetings is important, and not alone to its members, but to the entire industry; and it would, therefore, be reported that the other branches of the industry may know what is being done. That is the only way to secure co-operation in Association work. Unfortunately, the Secretaries are always busiest at this particular time, and that makes it hard for them to comply; but, be it said to their credit, they always try, and if they do not get out as full a report as some of their members think should have been done, let all remember that the task is a bigger one than many realize. Just as an example: The recent Tri-State meeting covered, actually, one day's full meeting. It met on Monday at at the banquet at 7 P. M., where the speechmaking 2 P. M., adjourned for a short time, and reassembled continued. Next morning 10 o'clock found it in session again, and it adjourned at 1:30, and the members went home. In that one full day's meeting our reporter transcribed 30,000 words, which does not include several addresses which were prepared ahead of time, and one or two—three actually—which were not taken down. Just keep that in mind when you think your Secretary ought to have covered the meeting more fully.

HERE'S BREVITY FOR YOU—Secretary C. L. Austin, of the Iowa-Nebraska Canners' Association, reported their annual meeting, held at Omaha, to members as follows:

ECHOES—ANNUAL MEETING
OMAHA, NEBRASKA

1. Best yet:
   (a) Attendance.
   (b) Entertainment.
   (c) Constructive Sessions.
2. Endorsements:
   (a) Canned Foods Week.
   (b) Zone Warehousing.
3. Election:
   President—George W. Kirtley, Merrell Canning Co., Harlan, Iowa.
   Vice-President—A. E. Stewart, Norfolk Packing Co., Norfolk, Neb.
   Secretary—C. L. Austin, Des Moines, Iowa.
   Treasurer—J. W. Hill, Grimes Canning Co., Des Moines, Iowa.
   Director (New)—M. W. Jones, Sac City Canning Co., Sac City, Iowa.
4. Next Meeting:
   By call of President—probably January.
5. Watch for further announcements from this office.

A LEADER IN THE INDUSTRY—In all great industries, and at all times, some one man usually stands out with the greatest prominence, because of his unusual ability and merits. Now, and for some time past, it has been James Moore, of the New York Canners, Inc., and until recently President of the National Canners' Association. A trained and skilful lawyer, circumstances brought him into business, and he has measured up to the highest demands of that exacting profession, an accomplishment not often recorded. He is not only one of the best, but he is one of the most careful, most honest thinkers in our industry, and he has vision and ambition for the canned foods industry second to none. And with it all he is the most modest of men. He has never sought to force his opinions on the industry; on the contrary, it has been difficult to induce him to speak, unless he be stirred by some hap-

pening out of the ordinary, as last year, for instance, in the broker aggitation, and again this year in this Warehousing Plan discussion. And those on the other side of these arguments will long remember his expressed opinions. The broker matter and his address at Chicago on that occasion are history, but not forgotten, and we respectfully recommend a careful reading of Mr. Moore's remarks at this Tri-State meeting by every opponent of this Warehousing Plan, and more particularly do we call the attention of the Chairman of the Conference Committee of the National Wholesale Grocers' Association to these remarks.

To those canners who may be sitting in doubt in this important question we recommend a careful reading of Mr. Moore's and President Anderson's remarks at the Tri-State Banquet.

THE READER'S PLEASURE AND COMFORT OUR GUIDE—Did you ever think of the miracle of the human voice? Let a speaker of good voice address a huge auditorium full of people, and his voice will carry into every corner, and every individual present will take from it a satisfying amount, and yet diminish it not one bit nor rob his neighbor of his full share of it. If there were but one listener, he would take it all; and yet if there were one thousand listeners, each one would take from that voice just as much as the one.

And so it is with a trade journal like "The Canning Trade. Its big family of readers, spread out over the entire United States, Canada and much of the globe where canning is pursued, embracing practically every wide-awake and alert canner and a very large proportion of the smaller, and less aggressive ones, takes from each issue the things they want, and yet leave for all else whatever they may care for.

We know no better time to acknowledge our responsibility to this big family than this Christmas season, nor any better occasion than the beginning of a new year to thank them for their loyal support, and to promise them more devoted attention than ever before. Usually there is an ebb and flow to a subscription list—one drops out and another new reader comes in—but for the past year the only ones dropping out seem to have been those who have gone out of the business, and the additions, due to the recommendations of our friends, have exceeded the withdrawals in a steadily increasing volume. And not alone in numbers, but in closeness of touch and an increase in interest. The closeness of this reader interest in every section of the country, and even in foreign lands, not only brings home to the Editor the seriousness of his task, but it is heartening and encouraging and most appreciated. We have a great, big, closely-knit-together family, with a common interest, that it is a pleasure as well as a privilege to serve, and if we can serve you better in 1924 than you were ever served before, you bet we will do it. We are going to try to be worthy of the confidence you repose in us, and to give you even a little more than you expect. That is our resolve for 1924.

You will note that we have changed the size of the type in which most of the reading matter is now set, as compared with the way we formerly set it. This is in response to a request from many quarters. The smaller types are a little hard to read; therefore, we are setting the paper in larger, more easily read type. And be assured of this: We are always ready to make any changes or additions or improvements our readers want. It is your paper, and we are going to see that it suits you.

Some advertisers seem to lose sight of the importance of this reader-interest and to stray off after false promises. It reminds us of President "Jimmy" Anderson's story of the suckling calves and the stampede of steers. You know the calves left their mothers and joined the rushing steers, and the two boys herding them tried to head them off, but were not able to do it. One of the boys was far from home, and when he could run no further, yelled to the calves: "Go on, you darn fools, but when you get hungry you'll wish you hadn't gone."

God rest ye, merrie gentlemen, and may this Christmas bring you the peace and joy the Angels sang about on that first Christmas morn; and may your every effort in 1924 be blessed with success, your home and dear ones with health and happiness.

TRIBUTE TO EDMUND C. WHITE

President of W. W. Boyer & Co., Inc., Canners and Can Manufacturers and Former President of the Baltimore Canned Goods Exchange, Who Died at His Home in Baltimore, Md., on December 14th.

ON Friday morning, December 14th, at his home, in Baltimore, died Edmund C. White, president of W. W. Boyer & Co., Inc., and former president of the Baltimore Canned Goods Exchange. In the death of Mr. White closed a canning career that had continued during a period of more than forty years. In early manhood Mr. White became associated with the firm of W. L. Ellis & Co. Here he began that splendid, highly useful canning career that continued until his death a few days ago; and it was just that—a splendid highly useful canning career that remained stainless and unblemished unto the end. And who will say that it wasn't—who will say that the public and the private life of the admirable "Ned" White was not stainless and unblemished from very beginning to very end? In the death of Mr. White the canning industry of Baltimore and of Maryland has suffered a severe loss; the richer because of his presence in it, it has become the poorer because of his going away.

Were all canners imbued with the same high principles and the same high resolves which animated the life of Edmund C. White, the best hopes of the industry to which he dedicated his life and its best energies had long ago been realized.

"Ned" White was stubbonly and uncompromisingly honest. He never wavered in his belief that "honesty is the best policy," a maxim that had vigorous expression in all his personal and in all his business relations.

In the councils of canners he played a useful but not especially conspicuous part. His judgment, the outgrowth of a ripe experience, was usually sound and of wholesome quality; and his opinion in matters having to do with canning was often sought and deferred to. It may be said that he enjoyed well-nigh universal respect. He was particularly well regarded by fellow-canners, as he well deserved to be. Says Channing, "every man is a volume, if you know how to read him." Who knew how to read "Ned" White found him absorbingly interesting.

We read the last chapter of this interesting life regretfully and with feeling that it was written all too soon. But, from first chapter to last chapter, it was a fine life, remarkable for faithfulness to duty and for loyalty to friends but especially remarkable for its steadfast and unwavering adherence to the best traditions of the great industry to which he dedicated, yea, ever consecrated, the effort of more than forty years.

AMERICAN CAN OFFICE MOVES

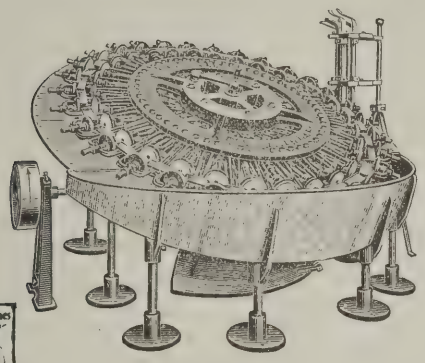
We are in receipt of the following notice:

We beg to announce the removal of our district sales office from Maryland Trust Building to the new Citizen's Bank Building Light and Redwood streets (one block west of our present location). However, due to the fact that our offices in the Citizen's Bank Building are not yet completed, from January 1st, 1924, we will be temporarily established at our Maryland Factory on Boston Street.

We expect to get in our permanent quarters in the Citizen's Bank Building on or about February 15th.

AMERICAN CAN CO., Baltimore, Md

A Positive Test





"BLISS" No. 14-K Automatic Water Tester

THE better your tester is, the better are your cans. It enables you to keep the rest of the machines in the can line right up "to the mark." The large number of pockets in our machine and the smooth and uniform travel of the carrier wheel reduces the agitation of the water in the tank to a minimum, making it easy to detect leakers.

WRITE NOW FOR DETAILS

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

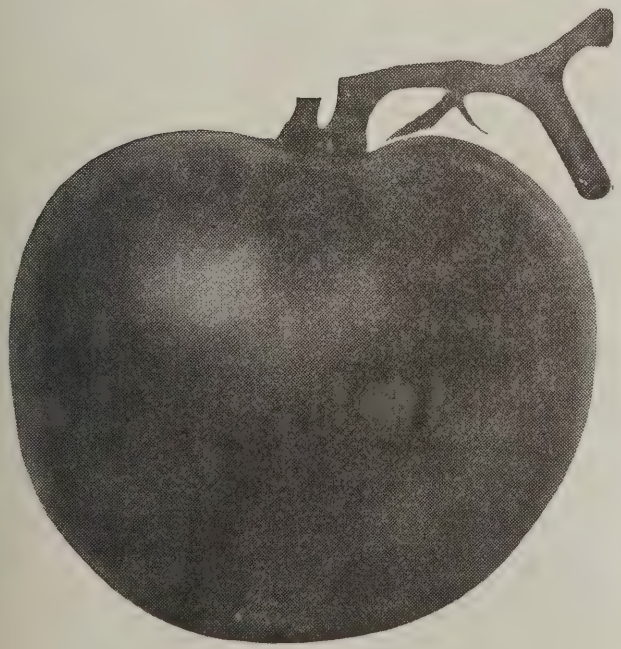
SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

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BERGER & CARTER CO.—San Francisco, Cal., Los Angeles, Cal., Portland, Ore.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals, Advancers. These are all short. Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas Okra Cabbage Cucumber
Corn Tomato Spinach Snap Beans
Beet Squash Pumpkin Cauliflower
Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY

BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

THE TRI-STATE PACKERS CONVENTION

Philadelphia, December 10th and 11th, 1923
Hotel Adelphia

Dr. Symons and Mr. Radebaugh report progress on Better Tomato Growing—Mr. Hannigan draws fire on Swell Question—Association votes increased amount for crop improvements —Warehouse Plan Adopted—Tomatoes to be bought on U. S. Grading.

(*Continued From Last Week*)

RELATION OF PRODUCTION CONDITIONS TO RAW PRODUCTS QUALITY

By C. G. Woodbury,

Bureau of Raw Products Research, National Canners' Association, Washington, D. C.

THE future of the canning industry belongs to the quality packer. The consumption of canned foods may be increased indefinitely if every can is what Harry Strasbaugh calls a "trade booster."

Educational work and selling effort will induce people to try a given kind of canned foods once—or, perhaps, again—after that the question of whether the industry has gained another family for a regular customer depends solely on the appeal of the can of food, or whether this final and silent salesman has convinced the housewife that he is thereafter to be welcomed or avoided. The answer to that question is being given hundreds of times every day in the kitchens and on the dining tables of the world.

A year ago at Wilmington there was an exceedingly frank family discussion among the Tri-State packers. The conviction was there generally expressed that the greatest step which could be taken for the advancement of the Tri-State industry would be the general improvement of the quality of the pack. The same could doubtless be said about other important canning regions as well.

High Quality Raw Products the First Essential—If it is true that increased demand and a growing industry depend on quality of output, it is equally true that the point where improvement must and should begin is with the raw product.

It was with the conviction, based on abundant evidence, that the application of more scientific methods of production would result in improved quality of raw product, and hence of improved quality of finished product, that the National Canners' Association established the Raw Products Research Bureau.

We are interested in rendering every possible service to canners which will result in better production practices, in improving quality and increasing yield per acre, and in reducing the hazards of production from insects and plant diseases. We recognize that a high quality raw product cannot be produced from a weak plant, devitalized by plant diseases or insect pest or starved through poor soil management or lack of fertility.

Not More Acres, But Better Acres of Canning Crops—We are not interested in a bigger acreage of canning crops except as the demand compels expansion, but in *better acreage*, producing the highest possible quality of food products. Rather than depending only on more acreage if we need to increase production, let us, by more efficient production practices, by a better canning crops agriculture if you please, produce our pack from fewer acres. With more efficient and more scientific production methods, along with a better canning crops agriculture, will come a quality which makes it possible to pack products which spell satisfaction to the consumer and prosperity to the canner and grower.

How Canners May Help Bring About More Efficient Production—What is the procedure by which we can influence production practices, develop more effective control of insect and plant disease, find improved varieties, develop better strains of seed and bring about through all these and many other means a better canning crops agriculture? The procedure, of course, depends upon the problem, and the problems are as diverse and complex as the canning industry.

Among the most effective agencies through which we may work to promote the improvement needed are the State Agricultural Colleges and Experiment Stations and the United States Department of Agriculture. These institutions are great service agencies not only for the farmer in the narrow sense, but their function is to apply the findings of agricultural science to food production industries generally, and we have found them without exception willing to do everything in their power to solve the problems we have brought to their attention. These institutions are generally undermanned and underfinanced, and we should do everything we properly may do to enable them to carry on their researches on the most efficient scale.

The Educational and Research Institutions Invaluable to Canning Industry—Dean Symons will probably tell you something of the problems of the University of Maryland and the plans he has in mind to render greater service to the canning industry of Maryland. I wish only to emphasize the fact that in the Universities of Maryland and Delaware, and in the College of Agriculture of New Jersey the canning industry has an asset, a source of help and service which has never been utilized fully because the industry has never taken the trouble in any organized way to become thoroughly acquainted with these institutions and with the men who make them. We are now beginning to do that, however, and we are recognizing more fully than ever that the canning industry rests on an agricultural foundation, and that the canners' business is affected directly by the skill and efficiency which go into crop production.

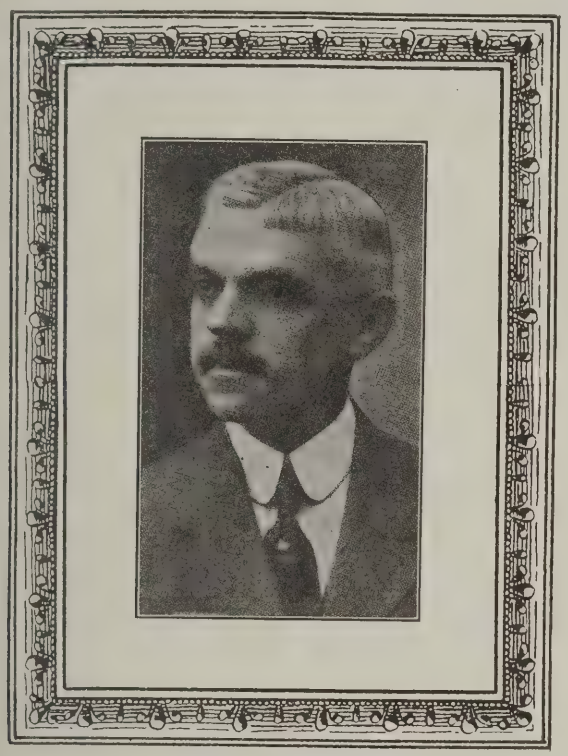
What Was Done in Tomato Improvement in 1923—One phase of the work of the colleges was illustrated in a remarkable manner in connection with the tomato situation in the Tri-States this year. Partly as a result of our own field investigations and of many conferences with the agricultural experts of the Tri-States, and very largely as a result of the co-operation and financial backing of this Association, a plan was worked out last year for a tomato improvement campaign. A feature of this effort to increase the quality and the yield of Tri-State tomatoes was the operation of community plant beds. Mr. Radebaugh,, who was detailed by Dean Symons to take a large part in the carrying out of this work, will tell his own story tomorrow better than I could tell it for him. I am not going to trespass on his subject. There is one point, however, to which I should like to call attention. The Government figures on yield per acre in 1923 show that in nearly every tomato-growing State there was a decided falling of from the yield of 1922. In marked contrast to this general condition three States showed increased yields per acre in 1923. One of these was Michigan, but Michigan is credited with less than 3,000 acres of tomatoes grown for manufacture. The other two States showing increased yields were Maryland and Delaware. It was in Maryland that the most general effort was put forth to teach and demonstrate better production methods and to get the grower to put these methods into practice. The figures show an increased yield per acre for Maryland in 1923 of over 50 per cent from the 1922 yield. They show an increased yield for Delaware of 33 per cent. For New Jersey the figures show, to be sure, a slight decrease—about 10 per cent—but this is a much smaller decrease than is recorded for most other States. To be sure, seasonal conditions and weather played a part in this Maryland triumph, but even in Maryland the conditions for growing plants and for getting a favorable start in the spring and early summer were the worst experienced in years. The community plant beds, the use of better seed, and the interest aroused among the growers certainly helped materially to turn the trick and gave scores of canners a raw product this season from which it was possible to put up the best quality pack.

Only a Beginning Has Been Made in Improvement in Crop Production—Only a start has been made in the improvement of tomato growing in the Tri-States. Much remains to be done. But the method of approach to the problem has been shown to be sound. Among other things which need additional study is the protection of tomato beds from disease and insect attack.

Tomato Mosaic—There are some diseases, such as mosaic which live over winter on hardy weeds. If these weeds, such as horse nettle and ground cherry, are allowed to grow near a plant bed, the infection may be carried by insects to the seedling tomatoes, and in a few days diseased plants are being sent out broadcast. Arrangements have been made whereby Dr. Norton, of the

Maryland Experiment Station, and Dr. Manns, of the Delaware Station, will make a special study of this mosaic disease next season. Much valuable information was gathered by Dr. Norton through preliminary studies he was able to make during the latter part of the past season. While not reducing the crop materially in all sections, there were many fields in which mosaic, especially that resulitng from early infection, was the cause of serious loss.

Tomato Wilt—The wilt or fusarium is another tomato disease which is probably more serious than mosaic. This fungus lives from year to year in the soil, and when the soil is once infected, the disease-producing organism enters the tomato plant through the roots and the characteristic wilt develops in mid-season. This wilt may often be recognized by the brown discoloration of the tissues of the stem through which is carried on the plant circulation of sap and water. Fusarium wilt is widespread in several Maryland counties. Dr. Norton has bred some varieties which are commercially immune to the disease, and the U. S. Depart-



CHAS. S. STEVENS
President

ment of Agriculture has likewise developed and introduced several. These include Norton Norduke, Arlington Columbian and Marvel. The wilt-resistant tomatoes which have been tried most extensively, however, are a strain of stone which ripens too late to be of greatest value. Plans are being made now to test all the promising wilt-resistant tomatoes on infected soil in one of the Eastern Shore counties. It is hoped that seed selection may be carried on locally to develop a strain which will meet the need not only for wilt resistance, but for type, yield and season of ripening.

Control of Leaf Spot—The control of the destructive leaf spot by fall plowing is an important new development of the year. It has been shown by Dr. Pritchard, of the U. S. Department of Agriculture, that the leaf spot fungus overwinters on dead tomato-plant refuse and on certain dead grass and weed material. The fungus will survive on material which is exposed; it will be killed if the material is turned under. Fall plowing, which is a feasible farm practice in many sections, is one excellent means of reducing the sources of infection for the following season.

Better Plants—Much remains to be done in developing further the best methods of growing and handling plants. The increases in yield from the plants grown in the community plant beds have been truly remarkable. There are, however, still better methods of growing plants than the open plant bed. Some communities have already made sufficient progress to be ready for the next step in improvement.

Improved Seed Strains—Developing of local strains of improved seed is another line of effort which is certain to yield results of great practical value. Such qualities as evenness of ripening from blossom end to stem, smoothness, uniformity of type and ability to stand up well after picking are all exceedingly important. Community effort in the careful selection of seed, with the proper co-operation between canner and grower, will do much to develop locally adopted strains having these qualities. Such work is planned for at least two important tomato-growing counties for next season.

Other Important Canning Crops—We have spoken in some detail of the problems surrounding tomato production and the means which are being employed toward their solution. Through the co-operation of research scientists, county agricultural agents and other forces connected with the colleges and experimental stations, progress in tomato improvement is being made with increasing momentum. It is a pleasure to add that this co-operation, so vital to success in effecting permanent improvement, is being extended to us in increasing measure.

There are other important canning crops in the Tri-States, however, and each has its need for study and research. Each offers opportunity and incentive for raw products research. There is opportunity for improvement in beans, peas and sweet corn, as well as with tomatoes. I do not wish to weary you, however, with too detailed a discussion of all the angles of the raw products research interest of the National Canners' Association in the Tri-States.

Sweet Corn Improvement—With sweet corn the matter of improved seed strains and the best sources of seed are of outstanding importance. The U. S. Department of Agriculture is carrying on some very interesting studies, as yet unpublished, on the relation between variety of sweet corn and canning quality. The University of Maryland has made valuable contributions to our knowledge of the influences which determine the duration of the canning stage, and especially of the precise effects of temperature on that duration. A means of forecasting the probable date of duration of canning stage with relation to planting date has also been carefully worked out and should be tested more fully by canners.

Important progress has also been made in our understanding of bacterial blight, or Stewart's Disease, of sweet corn, including the effects of soil moisture and soil temperature on susceptibility to the disease. This trouble has caused large losses in the Tri-States in certain seasons, especially in Golden Bantam.

Pea Root Rot and Seed Inoculation—With peas we have the problems of root-rot, seed supply, and aphis control. Every advance in the understanding of root-rot emphasizes the importance of starting pea growing with a fairly long rotation. Peas should not follow peas. Where peas are put on land which has not grown them before, the seed should be heavily inoculated with a reliable bacterial culture. There are many worthless, or, at least, unreliable cultures on the market and a few trustworthy ones. With proper inoculation the pea plant is enabled to obtain much of its nitrogen requirement from the air through the bacteria which inhabit the nodules on the roots. If inoculated peas show abundant nodules on the roots, there is no need for inoculation.

The root-rot organism is very likely to become established in the soil if peas are grown two or three years in succession. The disease, like the fusarium of tomatoes, persists in the soil, constituting after it becomes established a continuing hazard. An effort is being made to breed Alaska peas which will be resistant or immune to root-rot. Results are encouraging, although on too small a scale as yet for practical application.

Danger From Poor Seed—With the alleged shortage in seed, there seems to have been a marked tendency this year, according to information which has come to us to put on the market so-called farmers' stocks of Alaska. Some of these degenerate strains are said, also, to contain a mixture of the purple-blossomed Bangolia, which causes the liquor to turn black in the can. The National Canners' Association Laboratory has developed a chemical method for determining the presence of this pea in seed samples. We will be glad to receive samples which may be suspected. While always important, it is, perhaps, this year more important than usual for the canner to satisfy himself regarding the history of his pea-seed stock.

Pea Aphis—Valuable progress has been made this year looking to control of pea aphis. While a sure cure cannot be announced, a machine has been developed on an experimental basis by Mr. Dudley, of the U. S. Entomological Laboratory, of Madison, Wis., which will be given thorough trial in at least two localities in the Tri-States next season. The machine collects the aphis from the peas without the dust, spray or other insecticide. It is comparatively inexpensive, is drawn by one horse, and costs only the driver's time to operate.

Canners' experience in Wisconsin and elsewhere shows very definitely that the attack of aphis lowers the quality as well as the yield of peas. An inexpensive and practical control for pea aphis will remove one of the serious hazards of production of this crop.

Raw Products Improvement Important to Grower—Let me repeat that the purpose of the National Canners' Association Raw Products Bureau is to develop and promote methods for improving the quality of the canner's raw product. The breeding of better varieties, the control of diseases and insect pests, the more intelligent use of fertilizer, the effort to develop a better canning crops agriculture all along the line are means to this end. There are many advantages to the grower as well as to the canner in effort in this direction. The improvement in quality and yield are objectives for which the canner and the grower may well work together in whole-hearted co-operation, and with mutual advantage. The increased yield which is associated with high quality reduces the grower's production costs. Our friends who figure these things out now generally realize that it is cost per ton or per basket and not cost per acre which is significant to the grower. The first and most direct method of reducing that cost is to increase the yield.

Bringing Home the Bacon: Increasing Consumption—For the future of the canning industry quality must be emphasized all along the line. Quality of pack begins with quality of raw product. Canners are helping materially to make possible improvements in the raw product by increasing their co-operation with the research and extension groups in the colleges. The results of the work of these men are making the growing of canning crops an object of interest to a better class of farmers, who by their skill and intelligence and by their use of the most efficient methods are able to obtain the maximum in both yield and quality. Through the raw products work, therefore, we start a chain of circumstances, of action in reaction, which carries improvement right through to the consumer. When that object is obtained, the chain of progress begins all over in the increased consumption of the canner's products.

This completed the first session of the Convention. There was such a wealth of important addresses at the banquet in the evening, when both President Anderson and Ex-President James Moore made further answer to the wholesale grocers' contention regarding the Warehouse Plan, addresses that will live long as notable ones; and there were in addition splendid addresses by popular "Bob" Sindall, in charge of the entertainment; of George W. Cobb, of the American Can Co., and whose utterances we are growing afraid to attempt to report, because of the liberties the types take with him; and many others, to say nothing of the big and important meeting of Tuesday morning, that it is impossible to get all the report in this one issue. We are going to reserve these latter for our next issue, but that your curiosity as to the new officers and the action of the Convention as expressed in its resolutions may not be kept waiting, we give the list of elected herewith, and likewise the resolutions as passed:

THE ELECTION

President—Chas. S. Stevens, Cedarville, N. J.

V. P. for N. J.—G. S. Diament, Cedarville, N. J.

V. P. for Md.—R. H. Saulsbury, Ridgely, Md.

V. P. for Del.—V. Clyde Carroll, Georgetown, Del.

Sec.-Treas.—Cassius M. Dashiell, Princess Anne, Md.

Executive Committee—New Jersey, H. H. Hankins and Samuel Watson; Delaware, H. L. Cannon and C. L. Record; Maryland, H. P. Strasbaugh, W. H. Kilian, Dr. A. S. Cover, W. K. Leatherbury and A. W. Feeser.

THE RESOLUTIONS

Resolved, That this Association extends its heartiest thanks to the members of the Allied Industries for the splendid entertainment and banquet tendered us, and also to Mr. Edward J. Cattell, Prof. Thomas B. Symons, Messrs. Hannigan, Clark and Woodbury; President James A. Anderson, Messrs. James Moore and George W. Cobb, C. W. Hauck and A. D. Radebaugh, the speakers who have so earnestly and instructively addressed our meetings.

Resolved, That this Association, believing that the Zonal Warehouse Plan of the National Canners' Association for dealing with spoilage in canned foods, is efficient and thorough, just and fair, economical in its administration, and will prevent trafficking in spoiled canned foods, does hereby endorse the plan and pledge its hearty support to same.

Resolved, That as every canner is vitally interested in increasing the distribution of canned foods, and believing that Canned Foods Week is an efficient factor to that end, we recommend the support of this movement by all canners in the Tri-State territory, both by personal and financial aid.

Resolved, That recognizing the splendid results secured in the season of 1923 from the work conducted by the State Extension Service, in promoting Community Tomato Plant Beds, with their attending educational features, we recommend that these same agencies be urged to continue this work during 1924; and, further, that the Tri-State Packers' Association contribute the sum of fifteen hundred dollars from its treasury or from individual subscriptions of its members and others for the carrying on of this work; and, further, that a sum of one thousand dollars be similarly raised and appropriated for special work on sweet corn.

Resolved, That this Association record its appreciation of the valuable work by the Bureau of Raw Product of the National Canners' Association, under Dr. G. C. Woodbury, in co-operation with the State Extension Service.

Resolved, That the Tri-State Packers' Association, 70 per cent of whose membership are citizens of Maryland, and this Association being the only organization outside of Baltimore City which can speak for them, earnestly endorse the appropriation of $10,000 by the State of Maryland for the improvement of canning crops and thus assist the Extension Service of the University of Maryland to furnish further aid to growers and canners in the producing of canning crops, also in the control of insects and diseases, and in better standardizing these crops and canned products in this territory.

Resolved, That this Association approves of the effort of the United States Department of Agriculture to establish grades for cannery raw stocks, which may be put into use between grower and canner, to the end that the grower may be encouraged to produce a higher and more uniform quality, and be compensated for same, as against the indifferent grower of inferior produce; and, further, that the grades proposed by the department known as U. S. Grades, No. 1, No. 2, No. 3, as amended, making minimum size for No. 1 grade 2½ inches, be adopted; and, making grade No. 2 the basis of price and paying a premium for grade No. 1 and a reduction in price for grade No. 3.

THE BIG BANQUET

THE Get Together Committee—Harry Krebs, who broke into harness again for this occasion, after a long vacation and rest; James A. Cole and R. (Bob) A. Sindall—always treat the Tri-Staters as if nothing was too good for them, and had provided for four hundred guests—and they needed every seat and more. The great gold banquet hall of the Adelphia was crowded to its capacity, and a mighty fine dinner was served. Apparently most of the diners had imbibed, or inhaled, or in some way or some how acquired their before-dinner cocktail before coming into the banquet hall, and so all seemed in a merry mood when the feast opened. The famous Senator Orchestra, with its irrepressible song-leader, kept things on the move. But this crowd needed no urging to sing the songs which were provided; in fact, there was a continuous demand for encores.

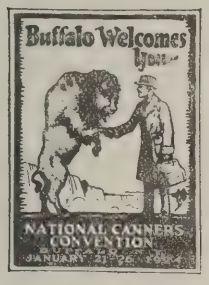
After the inner man had been well taken care of, President Records asked popular "Bob" Sindall to open the festivities, and he did so, making a very neat and to-the-point address of a few minutes. The President thereafter called upon the speakers whose addresses are given below.

The cabaret, or vaudeville, or "show," was reserved for the last, and we could not help but feel sorry for the entertainers. The aforementioned cocktails had gone "stale"—every banqueter had sat patiently and interestedly drinking in the words of the many speakers until about 11 o'clock, and the entertainers faced a sober, well-fed and thoroughly contented throng, too comfortable to exert itself to applaud the performers. These performers were not particularly good, but they strove hard to please, and really deserved more of a "hand" than they got.

The Convention was the guest of the following supplymen and brokers:

J. H. Allen Seed Co.
American Can Co.
Atlantic Can Co.
Ayars Machine Co.
C. W. Baker & Sons
J. Bolgiano Seed Co.
The Bradstreet Co.
(O. L. Molter & Harry Ford)
Burt Machine Co.
Geo. W. Bush & Sons
C. A. Carey & Co.
Chicago Solder Co.
Chisholm-Scott Co.
E. A. Cobey & Co.
Killian & Clark.
Fred H. Knapp Co.
D. Landreth Seed Co.
F. H. Langsenkamp
Leonard Seed Co.
S. H. Levin's Sons
Link-Belt Co.
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IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

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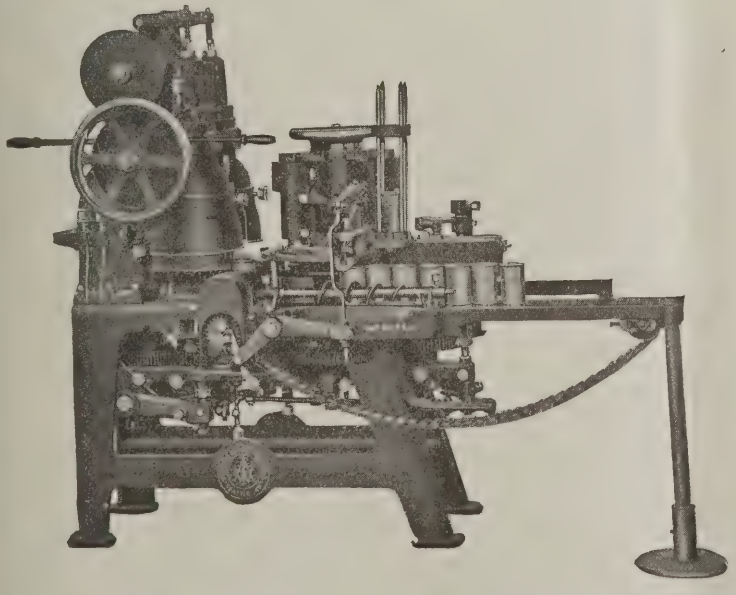
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When your receiving room is piled full of perishable food products, awaiting slow speed equipment?

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Sprague-Sells Corporation
Stecher Lithographic Co.
Souder Manufacturing Co.
Tacks Manufacturing Co.
U. S. Printing Co.
Warmington, Timms & Co.
Lansing B. Warner, Inc.
Worcester Salt Co.
Zastrow Machine Co.

THE ORATORY

CHAIRMAN—Gentlemen, you may think you are hearing quite frequently of the National Canners' Association, perhaps, but I think it is well that we are. I don't think any of us can afford not to be members of the National Association, and I want to encourage all of you to listen carefully to what the officers of the National Association have to say to you.

It gives me pleasure to introduce President Anderson.

ADDRESS OF MR. JAMES A. ANDERSON
President of the National Canners' Association

EVEN though I am from way out in the West and from a country town, yet I appreciate the splendid hospitality of the East and appreciate the splendid friendship that I have met here, and you know I used to think that all there was to live for was out in the West, but I have learned that this big, old world of ours has its advantages everywhere. I am going to recite you a little poem which will illustrate my point as to what I think we ought to feel toward each other, no matter what part of the country we may come from. This little poem may sound rather crude—I don't claim to be a poet, but it just expresses my sentiment the way I feel tonight:

When you ask what place I love the best—
There is no East, there is no West—
It's just one big, broad land to me,
With a host of friends and opportunities.
North and South both have their charm:
One is cool, the other warm.
Then, why not take the broad view
That God intended all for you.

I love the East and old Broadway,
From the Wall Street Church to the cabaret;
I love the West, with its broad expanse,
Where rich and poor all have a chance.
I love the North, with its frost and snow—
There's pep and vim wherever you go.
Though keen and shrewd in their dealings with you,
They're honest, industrious, sturdy and true.
I love the South, with its sunny clime,
The Mardi Gras and the gay old time,
And the bathing girls in their modest glee,
And that fine old Southern hospitality.

Then there's just one place I think the best,
Deserving praise above all the rest,
It's the place that God intended should be—
That great big United States to me.

After all, you can judge the man by the kind of goods he puts out. You can judge his surroundings, you can judge his attitude toward the general public, you can judge whether he is a public benefactor or not, largely by the class of goods that he puts out, and so I want to say, gentlemen, that quality should be our watchword in all our goods. And what I say about quality noobody can take to heart, because I just know that the things you produce down here in the Tri-States and that you ship out to Utah are always good. Of course, we don't let any come out there because we don't allow competition. Do you know that every man who produces a can of poor quality goods is a menace to this great industry, no matter whether he is packing tomatoes, peas or corn or anything else—it don't make any difference what kind of an article—if he puts a poor quality into a can, that quality, when it goes to the consumer, reduces the consumption of canned foods, and it discredits the industry and all kinds of canned foods. And when a consumer gets a good can of peas, tomatoes or corn, fruits or anything else and puts it on the table and the family eats it, do you know, have you stopped to realize that that one can of goods is likely to call for a case and that case of goods is likely to be yours?

And do you know, too, that most of the people who call for peas when they go to the store ask just for a can of peas, especially if they have not been in the habit of using peas right along, and it may be yours and it may be mine. The same is true with every other canned product, and if that is a poor can, as I say, they are off on peas. They say "No more peas," and you have spoiled the consumption, and you have also affected the industry all around because it prejudices that housewife against the use of all canned foods. But, as I say, when she gets a good can she orders a case, and if it is a good case of peas, the next time there are likely to be four or five cases. And I want to tell you gentlemen that if you put up quality goods, you don't need to worry about fourteen million cases of peas glutting the market, nor fifteen or sixteen million cases of corn or tomatoes or anything else. I want to tell you, gentlemen, if you put up the right kind of an article and keep it up, it is the best advertising in the world, and every can acts as a medium of advertising until we won't be able to furnish enough canned foods to supply the consumer and his demands.

And, too, I want to tell you, gentlemen, that you can't afford to leave out association work. You can't afford to go it alone. I want to tell you that the man who feels that he can get along without his neighbor, and that it is nobody's business what he does—that man had better move unto an island by himself, where it won't be anybody's business what he does. As long as you are living in a community, that community is contributing to your welfare, and it is your duty, it is your privilege and your opportunity, to contribute to the welfare of that community. There is one way in which you can do it, and that is, first, to set your own home in order—set your own home organization in order—set your own business organization in order, and see that that business organization has such loyalty in it as your own home has, your own children to you, your own family to you. Make your business organization just like your family organization, an organization of loyalty and support and good-will, and if that is true in your business organization and at home, it is equally true in your State Association work. I hope that there is no one here that doesn't contribute to your State Association, that which he should contribute in the way of membership and bolstering up every good thing that is in your Association. I want to tell you, if there is anyone here that doesn't belong to this Association, the quicker he gets in, the quicker he will get the benefits. And if you stay out you are getting the benefits, too, but are you going to take them? You can't stay in the business and do without them. Gentlemen, there is just one thing to do, and that is to get in and support yourself by supporting your neighbor. The day has passed that we say "Live and let live." Oh, that was on old adage of years ago, but now it is "Live and help live." No matter what part of the country we may be from—that makes no difference. Let's join hands in this great industry and make it what it is deserving to become. And some—I have heard of some—of course, not in the Tri-States, but there are a number of States—who have men who are in the industry and don't take advantage of the opportunity of joining their State Associations, and sometimes they criticise the action of the Associations and what they are doing, because they are looking at it from the outside and not the inside. And, let me tell you, that every time they do they are making a big mistake in not understanding just what they are doing themselves in the non-support of that Association.

There is one question that I understand has been thought of occasionally by the jobber, and now and then the buyer brings it up, and I believe that it was slightly touched on this afternoon. It is the swell business.

You know, sometimes I just wonder where the jobber stands. I heard the other day that Henry Ford would not be a good President for certain reasons, and the main reason given was that it wouldn't be very becoming to have a Ford in the White House and a Lincoln in the garage. Well, I am wondering if the jobbers are trying to step into the wrong place in the canning industry. But this plan that we have inaugurated, as explained by Mr. Clark today, is the result of the jobbers asking us to furnish them a plan. They weren't satisfied with the flat swell allowance. They differed among themselves as to the feasibility of this, and said it didn't work out right, and they recognized the evils in it, and down at St. Louis, and also in Washington last spring, they asked us—I was in the Conference Com-

mittee when they put it up to us—they said: "You get a plan. You formulate a plan. It is your business. You are producing the goods, and you should follow those goods to the consumer. You make a plan. You submit it to us." And that is exactly what we have done. And the simplicity of that plan is that it doesn't change the old method of handling goods, which you have worked under for a period of thirty or forty years, in which you simply had in your contracts the right to call for those spoiled goods, when you thought it was necessary to call for them. You called for them and had the privilege to do so, and they were returned to your warehouse, if you saw fit, for examination, for inspection, and to determine what was the matter; and, last, but perhaps least, to find out whether you had been properly treated in the transaction. And so this plan—why they would have you think it is so complicated and so involved that the whole country was in danger of ruin from the inauguration of this plan. Why, it is the plan they have been working under for years and years, excepting the one change, that you ship the goods to a Zone Warehouse instead of to your own warehouse. Why, it isn't so bad after all, is it? It's so doggone simple that they can't see it. It is like getting up against a mountain and getting so close to the mountain that you can't see it. For heaven's sake, why don't they get on top and look down at the valley below and see the beauties of it?

And then let me refer to the justice of this plan. I want to ask any jobber, and canner, or any consumer or food official or anyone else if we haven't the right, and justly the right, to know what is the matter with our goods when they are spoiled. The difference in the result of shipping goods back to our own warehouse and shipping them to a Zone Warehouse is that after they get to the Zone Warehouse they are inspected by men from the National Canners' Association's laboratories who are trained in the work of inspection and examination of canned foods.

And, gentlemen, did it ever occur to you that it might be the tinplate from which the can was made that is causing those swells, those spoiled goods? Did that ever occur to you? Did you ever examine it from that standpoint in your own warehouse? Could you determine yourself, with a limited knowledge—I can't—whether it is the tinplate that the can is made from? Can you tell that in your own warehouse? I can't; but let me tell you the technical men from the National Canners' laboratories will be able to tell you whether that tinplate is right or not, and I will tell you, gentlemen, whether the tinplate is right or not, we are going to have it right when we get this system inaugurated. And if it is perfect now, all well and good—we will have the stamp of approval on it, and we will know that it is good. Then, we don't stop there. It might be the fault of the making of the tin can. It might be the fault of the canmaker in his factory, and how many of us determine whether or not it is the fault of the tin can? I venture to say that the goods that are shipped back to our own warehouses—we seldom examine them for some of these defects which it is likely to have, but the trained men from our National laboratories will be able to tell you whether that is the cause or not. But, perhaps, the most general cause of the spoilage has been caused through faulty processing, and I want to ask who of you today have the facilities and have the laboratories in your own warehouses and factories to determine what is the matter with your swelled goods when it is the fault of the processing? Do you know whether those goods have been properly sterilzied in every particular, and whether the proper procedure has been followed all the way through the factory, and can you determine from the examination of those goods just what is the matter? I can't in my warehouse. My organization hasn't the facilities and I can't afford to employ technical men for this work for my factory alone. But the National laboratory men will inspect these goods from these various standpoints and will be able to tell you, and tell me, whether it is faulty processing, whether it is faulty tin, whether it is faulty canmaking, or in any way will be able to tell us just what is the matter with the spoiled goods. And, after all, isn't that what we want? And, can any association, can any man, can anyone deny us the right to the examination, and proper examination, of these spoiled goods? I want to tell you that we not only owe it to ourselves, we owe it to the genral public, we owe it to everybody to whom we sell canned foods, that we will make the article as perfect as human mechanism can make it.

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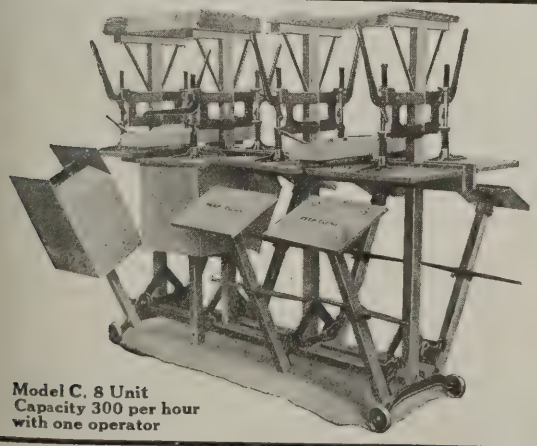
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I just want to refer a little, which may seem sentimental, to our obligation to the consumer, and this refers to quality and to spoiled goods, and all along the line. I want to say to you gentlemen that when you ask the good mother to buy your canned foods, you should know that that can is fit for consumption. When she trusts you with her own flesh and blood to feed those canned foods to her little babes, I want to tell you that the responsibility rests upon you, and upon me, to furnish the very best product that human intelligence can afford to put out and can put out. I want to tell you that we have a grave responsibility to put forth, and I want to tell you, too, that the inspection of these goods by the best men in the world is none too good. And so, that is one of the reasons why we want this plan. That is one of the reasons why we are going to have this plan.

I am just going to tell you, too, of one incident: They say that these canned foods when found should be destroyed on the spot. Well, let's see whether they should or not. How many food officials throughout the United States know just what a swelled can of goods is? How many men whose duty it is to destroy these goods can tell the difference between a real swell and a flipper? How many can tell just whether that can is a good can or a bad can, and how often has it been in the past that rusty cans, perfectly good inside, have been destroyed as a result of those destroying them who didn't know just what was the matter? Why, in Chicago in three years—I believe, from the years 1919 to 1921 or 1922—it is reported that six million pounds of canned foods were destroyed, and I wonder if about half of those goods were not flippers, or, perhaps, rusty, or, perhaps, in some way the inside of the can was perfectly good.

I had occasion to ship a car of kraut down into Texas at the time of the year when it was real warm down there, and when they got it they telegraphed back that about half the goods were swells—what could they do with them? I immediately told them to unload the car, to avoid demurrage, and express back a case of the worst of them. And when they got back, sure enough into a cool climate, they had all gone back and behaved themselves properly and were good stuff when they reached my place. But I immediately knew, of course, what was the matter. I hadn't had proper vacuum in the can, and in a warmer climate they became flippers. And, by the way, just let me state what is a flipper. Some people may not understand just what a flipper is, but I have understood that a flipper is a flapper who had been out the night before with a swell.

But, anyway, I ordered these misbehaved flippers back into a northern climate, and when the car was shipped back up into the North, where it was cool, why they all went back, repented of their sins and were perfectly good, and the consumers were happy in eating them.

Now, what would have been the result if we had followed out the plan that they propose as to destroying them on the spot?

But, gentlemen, all the better if we had had a zone warehouse to ship that case to. I could have sent it to the nearest Zone Warehouse, saved that big expense of express, and have gotten an immediate reply as to what was the matter, and have had the matter adjusted right there and then on the spot.

Is there anything wrong with such a plan? I want to tell you that it is honest and just and right and proper, and as one I am going to stand for what is right, and don't give a damn who's against me.

Every food official throughout the country who understands the plan is for it, because they expressed themselves as wanting to co-operate with our National laboratory and learn what are swelled goods, what are spoiled goods, what is the cause of it, and they want to know for their own protection and for the protection of the public—and aren't they entitled to know? They are entitled to this education, and isn't it our duty to help them to get it? And, too, we want spoiled goods destroyed when they are found.

Now, I want to dwell just a little bit more on Association work. I want to tell you, every one of you, we want you in your State Association. We want you to take part in it, and we also want you in the National Association. Do you know that if it hadn't been for the National Association that this country would have been suffering today from overproduction of every article of canned foods there is? All you need to do is join hands with us. Come on and let's together make this the greatest industry in all the world and place it on the plane where it is entitled to be—respected by every consumer in the world.

We can sometimes compare our lives with the railroad train coming up the track. It is steaming and puffing and blowing, and it is doing the best it can, but if that train isn't properly organized, and if the engineer or the conductor disobeys orders, or if anything goes wrong in the organization and the proper methods are not applied all along, you are likely to have the disastrous result that was experienced just a day or two ago between here and Chicago. Our lives might be compared to that train coming up the track.

I observed a locomotive
In the railroad yard one day.
It was waiting at the roundhouse,
Where the locomotives stay.
It was panting for the journey,
Coaled and fully manned,
And had a box the fireman
Was filling full of sand.

It seems that locomotives
Cannot always get a grip
On their slender iron paths,
For the wheels are apt to slip,
And when they strike a slippery spot,
Other tactics they command;
And to get a grip upon the rail
They sprinkle it with sand.

If your track is steep and hilly,
If you have a heavy grade,
Or if those who passed before you
Have the track quite slippery made;
If you ever reach the summit
Of the upper table land
You'll find you'll have to do it
With a liberal use of sand.

If you strike some frigid weather
And discover, at your cost,
That you're liable to slip
On a heavy coat of frost;
Some quick decided action
Must be brought to your command;
For you'll slide clear to the bottom
If you haven't any sand.

But you can get to any station
That is on life's schedule seen
If there's fire beneath the boiler
Of ambition's strong machine,
And you'll reach the place they call success
At a speed that's simply grand
If for all the slippery places
You've a good supply of sand.

CHAIRMAN—We will now hear from our good friend, Mr. Moore.

MR. MOORE—I want to be considered as a member of the Tri-State Packers' Association. Our company, during the past year, has had the privilege of operating four plants in the territory described as the Tri-States, and if the quality is under discussion, I think I may say for the Tri-States, especially for our company, that I have never seen a better quality of green lima beans, of beets, of spinach, of tomatoes, than we saw packed in the Tri-States this past season. There isn't an item of pack that we are ashamed to describe by location or afraid to sell in competition with the fanciest brand of the same item packed anywhere in the United States.

I listened with you this afternoon to the work that is being done by the Tri-State Packers' Association in its efforts to improve the quality of the canning crops. I hope it will be our privilege, as a member of your Association, to contribute more liberally, through some adjustment of dues, to work of this character during the coming year and in years to follow. The future of the industry in the Tri-States must depend largely upon the prosperity of the growers of canning crops. The quality of our production must depend in great measure upon the quality of raw material. Through your associational activities I am satisfied that you have already made substantial progress not only in increasing the yield of crops, but in providing a better quality of pack.

Years ago the pea canners of this country were confronted by something of a problem. They were anxious to increase the popularity of canned peas. Canned tomatoes were then the leading item. Their lead was so great that it seemed impossible that a comparatively new item like peas could ever attain the popularity of canned tomatoes. There was a little conference among the pea canners, and among the things discussed was how to promote the good will of the consumers toward canned peas. One suggestion was made which, I believe, is entitled to the credit for the wonderful development of the pea-canning industry. It

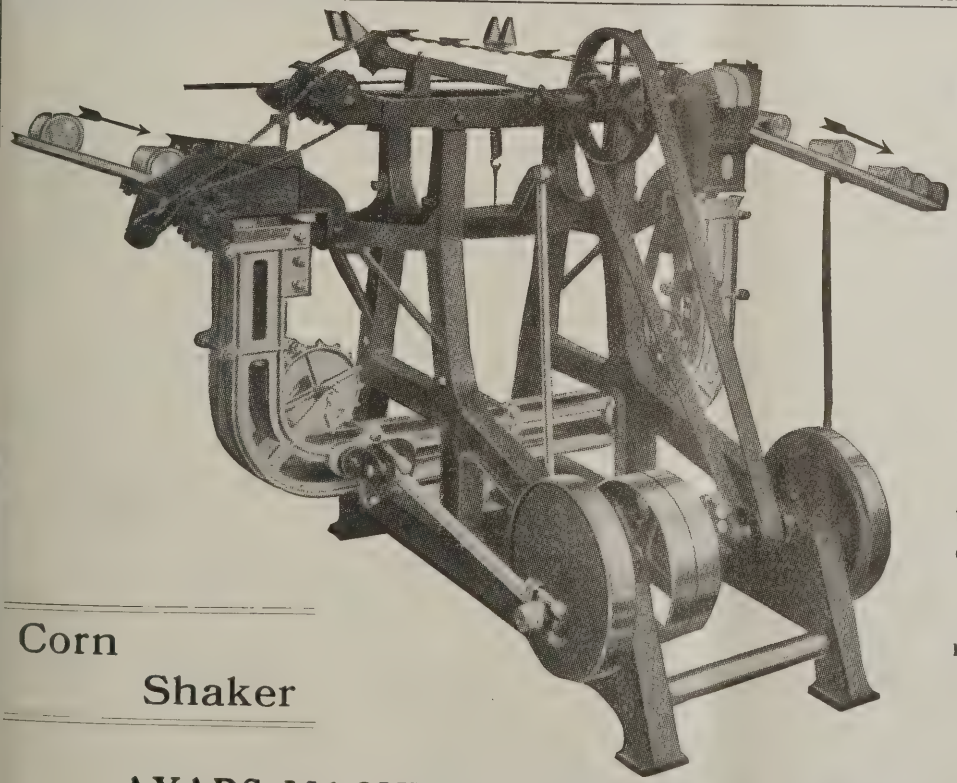
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was a practical suggestion. In substance it was to advance the price on fancy grades of peas, on fancy quality peas, and lower the price on standard grades and qualities. To make the spread between the fancy and the standard wide—to make it wide enough so that there would be a practical compulsion on the part of the canner to pack the fancy grades and qualities of peas. With the exception of the war period, when the demand for volume on the part of the Government with its policy of pricing fancy and extra standard peas closely together, that spread between the low grades and qualities and the high grades and qualities of peas has continuously widened. Gentlemen, the result has been that the quality of the peas that have gone to the consumer at large has been such as to win and hold the consumer's favor, probably to a greater extent than the favor of the consumer has been won and held by any other item of canned foods. It is for you to say, and I express it merely as my opinion, that that policy of making a wide differentiation between the fancy grade and quality, thereby rewarding the efforts and skill of the canner of peas who cared to put his money into equipment, who cares to take all those measures that will assure quality, has resulted in the tremendous advancement of the pea-canning industry.

There isn't a man in this room who is conversant with the corn-canning industry but what will agree with me that a wider spread between the fancy grades of corn and the standard grades of corn would result in increasing the pack of fancy quality corn —decreasing the pack of standard quality corn, and thereby winning in greater measure the favor of the consuming public. That is only one of the practical ways of bringing about the results that we all desire so much, namely, to give to the consumer a quality of goods which will create in his mind an appetite for those goods in the days that follow.

As an association you have done much. You listened this afternoon to a very able address by a representative of an associated industry. I think possibly I use the term correctly, for I am not referring to our allied industries, who in times of peace and times of war have always stood with the canning industry, helping to put into effect every measure for the good of canned foods. By "associated industries" I refer to the distributing industries—the wholesale grocer and the retail grocer—just as honest as the canners in their efforts to better the canned foods industry, but oftentimes without exerting the same perspective. I have been connected with the industry for only a relatively short period of time. Almost my first experience in the industry was of a controversial nature over the pro rata delivery clause. At that time "the master minds" of the associated industries told us that the pro rata clause was a thing of the past. I remember when circular after circular went out from one of the great distributing associations, urging their members never to sign a contract that contained a pro rata delivery clause. My company had the distinguished honor of being the subject of a special circular, describing us by name, and characterizing our pro rata delivery clause as being the forst pro rata delivery clause that had ever been submitted to the distributors of this country. Well, I am not prepared to justify that clause particularly. That clause had grown up with the canned foods industry of the United States. It had been used by some of our factories under their original management for more than forty years, and it had given reasonably good satisfaction, for it hadn't been changed. In spite of that attack, made in the utmost good faith, although at the time we probably received it with a little bitterness—in spite of that fact, I cannot recall of a single wholesale distributor who refused to distribute our goods because of that clause being in our contract. I cannot recall a single wholesale distributor who refused to sign our contract with that clause in it just as it stood. I speak about that because I believe that an industry is not easily subject to revolutions. The distributors at that time proposed to revolutionize the industry, and they agitated that revolution for several years, and it all dropped. The pro rata delivery clause now is spoken of as one of the foundation stones of the industry. It is all a thing of the past.

This industry has grown up upon the theory of personal responsibility. You gentlemen have improved the quality of your goods because of your feeling of personal responsibility to the consumer of those products, for their quality. You are interested intensely in the quality of those goods, and you have, by usage at least, for 40 years or more earned the right to examine those goods before you make payment on the ground of their being unfit for human consumption. We must confine our aspirations, as was said this afternoon, within the limits of the practicable.

I haven't used the exact word that I should have used. I remember the thought, but I haven't the command of language of the eloquent speaker this afternoon, but, gentlemen, it is practical and sound to guarantee your product 100 per cent.

N. C. A. Not Prostituting Itself—Now. gentlemen and friends, as a member of your Association, and as a member of the National Canners' Association, I wish to deny the illy-timed charge that was made this afternoon, that the National Canners' Association is prostituting its power and influence throughout this country in order to obtain memberships. Gentlemen, that was a charge unworthy of the man who made it. We will excuse it in the belief that it was made rather hurriedly, and was based upon the circular-communication of the Chairman of the Conference Committee of the National Wholesale Grocers' Association, and did not express the thoughts of the speaker. I have been a member of the National Canners' Association for many years—as many years as I have been in the industry. I have seen it pass through times of stress. I can say to you, as a fellow-canner, that there is no one in the National Canners' Association that would permit for a moment the adoption of a policy in order to influence membership. I will say to you gentlemen that since I spoke to you some time ago the membership of the National Canners' Association has increased three-fold in numbers and in volume of pack. I can say to you that it is truly representative of the best ideals of an honorable industry and that the distributors of this country would resent, as quickly as we resent, any charge that this Association had prostituted its principles and its program for the mere purpose of gaining a temporary popularity and increasing its membership. I believe that I voice the feeling of many a man in this room when I say that if that charge could be spread broadcast throughout the United States, the result would be to bring more members to the National Canners' Association than all the campaigns that could be engineered from Washington and all the inducements that could be offered. For, gentlemen, the canners of this country know what is right and what is honest; they know that their industry is in a position where it must protect its products, and they are not to be frightened by expressions of such character as we heard this afternoon.

I am not going to talk about swells and spoils. I think, possibly, you will pardon me for saying that we are rather conservative in our organization. We are very likely to continue in the future about as we have in the past. We have tried to follow our goods through the hands of the wholesale grocer, through the retailer and to the customer. We have tried to protect them all, and we probably will endeavor to do the same thing in the future; and I can conceive of no circumstance under which we would ever pay a cash allowance in lieu of swells. We propose to sell our goods just as we have sold them in the past. We are not suggesting nor urging that everybody follow that example. Every man must judge for himself, but I believe that the sympathies and the support of every canner in the United States will be behind a program which guarantees the product of the canner just 100 per cent.

Remember the illustration that was made this afternoon. One of the quality retailers in the Tri-States told a wholesale grocer that he had a hundred cases of peas, and that he believed he would return them to the man from whom he bought them, because he had heard complaints of two cans that were sour. And this wholesaler told him, properly, that that would not be fair, to wait and he would cut some of them. Suppose, gentlemen, under the program that has been advanced of knocking every swell on the head as soon as you see it, and billing it back to the canner, this retailer had decided, because he had complaints of two cans of sour peas, he had simply knocked on the head, either with or without the support of a food official, that hundred cases of peas. Would it have been quite fair to the canned foods industry of this country? Is it necessary at all? Why should we seek to revolutionize the industry at this time? Isn't it barely possible that in the buying-consuming centers, the big distributing centers, some of our wholesalers have been unduly influenced by the progress made by their chain-store competitors in obtaining allowances which are essentially trade discounts? Now, those are the allowances which we hope as an industry to stamp out. We hope that every distributor will receive exactly the same consideration as every other distributor. It is utterly unfair to give to one distributor the benefit of a brokerage which he has not earned, depriving the merchandise broker of his compensation. It is utterly unfair to give to one wholesaler a cash allowance of one-half of one per cent, and permit him to go into competition with a small wholesale grocer who has never received the one-half of one per cent. There is no pretense that this cash allowance will ever protect the consumer.

It is with some temerity that I suggest that the complaints that have emanated from the food officials of this country, and particularly from Washington, have all been directed toward the food-consuming centers of the United States; that the con-

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plaints of the wholesale merchandising of spoiled goods have been aimed largely at New York, Chicago and the other big centers where the chain stores and the wholesale grocers have secretly been obtaining their allowance of one-half of one per cent for some time past. It may not have been the cause—we certainly can say that the fact that they obtain that half of one per cent did not cure the trouble. I am going to pass along to something a little bit pleasanter, and I am going to take just a moment of your time.

Increasing Consumption—Our industry is really individualistic in character. It is as individuals that we have grown up and prospered in our business. But little by little we are being forced together by the same economic laws that have brought about union in industry throughout the world. Little by little, gentlemen, you are sharing with your fellow-canners some of the burdens and responsibilities of your industry. Don't think for a moment that in doing so that you are giving up any of the privileges of your business. You may properly feel that united you can accomplish wonders for the industry which you can not accomplish as individuals. If we are correct in our surmise that canned tomatoes have not fallen from the favor of the consumer, but that the consumer fails to purchase because her attention is not called to canned tomatoes, then united, on the part of the tomato-canning industry of this country, we could, at a very reasonable expense, increase tremendously the consumption of canned tomatoes.

In the few years that I have been in the canning business I have seen one item of tomatoes—one item of tomato production—multiply not 100 per cent, but probably 500 per cent, possibly 1,000 per cent, until today the total volume of tomatoes used in one item that is sold in canned form is probably one-third as great as all the tomatoes that are put into cans. I am referring to tomato soup. And why has tomato soup become wonderfully popular? Because of the merits of tomatoes as a food and because the merits of tomatoes as a food have been brought home to the consumers. Can you believe for a moment, gentlemen, that if canned tomatoes, either through private enterprise or associational effort had been given the favorable publicity that has been given to tomato soup, that we would now be wondering whether the consumption of canned tomatoes today is actually as great as it was seven years ago or not? Can you believe for a moment, with your knowledge of merchandising, that if canned tomatoes had had even a reasonable amount of publicity that there would not be a consumption of tomatoes in that form which would tax the canning cacapity of all the factories that are situated in the tomato-growing sections of the United States? Gentlemen, I ask you if you are not firmly convinced that the housewife who might know just where she could buy canned tomatoes of the quality that had received her favor —the brand under which she could purchase them—would she not be much more likely to buy than if she were forced simply to ask for "canned tomatoes," with the possibility, and even probability, that the tomatoes she receives on her second request will not be alike in quality or character with the tomatoes that received her favor in the first instance?

Now, those matters are easily worked out. I could talk to you for hours about the different methods and different plans. But it is utterly idle. If the spirit is in the Tri-State canners to work together for the improvement of quality of their goods, for the merchandising of their goods along sound and modern lines, then those results will be obtained and the canning industdy of the Tri-States will continue to prosper in greater and greater fold. If you feel that it is not worth while, you will proceed exactly as you have in the past. No matter what plausible program is outlined, no matter what we say, it all rests with the men in the industry. No matter what we say about swells and spoils, it all depends upon the conscientiousness of the men who are going to put into effect the sales policy of the canners of this section.

I wish, again, gentlemen, to thank you for the privilege of being here today and of listening to the very interesting addresses. I wish to congratulate you upon the program you have made. I wish to assure you that as a member of your Association we will gladly co-operate in any measure which looks toward the advancement of the canning interests of the Tri-States.

Mr. Cattell next addressed the Banquet with one of his very witty and touching discourses.

Address by Geo. W, Cobb

My being over here at your annual meeting is becoming a habit. We have with us today the editor of The Canning Trade. He doesn't know I am going to say this. If he were to say anything, he would say: "All you who have not paid up, I wish you would before the holidays." He would probably follow that by saying: "All you who are not regulars we wish to enter upon our list." At a recent meeting of the Western Canners' Association I was called upon for what they call an address. This so-called address a few weeks later appeared in The Canning Trade, but there were several inaccuracies, of which I will only mention one, which was called to my attention only this morning by a friend who sells tin cans. He sent me the extract, which reads:

> "What has been accomplished along research lines with the National Canners' Association and other agencies has been enormous, but a lot still remains to be done. That includes a more accurate knowledge of resorts and what occurs on the inside."

He took exception to my having referred to resorts and to indicate that any man that sells cans doesn't know what is going on in the inside of all resorts. I will leave it for the Editor to see that resorts is changed to what I am sure I said—"retorts."

Well, I think this afternoon's meeting was one of the best meetings I ever attended anywhere. It made me do what I am sure it made everyone else do that was there—it made me think, and you know when you get to thinking we make some headway.

I want to say that Dr. Symons and the work he is doing down here should be aided and assisted in every way. It seems to me that you cannot realize, as he realizes, how much work there is to be done along the lines of improving the raw goods which you put into your cans. That is the big field, and you have made a most wonderful start, and I am sure that next year and in the years to come there is going to be even more done along that line.

He said he wanted to speak to three men—one 60, one 42 and one 21. He left me out. But I thought that that was a pretty good way of getting at it. I would like to speak to six men, but I won't take but a minute for them all. I want to speak along the lines of better co-operation and understanding of all those who have to do with this wonderful industry. It is not his industry, or my industry, or yours, but it is ours. We all have our share. Now, the grower—we want to understand him a little better, too. Now, he has his troubles. I am reminded of the man down South that drew up to a store and unloaded a lot of cotton, and when he had unloaded it he went into the store to get his money, and the man who had taken in the cotton said: "There really isn't any money due you." The darky said: "How could that be?" "Well," said the storekeeper, "it was so much for storage, so much for insurance and so much for rent, and you are about $1.50 short." "Well," said the darky, "Ah've got no $1.50." "Well," said the storekeeper, "that will be all right. Next time you come in just bring in a chicken." Well, the next time the came in he threw down two chickens on the counter. "Why," said the man behind the counter, "did you bring two chickens—you only owe me one?" "Yes, suh," said the colored fellow, "but Ah's brought another load of cotton."

And, then, you know the canner has his troubles, but you want to just emphasize one thing, and that is this: that I believe that the canner in this section has got one thing to do, which was referred to by Mr. Moore, and that is to grade his goods. Now, you sell Maryland tomatoes. I am sorry to say so, but that means the cheapest thing in the world. Now, why can't you take those same goods and do just the same as they do in every other section of the country—make different grades. When you put them all in one they are going to take a lower level.

And I want to say just a little bit about the wholesaler, and I am sure he is here, because this afternoon I think he was here, and I think he understands you were here, also.

Now, the wholesaler wants to work along with you. His interests are yours, and he can overcome many of his troubles by buying his goods of the canner that knows how to pack his own goods. If he will select the man of whom he is going to buy, he won't have so much trouble with swells and springs.

And the broker—I am sure he is here, because he is everywhre. It seems to me that he represents the interlocutor in the show, and you really can't have a very good show without the interlocutor.

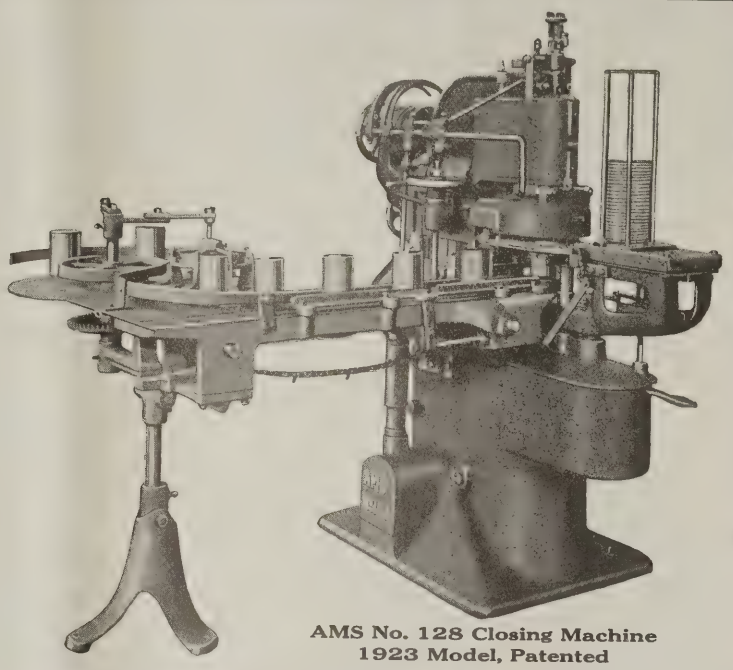
And, then, there is the retailer. Well, I am not going to talk much about the retailer, because you can't say very much to him—it is pretty hard to talk very much to him till we get our labels so that he knows what they mean, and we have first got to know what they mean ourselves. But when you get to the retailer and housewife—we so often are asked: "How can we go to the store and get these goods that you have told us all about?" and I don't know how to answer that.

And, then, there is also a word, perhaps, for the machinery man and the can man and the label man. We want to treat them fair and try always to see their view.

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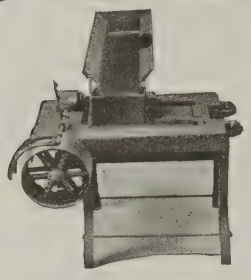
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CORN CANNING



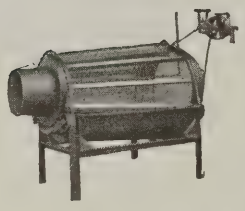
Peerless Rehusker

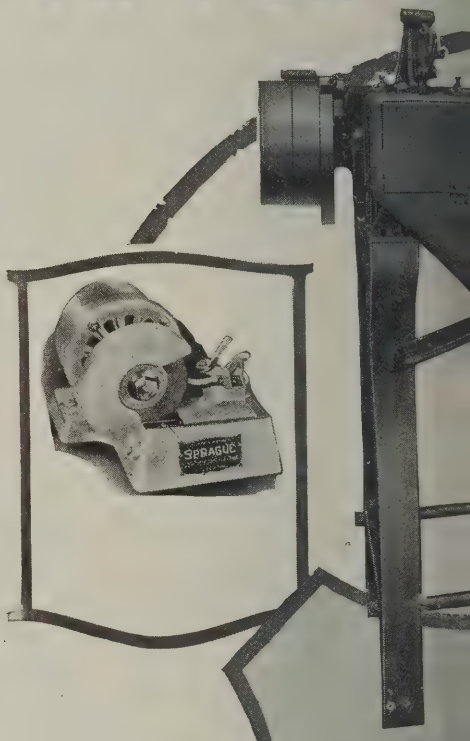
Used where the corn is brought to one point for sorting. Will rehusk the corn from twenty huskers.



Peerless Corn Washer

A wonderfully efficient machine. The amount of dirt and smut it will remove from your corn will surprise you.





Cuts

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The ears ar
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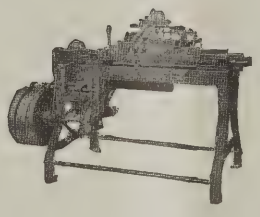
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Peerless Corn Trimmer

For trimming wormy and immature corn. One person can trim three to four times as much corn with this machine.

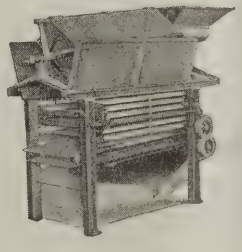


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Combines the good features of all former Silkers. All screen instantly removable and quickly cleaned. Complete extra set of screens furnished.



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QUALITY



Sprague-Sells Mixer

Each mixing tank has operating capacity of 100 gallons. Brine tank is more than ample. Plenty of capacity in a mixer at last. This machine will keep the rest of your line "humping".



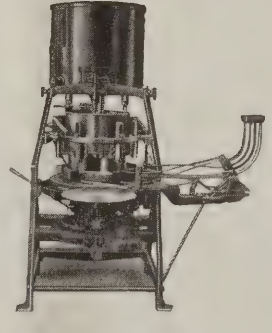
Sprague-Sells Cut Corn Elevator

Universal Elevator for Cut Corn. Now furnished in any length desired, complete with cover hopper and jaw-clutch pulley.



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Used by 95% of the quality packers. Fills at any speed up to 120 cans per minute. Has the only perfect no can — no fill attachment.



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Can be attached to any M & S 6 Pocket Filler. Extracts silks, hulls, husk ribbons, etc. by the "Hot-corn silking method". For real quality you need this little device.



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S and PEERLESS

Now, I don't like to talk about cans, because that sounds too much like shop; but I believe that all this agitation that you have heard in the last year in regard to swells and leakers, and all those other terrible things, is a splendid thing because it is going to make us all do our job a little better than we ever did. That means, you know, the canmaker is going to do his job, and the tin man, and the manufacturer of steel—they are all going to be a little more alert. But I am in the hope that no one is going to be more alert than the canner himself.

I talk right out in meeting when I say, before this large assembly, that the steelmaker and the canmaker are doing their job a little better than the canner-operator is doing his—that is, the average canner-operator. There is a lot to be learned by the individual canners themselves about how to pack their own goods. I don't mean that knowledge is held as a secret by a few. In fact, it is open knowledge. The Research Laboratories of the National Canners' Association have that knowledge, which is free and open to all; but, gentlemen, you want to get that, because canned foods must be packed with less trouble. I am going to make a very strong statement when I say that any man who has sour peas or sour corn or has flippers and springers, has them because he doesn't know his own job. Now I make that statement. Now, we will always have undoubtedly some swells and springers, because the canning industry is not an exact science, but it can be lessened, and very much lessened. We all have duties along those lines.

There has been a good deal of criticism these days about cans being high—higher than last year. This is because of the higher cost of the raw material. That is a fact. You know the prices have been modified on tin cans since July 1. Gentlemen, we must be fair in our observations and criticism. Let's be fair to the manufacturer of steel. $5.50 is by no means as high as steel has been. During the war and after the war it went to $7.75. It has been as low as $4.75. When you remember the other items which enter into the cost you will realize that $5.50 is fair. We want to be fair to all.

And now it is pretty near the new year, and it is time to make some resolutions. I say a good resolution would be to pack better food—do all you can to make canned foods a better article. Perhaps your resolution should also be to join the National Canners' Association. I don't believe those that are not members want to ride free any longer.

You will also want to make a resolution to try to do something to upbuild our industry. If we are not helping to build it up, we are helping to tear it down. Cattell said this afternoon that he believed in builders. Let us be builders.

TUESDAY MORNING

BUSINESS SESSION

Adelphia Hotel, Philadelphia, Dec. 11th, 1923

SECRETARY—As Treasurer I wish to report that we have on hand, with all debts paid, $746.00 in cash, and we have also a Liberty bond of $500, making $1,246 that the Association has in hand.

We have expended under the order of the Association the funds which were placed in our hands last January for the purpose of encouraging tomato growing in the three States. This allotment was made in proportion to the pack of the respective States. The Executive Committee allotted $600 to Maryland, $200 to Delaware and $200 to New Jersey. The $600 to Maryland has been paid in full to Professor Symons, whose report will be presented here in a few minutes.

The $200 to Delaware I hope Dr. McCue or somebody in his place will make a report.

New Jersey has not called for the money due, except for $12 or $12.50 for seeds. I wrote to the Extension Service, and told them the money was at their disposal at any time. I was informed that all that was needed was about $12 for seeds. That was sent. The balance is in the treasury, a part of the $746.

(Secretary's report was moved to be adopted. Motion carried.)

CHAIRMAN RECORD—I am pleased to announce as the next speaker Mr. A. D. Radebaugh.

RADEBAUGH REPORTS ON TOMATO GROWING

LAST year we came before this meeting and told you of some of our work in Cecil county, Maryland, and gave you an outline of our plans that we hoped to carry forward during the coming year. You don't realize how much we appreciate what the president of the Tri-State Packers' Association, Mr. Silver, did in helping to get this work across, and we want to thank the members for their co-operation in the past year.

Now I think I can best illustrate this story of the tomato canning crops improvement work by taking you back to some of your boyhood days—Dr. Symons nearly touched me when he spoke of the man of 20 or 22 yesterday, but not quite—but probably some of you can remember when you wanted to see a ball game and didn't have a quarter to get in, and you found a knothole in one of the boards and you looked through and could see a little bit of the game. And after a while some fellow came along and said, "Buddy, there's a board off around the corner there. You can get to see a little more of it." And you walked around to where the board was off and got to see just a bit more of the game. And after a while some good-hearted fellow came along and gave you a quarter to get in and you got to see the whole thing.

Well, that is just about the way this tomato work has been carried on over the past three or four years. When we started a few years ago we were just about looking through a knothole. Then we found a board off, and last year I can truthfully say that, due to the help of the Tri-State Packers' Association, we were able to pay admission and get in on the inside and see the whole thing. The way we went about this work was that in the spring we conducted meetings in various parts of the country and outlined our plans of a centralized plant bed; outlined our methods of spraying, of seed, and everything we could do and answered all the questions that came up—and sometimes there were great questions asked. We tried to answer them and give to the people the benefit of our experience as we had had it the year before.

Now you may wonder just how some of that money of yours was spent. I had lantern slides made of the plant beds, showing them in all the various stages of the year before, so that after we told them our story of plant growing we were able to show the slides and actually see them.

I had the question asked me in Chicago the other day, "You have been traveling all over the State and doing this tomato work. How come you didn't go to our place?" I said, "For the good reason that you haven't invited us." We didnt go to any place where we weren't invited by special invitation, if I may go that far, because we didn't want you to feel as canners—we didn't want the growers in our country to fee as growers that we were trying to put something over on you. We weren't doing that. We were merely trying to give you the benefits of our experiences to the best of our ability, provided you wanted it, and that is the way we tried to do it.

When we had that meeting in Wilmington we decided that we were going to conduct six plant beds in Maryland—I think two in Delaware and two in New Jersey. Well, some things can easily get away from you, and we wound up with thirty-five plant beds in Maryland and I don't remember how many they had in Delaware and New Jersey. All of those plant beds were not 100 per cent successful, but the majority of them were a success, and a mighty good success. We had a number of problems—we had rain and we had wind, and if I may tell it—I don't know if the man is present or not—but down on the Shore in one place, the wind came along and practically blew the bed away. They all weren't a success, but we learned a lot, and from these beds we were able to produce 7,500,000 plants that were distributed amongst the growers at a cost ranging from $1.00 to $1.25 a thousand.

I want to bring this fact to you that we are not advocating more acres of tomatoes or more acres of anything else. We are advocating a higher quality production, a larger product on the number of acres than you were already producing.

That is the thing we want to bring to you and the thing we want to try to put across—not go out and plant the whole country in tomatoes, but try to grow more and better on the acreage that we do plant

This centralized plant bed—don't feel that that is the only thing we are thinking about. It was the only method as I saw it several years ago of getting our growers to realize the value and importance of good plants. That was the thing we wanted them to do, and we feel through growing them in this method—properly spraying them, taking care of them—that we are obtaining the results desired. We found in several counties—in one county particularly—where less than 5 per cent of the plants had been sprayed in the plant beds last year, a little over 75 per cent of those were sprayed this year, or as increase of 70 per cent in one year's work.

Now it doesn't make any difference to us whether we grow them in the plant beds at central points or whether the farmers grow them individually. All we want to do is to get the farmer to get good plants and take care of them. We don't feel that we will have to stick to this forever In some counties they are going to use hot beds, so as to get them a little earlier. They are going to have another big job, because when fooling with hot beds you are fooling with something a little worse than centralized plant beds.

This summer we tried to travel all over the State that is in the tomato-growing sections, and we studied your problems from a production standpoint. We tried to find out what were the

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limiting factors to the best of our ability. And what was your trouble? In some counties we found that the wilt—and probably all of you know the wilt when you see it—is quite an important factor in great many sections, and our problem was, or is now, to get wilt-resisting varieties that you will be able to grow, and at the same time mature early enough that you can get them canned before frost comes along. So we are working on that problem right now, and we have a lot of those plans outlined for the coming year. And back in my own county I tried a number of varieties this year—taking various varieties and planting several hundred of each, which gives us an opportunity to study the characteristic yields and quality of these various varieties. I will probably have some of that work—some of those records—ready for publication before long. If you men are interested, we will be glad to tell you all about it. From that I have saved considerable seed and we will distribute that seed over the State this coming year to try out these varieties in other sections.

Now, another thing we found this year was the mosaic disease, which all of you are probably more or less familiar with, and we had lots of trouble with that, and through your National Canners' Association, Dr. Woodbury spent nearly two weeks with me, traveling over the Shore. Dr. Woodbury decided that the County Agent has a great life, because one night, after coming back from a trip of a little over 600 miles in two days, I found four farmers camped on my porch waiting for me to come home. That was half-past nine and at one o'clock Dr. Woodbury was asleep on the couch and one of the farmers was aseep in a chair, and I had to be pleasant and talk about cows, orchards and other things.

But I can tell you we found a good many problems, and when Dr. Woodbury went back to Washington he wrote to Dr. Symons, and he got Dr. Norton, who is one of the best plant pathologists in the country, to work on the tomato mosaic problem. Dr. Norton spent months of the summer from then on studying this disease, and he has some mighty good reports that will soon be ready regarding that. Dr. Manns, from Delaware, has done an awful lot of work for the Delaware men in tomato production, and I hope he will permit me to say that any canner in the State of Delaware who will get in touch with Dr. Manns, he will help him to solve any of his problems. He will be glad to work with them. He has a laboratory and that is what the University and our Extension Service is for—to help you in your problems.

Now, in order to find out just where we had gone this year and what had happened, on November 2nd we called in all the County Agents that were interested in this tomato improvement project to a conference in Baltimore, and at that time we discussed the pros and cons and the good and bad and so forth of the tomato project as it was conducted in 1923 and at the same time we outlined plans for conducting the work in 1924. As I said before, we had started out this year with the intention of having six plant beds and wound up with thirty-five—I think they already have forty-two lined up for 1924 Now I don't know how they are all going to be taken care of. That is a big problem. This past year I have traveled over 24,000 miles and tried to hold down a job in my county, to keep the thing going; but, nevertheless, we are going to try to do from the University the very best we can, and we ask all you men to co-operate with us and help put the project across and make it a success.

STANDARDIZING TOMATO GRADES

By C. W. Hauck

Bureau of Agricultural Economics, Washington, D. C.

YOU are all more or less familiar, of course, with the proposal that has been made relative to the purchase of cannery tomatoes on a graded basis I want to say this, that the impetus that has been given to this movement during the past year is largely due to the action that was taken by this Association at your last annual meeting. The committee which you appointed at that time to work with our Bureau at Washington relative to investigating this matter and the officers of this Association have given us some very intelligent and very cordial assistance, and I believe that we, all of us, owe them a vote of thanks as well as a good many of the individual members of your Association.

About a year ago the suggestion was made to our Bureau that we might be of service to the canning industry by formulating standards or grades for cannery crops, along lines somewhat similar to those grades that we have established for the marketing of fruits and vegetables for fresh marketing purposes. It was felt that if such grades could be made amicable to the purchasers of raw stock that a basis would thereby be established whereby the canner and the grower could get together, in their business dealings, and it would render those business dealings more harmonious and more fair and equitable, and it ultimately would result in a marked improvement in the cannery stock, in the raw material, in other words, as it was delivered to the manufacturer. The opinion was expressed that the government, due to its entirely neutral viewpoint, could formulate and get these grades adopted much more advantageously than the canner could possibly do it, or than the grower could, simply due to its neutral viewpoint. In other words, Federal grades would not be regarded with suspicion, and in this connection I wish to say that the attitude of our Bureau is entirely a disinterested one. We are not furthering the interest of the canner at the expense of the grower, and we certainly haven't in mind furthering the interest of the grower at the expense of the canner. We have one motive only, and that is to establish grades for cannery crops which might be of service, perhaps, in stabilizing the industry and promoting better methods of buying and selling raw material.

During the past summer we undertook a certain amount of investigational work in the various parts of the East, in those States that are important in the production of cannery tomatoes east of the Mississippi, and our purpose was to determine what basis could be used for drawing up a set of grades, bearing in mind, of course, the actual waste that occurs in the use of tomatoes of different quality through the cannery. The work we have done has been confined entirely to tomatoes. We haven't undertaken any other crops, and the reason is simply because tomatoes constitute one of the most important crops grown for cannery purposes. It has been our aim to so construct the grades that they will dovetail with good commercial practice, and if that is done, they will undoubtedly be of some service. On the other hand, if the viewpoint was not a practical one, they would not be of any service.

There is little question as to the desirability of the standards. I think we are all agreed to that. If tomatoes could be bought by the canner on the basis of grade, and a price paid for them that is commensurate with that grade, or that quality, rather than buying them on a flat average basis, it seems to me that one of the elemental problems of the manufacturer would be on its way to solution.

I believe that each one of you is striving to increase and improve the quality of the manufactured article. If you are to do that, you certainly must have good material to work with. You can't take out of the can better goods than went into it. It is my belief, therefore, that you will welcome any proposition that offers a solution of this vital problem.

I have run across a circumstance this past year that is undoubtedly a very familiar one to all of you, and that is that the canner who has all or part of his product under contract—I mean the tomato-purchasing canner—is called upon to accept delivery of ton after ton of very poor tomatoes, probably because the season is bad and the supply low, as well as poor, and the only resource he has, if he is to continue in business, is to accept that sort of stuff, and then, by very careful and tedious efforts, salvage whatever there may be in it that is usable. That, of course, is a very expensive way to get food to market, and in order to keep his growers in line, he has found it necessary in many cases to continue to pay a price for that sort of goods that is equal to the price paid for the very best tomatoes that he has accepted. That, of course, gives rise to a lot of dissatisfaction, not only on the part of the canner, but on the part of the grower. There is no incentive for the good grower to continue to bring in good tomatoes when he gets the same price for poor tomatoes, and it doesn't seem to me that that is a condition likely to be encouraging better cultural methods among the growers. As long as a ton of tomatoes is merely a ton of tomatoes, with no distinction made as to quality, there will undoubtedly be a continuation of slack growing on the part of growers, and it will be an uphill battle for the improved production of cannery crops. During recent years, grades have come into more or less general use in the merchandising of fresh fruits and vegetables and a great many other farm crops.

In constructing a tentative scale, we have been guided largely by the suggestions and constructive criticisms given to us by representative canners and growers. We don't profess to know a great deal about the canning industry, and the problems the canners have to put up with. Our knowledge is only general and we have looked to men who know and who are familiar with these problems to tell us what basis should be used. We have drawn up a set of tentative grades, and I wish to impress on you that they are only provisional, and are subject to revision as it seems necessary. With further experience next year in various parts of the country, we hope to find whether we have got the right terminology. We may find a good many changes that have to be made, but what we are after now is to get the general principle and the practice in some localities where we can have opportunity by co-operating with canners and State agencies to determine what revision ought to be made.

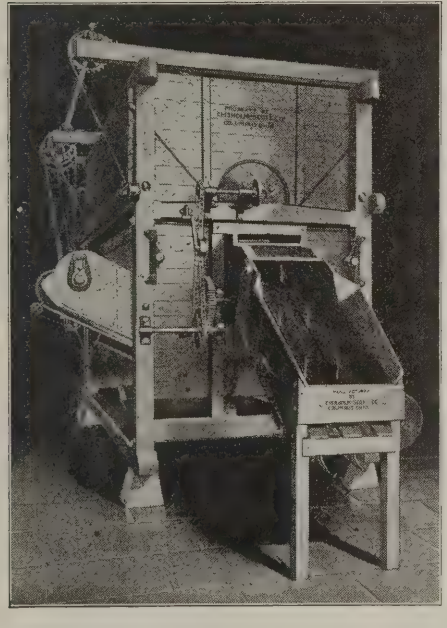
I have copies of these tentative grades with me, and if you want them, I want you to feel free to take them.

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SAN JOSE ∴ ∴ CALIFORNIA

CHAIRMAN—We will now have the report from the Chairman of the Agricultural Committee, Mr. Torsch.

MR. TORSCH—The report of this committee will be based on a report Dr. Symon handed me, and this report goes into quite a bit of detail as to the work done last year after the financial aid had been given by this Association. Quite a little of these details have already been told by Professor Symond yesterday, and Mr. Radebaugh this morning, and that is one reason for not going over them now again. The part which you are interested in which has not yet been reported is the expenditure of the funds. The fund of $1,000 last year was, after consultation in meeting, apportioned $600 to Maryland, $200 for New Jersey, and $200 to Delaware, with the idea that each State would have the use of these respective amounts and use them in about the same way in all States. Now, as for Maryland, the report is this way, and to that extent I will read details.

(Mr. Torsch read a detailed report of expenditures.)

I would ask, Mr. Chairman, that you request Dr. Manns to give the report of the work in Delaware.

DR. MANNS—I regret that I am unable to give you an accounting of the funds. Mr. Pence has charge of that, and he only just got back from Chicago. I know that we had quite a little difficulty at times getting bills over that I thought would go to that fund in the way of spraying, etc. I think you won't have any difficulty getting an account of the money apportioned to Delaware I am going to give you an account of the work done there.

First, we had two one-acre beds to take care of. One acre was planted at Milford, two beds were placed, one at Clayton and one at Smyrna, of one-half acre each. The bed at Clayton was practically a failure, due to the frost. The bed at Smyrna was about 50 per cent a success. The bed at Milford was 100 per cent efficient. Growing out of that demand there were four other beds that were supervised by the department of Plant Pathology none of the expense coming out of the Tri-State funds. The beds were located in and around Newark, being the result of the canners' co-operative plant there—the United Canneries. They located in this vicinity four beds.

The Niagara Sprayer Company loaned us four different dusters, none of the expense coming out of the Tri-State funds. I received a bill just last week for some 300 pounds of dust. They sent the bill to me, and I sent a check. I think Mr. Radebaugh got 100 pounds or close to it that he was short of. None of this came out of the Tri-State Canners' fund.

Out of the six beds we supervised, stimulated by the work of the Tri-State Canners, over two million plants were grown. I want to say that in each case where we put in a bed of an acre, we got about half the number of plants that we thought we could grow on an acre. We thought we could pretty nearly take off something close to a million plants to an acre, and the best, at Milford, which was as successful as any of these beds—I don't recall the exact figures—but it was probably close to 400,000 plants.

Now as to the yields coming from these plants, which were grown earlier and went out earlier, we took no accurate data. If we had the amount of funds at our disposal, we might have done it, but we did not have enough to cover the travel and supervision. I am convinced, though, from what I saw of the plants grown on these beds—grown earlier and anywhere from five to ten days earlier than those from the average farmer's beds throughout the State (and last season was a very difficult season for us to get the plants to grow at all)—that the plants from the field in which these were planted gave anywhere from two to four and five tons per acre more than the average beds grown by the farmers. Now I believe that the stimulus given to the farmers in general, the growers of tomatoes, brought their plants a good deal earlier, gave more emphasis toward dusting and general culture of plants than any effort the Tri-State Canners have put forth in a number of years. I believe the enterprise was a commercial success in every sense of the word.

(The report of the Committee on Agriculture was accepted with thanks.)

MR. COBB—I understood in regard to Dr. Symons, and also from Mr. Radebaugh this morning, that the wishes of the gentlemen were that the extent of their work for the coming year be enlarged. It seems to me it ought not to take any argument from anybody to show how necessary this is. In order to build a house you have got to build your cellar. It seems to me these gentlemen are building your cellar. When you have the assistance and enthusiasm of your Bureau of Agriculture in Washington and the Maryland State College, it seems to me you, yourselves ought to be willing to do something towards it. It is the foundation of the industry. Now our company last year gave to this fund $500, I believe. We believe in this so thoroughly that our company stands ready to double the amount we gave this year, if the Association and its members are willing to extend their support and will double their amount.

We are doing this not as a speculation, not as a gift, but as an investment. I do not believe there is any investment that is going to bring bigger results than this. I listened to the reading of the report, and my only wonder is, how they did so much with so little money. Someone must have got cheated, and it wasn't the canners.

MR. KILIAN—It seems to me that this matter is of such great interest that it ought to be the basis for some discussion. If the program isn't too filled up with fixed items, I believe we could profitably spend a little time discussing the reports of the last four speakers. We could consolidate the discussion I am sure that in the minds of some of us there are inquiries that if they were brought forward would lead to the spread of some information that would be helpful. Now, personally, I have a very vague idea of what this grading means. I wonder if Mr. Hauck has anything he can tell us growing out of experience where he found the grading was actually put into effect—what difference in price the various grades brought—whether a contract was made for the acreage on the basis of a fixed price for the first grade, or a premium for the first grade, and the lower grades were paid at a lesser rate. I think that would be of some interest. Certainly the work that was started last year by the very meagre appropriation, augmented by the help of the can companies, bore good fruit, as has been reported here.

I believe that Mr. Cobb has sounded the keynote that we shouldn't look upon it as a donation, or an experiment or speculation, but he used the proper term—an investment—and surely, if it paid on the small investment last year, such a dividend as has been evidenced, I cannot see why the Association shouldn't consider some plan whereby it could make that fund adequate to make a real business proposition of it.

I understood Mr. Silver, I believe, last night to say that in the budget before the Governor of Maryland is an item of $10,000 for some sort of agricultural appropriation. Probably Mr. Radebaugh knows what it is. There might be something in that that we might well do something about, and if it is a move which has been recognized in Maryland to the extent of seeking aid, I wonder if Delaware and New Jersey might not be able to further strengthen the hands of their agricultural colleges, so that the joint work in this Tri-State Section in connection with this improvement won't go along with a little more volume now, since it has proven that it is not an experiment, but something that is really a vital factor in the business.

MR. HAUCK—I don't believe that there is going to be any great difficulty in selling that idea to the grower. We have discussed it at some lengths with the Cannery Crops Committee of the National Farm Bureau Federation. We have also discussed it with a committee of the Maryland Farm Bureau, which consisted of a representative grower from each of the important tomato-producing counties in the State of Maryland, and in each case the general principle of buying cannery tomatoes on grades received a hearty endorsement from those committees. Furthermore, in each case the committees voiced their approval of the tentative grades, keeping in mind all the time what I just said awhile ago, that they are only provisional. The grades may be revised considerably. The principle, of course, is simply that of buying an average crop for an average price, as against that of bying two or three gradations in quality for two or three gradations in price. There certainly are variations in the quality, and variations in the value of tomatoes to the canner in the different deliveries.

In Southern Indiana this past season I found a lot of canners had banded themseves together into a sort of local organization, aside from their State-wide association, and had agreed to buy tomatoes upon the basis of inspection, and they had their own inspectors right at the platform, and as the tomatoes were brought in, the inspectors would go through sample crates of tomatoes from each load He usually took about three crates, holding 50 or 60 pounds of tomatoes, and he would select those at random from the loads, and would sort them over onto a little table that he had and pick out the culls, the ones that showed decay or were too green to be of use, and usually he would take three samples from each load and take the total weight of the rejects in that particular load, and the farmers were to be docked on the basis of what he had picked out They were allowed a pound and a-half to two pounds in each crate In other words, they gave the grower a tolerance, and if he did not exceed that pound and a-half or two pounds, which amounted to about 3 per cent, if he didn't exceed that, he got paid for the total weight of the tomatoes in his load If, on the other hand, he had two and a-half or three pounds in each one of those samples that were selected, then he was docked for the entire amount of culls figured on the basis of the total number of crates in the load.

(Continued Next Week.)

We Manufacture for Canner:

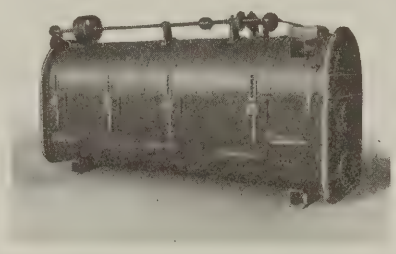
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
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PEA WASHERS
CAN RUNWAYS
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For Milk Packer:

SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

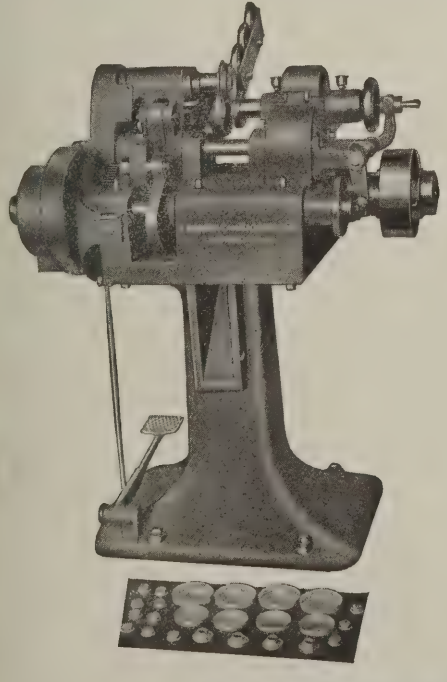
A new principle has been brought out in this machine.. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)
BERLIN, WIS.. U. S. A.

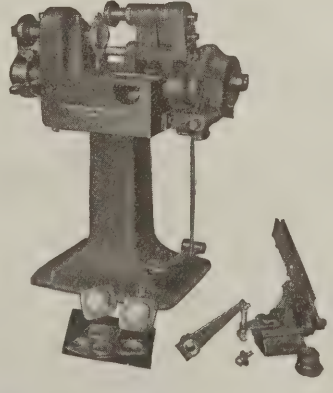


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—100,000 No. 2 Southern Pine Box Shooks, 5-8 x 5-16, a carry-over from our spring contracts. Will sell for less than today's market. Price delivered your station on application.
W. E. Robinson & Co., Bel Air, Md.

FOR SALE—Several No. 2 Max Ams Double Seamers, in good condition; price reasonable.
Address Box A-1123 care of The Canning Trade.

FOR SALE—
We have on hand at bargarin prices for quick shipment the following, all being in first class condition and subject to inspection:
2 Sprague Inspection Tables as shown on Page 93 of Sprague's late catalog.
1 No 14 Disc Exhauster
1 Westcott Washer about 20 ft. long
2 Sprague Goose-neck Elevators for Peas, Beans, etc.
3 Variable Speed Pulleys
3 Kraut Cutters
1 Large lot of chain, Sprockets, etc., for Corn Conveyors
5 40x72 Retorts
1 Harris Hoist
2 Emerson Dicing Machines
3 Monitor Pea Washers
2 Boiler Iron tanks 18 ft. long, 6 ft. wide, 2 ft. high
and other miscellaneous bits of canning machinery in A-1 condition, We are willing to dispose of this material at exceedingly low prices for prompt shipment and will give reasonable terms.
A. K. Robins & Company, Baltimore, Md.

FOR SALE—Having decided to discontinue packing peas, we offer the following pea machinery; all machines in good order:
1—Ayars 12-pocket Rotary Pea Filler.
3—Hansen Pea Fillers.
2—Huntley Blanchers, 12 feet long.
2—No. 6 Huntley Cleaners.
1—No. 3 Huntley Cleaner.
2—4-screen Colossus Separators.
2—Nested Separators.
6—No. 147 Clipper Cleaners.
2—10-inch Cup, Ferrell Elevators, 18 feet long.
3—Fairbank's Platform Scales.
Address Box A-1118, care of The Canning Trade.

FOR SALE—
1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.
Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—Two Steam Chests – One 8 feet long and one 10 feet long with cars, at $100.00 each.
The White Packing Company, Moultrie, Ga.

FOR SALE—Hansen Filler for peas and pork and beans. In first class used condition.
Acme Preserve Co., Adrian, Mich.

FOR SALE—8 No. 68 A. T. Max Ams Seamers in splendid mechanical condition. These seamers are automatic in every respect, being arranged for cover feed and body feed. at $275.00 each.
The Heekin Can Company, Cincinnati, Ohio.

FOR SALE—1 No. 7 Clipper Cleaner – $50.00
3 Monitor style "Y" washers – $200.00 each.
1 Plummer blancher, just the thing for a No. 1 line, rebuilt last year; good condition $250.00.
1 Sprague Gravity Tramrail system 70' of straight track – 40c. per foot.
3 Track loops 5' 6" for end of lines – $3.00 each.
19 Trolleys with 2' hooks – $3.00 each.
50 Hangers – .30 each.
13 Switches – $2.50 each.
Address Box A-1127 care of The Canning Trade.

FOR SALE—No. 89 Max Ams locker with automatic feed and notching and soldering devices.
1—No 4 A. Slaysman power press
1—Max Ams automatic roll flanger
1—No. 134 Max Ams power press
3—dies for No. 10 covers
2—Max Ams curlers for No. 10 covers
1—No. 74 Max Ams compound liner
1—Stevenson No. 4 power press
1—Stevenson foot power retester for No 10 cans
1—Mitchell slitter with 5 prs. cutters, takes stock 30 in. wide (in fair shape)
1—Ayars slitter with 6 prs. cutters, takes stock 26 in. wide (in fair shape)
1 set foot power, square shears 22 in. wide
1 baleing press No. 12 Handy.
These machines can be inspected at our plant at Ridgely.
Saulsbury Bros. Inc., Ridgely, Maryland.

FOR SALE—1 Special Adjustable Burt Labeling Machine, made to take six assorted sizes of round containers, four to sixteen ounces. Equipped complete with motor and in excellent condition. Machine can be rebuilt for any size can required. For quick sale will dispose of this machine at a very low price. Liebenthall Bros. & Co., 1436 W. Ninth Street Cleveland Ohio.

FOR SALE—Thirty-five double deck Iron Beds with good springs. Also ticks for same.
The Illinois Canning Co., Hoopeston, Ill.

FOR SALE—17 Hamachek Feeders, in good condition
2 Giant Feeders in good condition
6 No. 7 Clipper Mills, used only short time and in good condition.
Wausau Canning Company, Waukesha, Wis.

For Sale Seed

FOR SALE—200 bushels Rogers Winner Seed Peas. Very finest quality, 1923 grown by Rogers Bros. Price on application. Lock Drawer A. Bridgeville, Del.

FOR SALE—We have a small surplus of Golden Bantam, Crosby Early, Large Late Crosby, Improved Hickok Country Gentlemen and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from belated stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminates disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system. This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry.

W. R. Roach & Company, Grand Rapids, Michigan

FOR SALE—2500 bushels Guaranteed Alaska Pea Seed, grown by well known seed growers. Price and particulars on application to

Box A-1132 care of The Canning Trade

FOR SALE—Limited amount of 1923 crop Country Gentleman seed corn. High germination. Very carefully selected, butted and tipped, and all hand shelled. Price $18 cts. per lb. subject to price sale.

The Illinois Canning Co., Hoopeston, Ill.

FOR SALE—500 bushel Winner Pea Seed grown by Rogers Brothers Seed Company, 1923. Price, upon application.

Stittville Canning Company, Utica, N. Y.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.

Address Box A-1104 care of The Canning Trade.

WANTED—Pineapple Grater; state make, single or double. Must be in good condition.

Address Box A-1130 care of The Canning Trade.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE

— — Multigraph,
with printing attachment

— — Addressograph,
with about 1400 names of wholesale Jobbers

Excellent condition cheap

Apply The Trade Company, 107 S. Frederick St.. Baltimore, Md.

WHOLE TOMATO PULP FOR SALE—Three cars of strictly whole Tomato Pulp, in five-gallon cans, guaranteed to comply with the National Food Law; Specific Gravity 1.03. W. L. Jones Food Co., Pemberville, Ohio.

For Sale—Factories

FRUIT FARM FOR SALE, with fully equipped canning factory, excellent cherry, pear, and apple orchards. Close to L. V. R. R. switch and two miles from Geneva. Plenty of excellent water, good building s

Inquire of C. R. Mellen, Geneva, N. Y.

FOR SALE—One of the gem plants of Delaware, our corn factory. Capacity 225 cases an hour. Ample acreage obtainable. Factory equipped with latest improved machinery, including huskers and husking shed that is working satisfactory. Owner wishes to retire from active canning management. Plant open for inspection and must be seen to be fully appreciated.

H. P Strasbaugh, Aberdeen, Md.

FOR SALE—Wisconsin Pea and Corn canning factory. Most favorably located. Priced right.

Address Box A-1124 care of The Canning Trade.

CANNING FACTORY FOR SALE—We are offering a high-class, going and fully equipped Corn and Pea Canning Factory for sale, with a high-class Tomato Branch Plant. Will sell one, both, or either. Located in Central Ohio, in fine Agricultural territoy, in a good city with very best shipping facilities. A going business, with a first-class reputation. 1924 season's crops are practically arranged for.

These plants are in the center of population, with not a case of canned foods in their warehouses to sell. Good, going, money-making institutions at a real bargain. Terms will be made right.

Will furnish complete description upon request. Here is a chance to step in at just the right time when the business is on the move.

Telegraph or address T. E. Dye & Sons, Urbana, Ohio.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Practical canner for West. We have the heavy machinery, building, trackage, etc., cheap labor, unlimited supply of Pears and Apples. Will help secure adequate acreage Tomatoes and Chili. Market on 8 cts freight rate. Local capital available for man of demonstrated ability; finance your deal and name your own terms to lease or own the plant. El Paso Valley Bartlett Pear Assn., Ysleta, Texas.

WANTED—A competent Superintendent and Processor for a small factory in Northern New York; one who understands the canning of fruits and vegetables.

Address Box B-1125 care of The Canning Trade.

WANTED—To communicate with experienced men to operate viners, huskers, cutters and blanchers. These positions open for yearly contracts. Address Box B-1115, care of The Canning Trade.

WANTED—Man capable of handling Pea and Corn pack, Southern Pennsylvania factory. Man for this position must be capable of instructing Farmers in the growing of Peas and handling of crops, in a modern factory. Must also furnish best of references. State wages and experience.

Address B 1129 care of The Canning Trade

WANTED—By Western New York State factory an assistant superintendent who has a full knowledge of packing Peas, Green Refugee Beans, Golden Bantam Corn, Tomatoes, Beets, Pears and Apples. We wish a man who is thoroughly competent in securing and handling Italian or Polish help. Must have good habits and not be afraid of work. For a man answering these qualifications there is an opportunity for advancement to position of superintendent or manager. Kindly state full particulnrs in first letter giving the places you have worked for the past five years.

Address Box B-1114 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Butters. Would like to make connection.

S. R. Shelmer, 478 4th. St , Brooklyn, N. Y.

POSITION WANTED—Strictly high grade superintendent with years of unusual varied experience in largest New York fruit and vegetable plants from farm to sales would consider opening for January first where real opportunity exists and where ability, energy and character coupled with quality and quantity producing will be appreciated. Excellent past record. At present holding responsible position.

Address Box B-1113 care of The Canning Trade.

Situation Wanted as Superintendent or General Foreman in factory manufacturing cans for own use or the trade. Twelve years experience in charge of can manufacturing and machine shops Capable of taking entire charge of can manufacturing. Best of reference given. American. Married.

Address Box B-1120 care of The Canning Trade.

Production man and chemist, age 32, experienced in Tomato products, Soups, Pork and Beans, Marmalades, Jellies desires permanent connection with progressive packer.

Address Box B-1112 care of The Canning Trade

WANTED—To connect with a canned food or merchandise brokerage organization in the East as sales manager or branch office manager on commission basis. Thoroughly understand the canned food and dried fruit business, also general merchandise brokerage business. Understand handling principals, wholesale grocers, general and specialty salesmen. Desire permanent connection and will appreciate full particulars.

Address Box B-1121 care of The Canning Trade.

POSITION WANTED—Superintendent processor experienced in all fruits, vegetables and specialties will be open for position after January 1st. Ample reference. Address Box B-1117, care of The Canning Trade.

Chief Technologist with one of the largest concerns in the U. S. would like change of location. Highly trained and experienced in the bacteriology and chemistry of food and dairy products. Can associate technical training with commercial manufacture. Correspondence strictly confidential.

Address Box B-1122 care of The Canning Trade.

POSITION WANTED—Production man and Chemist age 36, experienced in Mincemeat, Plum Pudding, Calf's Foot Jelly, Marmalade, Jams and Jellies desires permanent connection with progressive packers.

Address Box B-1126 care of The Canning Trade.

POSITION WANTED—Young man, now engaged as manager of factory, wishes to make connection with reliable company, where honest efforts will be rewarded by advancement. Will be available on January 1st. Can furnish the best of references. Address Box B-1116, care of The Canning Trade.

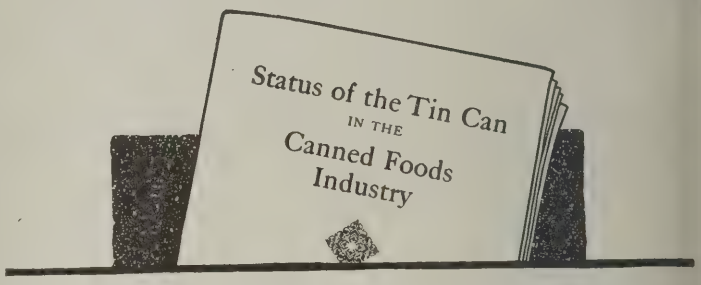
WANTED—By experienced salesman, national acquaintance, position with either canner, can manufacturer or broker.

Address Box B-1128 care of The Canning Trade.

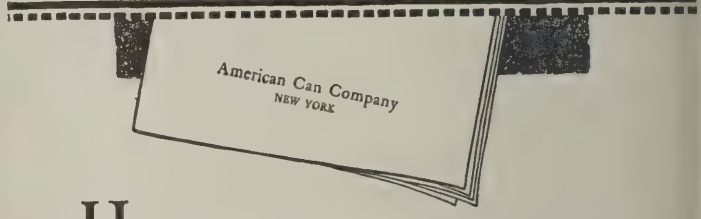
WANTED—Position as Superintendent. Eighteen years practical experience in canning Fruits and Vegetables. Manufacturing full line Preserves, Jellies, Marmalades, cold packed Fruits, Fruit Salads, Tomato products, Soups, Kidney, Lima, and Pea Beans, Apple and Grape products, Vinegar Mustard, and Olives. Thoroughly understand machinery and factory production. Can handle Italian and Polish help and get results. A-1 references, available January first.

Address Box B-1131 care of The Canning Trade.

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.45	¶1.40
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2		
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.45	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	2.90	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.35
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, DECEMBER 24, 1923

WEEKLY REVIEW

Christmas of More Interest Than Market Considerations—Huge Christmas Spending Will Help All Business—Market Offers Bait for Low Prices—Orders for Delayed Shipment and Billing Not Being Accepted—The Public Becoming Interested in Flat-Allowance Discussion—Tomatoes Holding Well —Corn Also—The Lesson Taught by Peas.

MERRY CHRISTMAS—The World and his wife are more busy on this eve of Christmas, considering the comfort and pleasure and enjoyment of the family and friends than in studying market conditions as they affect the canned foods industry. There is some justification in the complaint that Christmas has degenerated too much into a commercialized occasion; but at the same time this means a decided business advantage to every line of industry. Money has been poured out in a torrent this season, and it has gone into circulation, and its benefit will be felt by everyone. During the war we were urged to give until it hurt, and this season many may have spent until it hurt, but that has made business good for the retailers, cleared up immense stocks and opened the market for renewed buying in 1924—and canned foods will feel the full effect of these good conditions. Pessimism has been very largely replaced by optimism, and not so much optimism as the realization that the pessimistic fears were all groundless and idiotic, and we should more properly say, therefore, that the replacement has been through a contented certainty and confidence that means to go on without the old hang-back that characterized progress for a long while. That should make for a Merry Christmas for all in this industry, and we hope it does; and it certainly portends a very busy and prosperous—and, we hope, a thoroughly happy, New Year.

We do not have to tell the canners to throw off the cares of business and go in for the pure enjoyment of the holidays; they have done that. They have locked their warehouses, knowing that the goods they hold will gain in value during their owner's holiday, and while they inquire, from force of habit, how the market is going, they really don't care much.

THE MARKET—Judged on the few price changes shown on our market page, one would seem justified in concluding that at least all canners have not been taking the present quietness of the market in a calm way, but that some, at least, must have been forcing their goods on sale; but we do not believe that. We look upon these price reductions more as a bait to buyers than anything else, for no canner seems willing to admit that he ever offered to accept less for his goods than prices very much higher, as a rule, than those quoted in this market. But the bait is being taken by the buyers, and they have been trying to get the goods at these lowered prices, but for deferred shipment and billing. If they are succeeding, it is in very few instances and with some very small, uninformed canners, and as such not of any material consequence in the market trend. On the contrary, old operators are commenting upon the wonderful strength of the market in face of the unusual quietness, and that canners will not listen to sales except for immediate delivery and spot cash. In other words, the lowered prices are bargains for cash and carry, as it were.

Practically every holder of spots expects prices to be better after the new year's buying begins, and with everyone feeling that way, it is more than likely that we will see that result when the time comes. In the meantime the "foxy" buyer, who would like to cover his wants before this advance, is having his troubles. There is no weakness in the canned foods market in any section of the country that we can learn of, and none likely from now on.

The National Wholesale Grocers' Association is making use of every moment to spread the propaganda of the Flat Allowance plan on futures advising its members to write that clause into all contracts. On the other hand, the canners are more and more clearly seeing the danger in such a contract. That gift of about a million and a half dollars to the buyers, by the canners, under this flat allowance plan is looming larger and larger in the minds of the canners, and they want to know why. They have never had to pay such an immense loss on swells before, and they want to know why they should begin now. Even the public is becoming interested, and this week one fairly good consumer of canned foods said to the writer that he liked the idea of having some compulsion behind the retailer to make him send the spoiled goods to a warehouse; because if he were merely paid for them, and allowed to keep them, he, the consumer, could not feel sure that they had been removed. The consuming public will certainly not like a plan which pays the distributors for the swelled goods, but allows them to stay on the market; the food authorities ought to and undoubtedly will demand that the swelled goods be gathered up and destroyed after being paid for or not, but in any event destroyed. And the flat allowance is in direct opposition to this. On the other hand, the warehousing plan provides for this very thing, and that is why the food authorities are so much in favor of it

TOMATOES—Everyone seems to agree that the tomato market is holding up remarkably well in the face of almost no market inquiry. It is not right to say that there is no market for canned tomatoes, because there are always quite a few trades being made, and a rather steady shipment of goods in small lots, but constituting a steady drain upon the supply. The market operators call it no market because there is not snap or ginger to the inquiry and buying. The wholesaler comes in for such amounts of tomatoes as he needs at once, and it is a very steady coming, be it said; but the big buyers in big lots are waiting until they close 1923 and open 1924. If they have to pay more money for tomatoes in 1924, they will pay it and simply add it to the price. It is quite generally recognized that for

any blocks of tomatoes the buyers must come to the Tri-State territory; and the goods here are in strong hands.. The bottom of the tomato market is quoted as follows: 1's, 62½c to 65c; 2's, 87½c to 90c; 3's, $1.30 to $1.35; 10's, $4.75 to $5.00, all f. o. b. respective factory, with Baltimore prices ranging 5c and more higher.

CORN—Some canners are naming future corn prices, but not many of them, as all realize that it is better to wait; first, until they can more accurately gauge the costs of the 1924 pack, and, secondly, because under improved marketing conditions in 1924, future prices will be better and easier to maintain. There has been a fair demand for corn this week, and it is beginning to be said that the better qualities are growing scarce. This is true not only here, but throughout the Central Western corn-canning States. The corn canners there feel very confident on what holdings they still have. Standard crushed corn is selling at 90c to 92½c, with extra standard quoted at 95c to $1.00. Standard whole-grain corn is quoted at $1.25 to $1.30, with extra standard Shoepeg quoted at $1.40 and up to $1.50 and $1.60 for fancy.

Sweet potatoes, kraut, pumpkin and some other items are attracting some attention and are holding firm as to market prices. Stringless beans long have been displaying strength and there may come a sudden cleaning up on these that will leave some needy buyers without. The packing of sweet potatoes was not heavy this season, and it will not take a great deal of attention to this item to put it in the scarce and high column.

Peas have been quiet and mainly talked of as futures. The spots have worked down to a point where they are traded in between jobbers. There is a real strength to this article which market conditions do not seem to affect. When a leading Wisconsin pea packer can stand before the Tri-State canners and say, in early December, that it is not possible to buy a thousand cans of peas of average quality from first hands, after a record pack of peas, it can be realized to what position canned peas have arisen. Last season's pack is almost a closed story, and yet we have not turned into the normally heavy consuming months of the year. It is all a question of quality here, and canners of other items are not overlooking that fact. They want to see their goods in the same condition and they intend to make quality pull them out, just as it has done with peas.

Once more, our hearty good wishes for a Very Merry Xmas to all our big family of readers.

NEW YORK MARKET

Bill to Compel Name of Canner on Each Can—Jobbers to Fight the Bill—Wholesalers Have Sent Out Their Flat- Allowance Contract, Advising All Their Members to Use It—Future Corn Being Offered—Spot Business Dull—Some Mergers Announced—News of the Trade.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, Dec. 20, 1923.

BILL in Congress Aims at Private Brands—Canners who have long been opposed to the distribution of the cream of their pack by wholesale grocers under the private brands of the latter will be pleased to learn that a bill has been introduced into Congress to amend the Federal Food and Drugs Act so as to require food packages to indicate the name and address of the manufacturer, canner or packer. The bill, H. R. 742, is now before the House Committee on Interstate and Foreign Commerce. The amendment proposes to amend Section 8 of the Food and Drugs Act to provide that food shall be deemed misbranded "if the name and business address of the manufacturer, canner or packer be not plainly and conspicuously marked on the outside of the package. * * * Provided further, that nothing herein shall be construed so as to prevent placing the name of the distributor on the package."

Grocers to Fight Measure—Wholesale grocers and chain-store distributors using private labels are naturally up in arms against the bill. The National Wholesale Grocers' Association, in presenting the bill to its members, says in regard to arguments in opposition: "To compel manufacturer's name branding would mean destruction of the private brands of food products packed for, and popularized by, wholesale grocers whose effort, time and money are spent in establishing and perfecting food products. The housewife is familiar with the distributor's brands and his reputation gives assurance that the product is pure and wholesome. The fact that the manufacturer's name appears on the container would not afford greater protection. The wholesale grocer's private labels are registered trade-marks; valuable property rights have been built up through long use of these labels; this good-will would be destroyed by placing the name of the manufacturer on such labels. Under the provisions of the pending bill peas packed in Wisconsin under the private label of a New York wholesale grocer would be required to bear the packer's name. To brand the names both of manufacturer and distributor is impracticable and serves no useful purpose. Neither packer nor distributor would be inclined to devote effort to popularize a product bearing both names."

The American on Swells—E. L. Adams, in a wire published in today's New York Commercial in answer to an inquiry from that publication regarding the position of the American Wholesale Grocers' Association (of which Mr. Adams is secretary) on the warehouse plan for handling swells, says: "Telegram received. President McLaurin absent. Association has taken no official position respecting zone warehouse plan. This was discussed at Chicago recently with certain individual members and our conference committee, who expressed themselves as believing plan worthy of trial."

Suggested Clause on Swells—The National Wholesale Grocers' Association is today sending to all members a leaflet entitled "Write This Clause in Canned Foods Contracts."

> "SWELLS—Except as hereinafter provided, the seller shall make the buyer a flat allowance from the contract price in full consideration of all swells and spoilage computed according to the following percentages:
>
> "FOR GOODS IN ALL SIZES OF TINS, EXCEPTING NO. 10—One-quarter of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash, lima beans, red Alaska, pink and chum salmon and tuna fish; 1 per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes; one-half of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.
>
> "FOR FOODS IN NO. 10 TINS—Three-eighths of 1 per cent allowance on peas, string beans, corn, pumpkin, spinach, beets, succotash and lima beans; 1½ per cent allowance on all vegetables and fruits packed with seeds or pits, excepting tomatoes; three-fourths of 1 per cent allowance on all other fruits, fish and vegetables, including tomatoes.
>
> "BUT IF THE SHIPMENT contains goods that are found to be spoiled by reason of hidden defects and the buyer so notifies the seller within sixty days after notice of arrival by transportation company, the buyer, in addition to his other rights, under this contract, shall be entitled at his option, either to reject the shipment or to obtain from the seller an allowance for all the spoilage caused by said hidden defects.
>
> "THE SAID PERCENTAGE allowance above specified shall be made to and accepted by the purchaser, in full settlement, for all losses caused by hidden defects, as hereinbefore provided, but subject nevertheless, to the further provision that if there be development of swells or spoilage or both on or before August 1st of the year following the pack in excess of double the above mentioned percentages, the matter shall be settled by mutual agreement or arbitrated under the rules of the National Wholesale Grocers' Association of the United States, the National Food Brokers' Association and the National Canners' Association."

Offer Future Corn—Minnesota canners are offering corn on future contracts at the following prices: Fancy Golden Bantam, $1.60; fancy early Crosby, $1.30; extra standards, $1.15; standards, $1.00; narrow grain Evergreen standards, 95c, all prices f. o. b. cannery.

Spot Business Dull—As might be expected during the week before Christmas, trading in the local canned foods market has been exceedingly quiet during the week. Wholesale grocers, as well as the chain-store buyers, are operating only on a hand-to-mouth basis on canned foods, pending stock-taking early in January, and are concentrating on their holiday lines.

Williams-De Grof Merger—R. C. Williams & Co., Inc., have bought out the business, stocks, brands and good-will of Lewis

de Grof & Son, local wholesale grocers, and the de Grof business will be merged with the Williams business at the main plant of R. C. Williams & Co., Inc., on Hudson Street on January 1st.

Another Merger Possible—Another merger of local wholesale grocers is possible during the next week or so, it is hinted along Hudson Street. This second merger involves one of the "Big Four" wholesale grocers here and a large wholesale grocery concern operating in the Wallabout Market section of Brooklyn. No details of this rumored amalgamation are available, however.

Personal News of the Trade—A. L. North, of North & Dalzell, prominent canned foods brokers, returned from an extended trip to the Coast this week, and reports canned foods in a strong position all along the line.

P. C. Gatley, of H. L. Forhan Co., canners of Portland, Maine was in the market during the week.

Fred Dutton, well-known canned corn specialist of Columbus, Ohio, was visiting on Hudson Street during the week.

Wholesale grocers, manufacturers and brokers turned out in full force tonight for the annual dinner of the New York Association of Specialty Manufacturers' Representatives. held at the Hotel Pennsylvania.

Henry H. Ashenfelter, local broker, is on the way to California for a visit with Coast canners whom he represents here.

Wm. H. Nichols, well-known Chicago canned foods broker, was here during the week.

Several members of the local trade journeyed to Portland, Maine, last week as witnesses in a damage suit brought by W. R. Roach & Co., prominent Michigan canners, against the Saca Valley Canning Company, of Maine.. The suit involved quality on a delivery of 10,000 cases of fancy corn sold by the Saco Valley Canning Company to W. R. Roach & Co., in 1919. The suit was settled outside of court in favor of W. R. Roach & Co., it is understood.

Grocerymen and canners all over the country have been saddened to learn of the death of Tom Lyle, president and founder of the Tom Lyle Grocery Co., of Meridian, Miss. Mr. Lyle was one of the pioneers of the Southern jobbing trade.

Several leading members of the Maryland canned foods fraternity were in New York late last week, including Wm. Silver, of Aberdeen; Col. A. W. Sisk, of Preston, and N. H. Fooks, of Preston.

CHICAGO MARKET

Market Takes a Holiday—The Year Has Been a Profitable One—Larger Buying Looked for in 1924—Some of the Larger Houses Quietly Buying Tomatoes—Corn Will Be Cleaned Out Soon—Better Pea Prices.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, December 22, 1923.

MARKET Holiday—The general market for canned foods is stagnated on account of the nearness of the holidays and the first of the year, wholesale grocers having determined not to add to their stock until after the first of January. However, quite a quantity of canned foods has been purchased for shipment after the first of January, so that the goods will not appear in the inventory.

Wholesale grocers generally feel that the year 1923 has been profitable. They have traded conservatively and bought carefully, but they have turned their stocks over rapidly and have thereby multiplied their percentage of profits several times more than usual.

The volume of their sales has probably not been as large as for several years past, but their percentage of profit has been better, and their expense for carrying heavy stocks and interest and storage charges have been much less than usual.

It is doubtful whether the policy of hand-to-mouth buying, which has been in vogue during the past year, will continue as rigidly as during 1923. The banking credit of wholesale grocers has improved during 1923, and they are in position to borrow money more freely than for several years past.

Bank deposits have heavily increased in the checking departments and in the savings departments, attributable, so many bankers state, to the saving of money which used to be spent for whiskey and beer, and the banks, having more money to lend, are soliciting good business from reliable lenders rather than exerting themselves to discourage lenders, as has been the case for several years.

It is quite likely, therefore, that the former policy of buying futures in canned foods will be, to a certain extent, resumed, and that canners, also being able to secure more liberal accommodations from the banks, will not hesitate to pack a good output of a good quality. It can, therefore, be hoped and anticipated that there will be an excellent and active business in canned foods during 1924.

The output for 1923 will not be more than sufficient to supply the demand until the new or 1924 pack is available, and the packing season of 1923 will, therefore, enter upon the season of 1924, when canning begins, free of surplus in nearly if not quite all lines of canned foods.

The purchasing power of consumers is larger at present than it has been for many years before, and the campaigns of education which have been waged by the canners, wholesale and retail grocers has so popularized canned foods that people are consuming them more freely than ever before in the history of the industry.

This writer, therefore, congratulates the canners and wholesale grocers of the United States, as well as the retail grocers and all distributors, upon the present situation and future prospects during 1924 for good business, and avails himself of this opportunity to wish each and all of them a Merry Christmas and a Happy and Prosperous New Year.

Canned Tomatoes—The market for canned tomatoes is not as quiet as one might suppose from the general report, for some of the large houses, realizing the fact that extra standard and fancy tomatoes are exceedingly scarce in the United States, are quietly buying up all desirable lots that are presented to them at reasonable prices.

This is especially the case in houses that use private labels, for they have not bought heavily and are now realizing that the supply for private label use in the hands of canners is very limited.

It is hardly worth while for the brokers to look for canned tomatoes in the Central West, canning districts or States, as supplies in first hands of all sizes are about closed out. Where any are to be found at all, they are in odd sizes or broken lots less than carloads and available only for local shipment.

Canned Corn—The report from the Iowa-Nebraska Canners' Association is to the effect that the remainder of the pack of 1923 now held in those States is very small, about 200,000 cases, and will be cleaned out during January, in all probability.

The holdings of canned corn in Illinois and Indiana are said to be considerable, but there is no reliable report or information to that effect, and it is merely an estimate that there is still considerable canned corn in first hands in these States.

The report from Ohio is that the surplus in the hands of canners of corn is now down to less than 200,000 cases, which will all probably be sold and shipped out by the middle of February. Wisconsin is practically sold out of canned corn, as is Michigan and Minnesota, and these facts in detail tell the story.

Good standard corn can still be bought, where to be found in the States mentioned, at 90c, f. o. b. cannery, and under the circumstances it would seem to be a good buy.

Canned Peas—Several canneries in Wisconsin which have been delayed in disposing of their output of canned peas for 1923 for various reasons are now letting a few go at prices that are considerably higher than the opening prices.

This is probably one of the reasons why the peas have been held, as several shrewd canners realized earlier in the season that the rapidity with which peas were being sold almost made it a certainty that they would be scarce, and that a better price would be obtainable toward the conclusion of the season.

I have heard of the closing out of several considerable blocks of peas so held by canners during the past week to large Chicago buyers. As soon as these lots are disposed of, which will be by the first of January, the supply of peas in Wisconsin will be exhausted.

The sales of future peas of the 1924 pack have been small. Several canners have named prices and several brokers have exercised their imaginations in exaggerating the quantity sold, but the actual sale of futures so far of Wisconsin peas, 1924 pack, will probably not aggregate a half million cases, or about 5 per cent of the expected pack.

The quality of canned peas packed in Wisconsin during 1923 has averaged fine, and this fact will put them into rapid consumption, and though the pack for 1923 was the largest in the history of that State, it is practically gone, and canners are confident that even a much larger pack next year can be readily sold.

ST. LOUIS MARKET

Buyers Busy on Inventories—Most Lines of Canned Foods Will Show Very Light—Future Peas Have Been Bought Quite Freely—Corn Buying Is Light—Market Generally Quiet.

By "Missourian,"
Special Correspondent "The Canning Trade."

St. Louis, Dec. 20th, 1923.

THE Market for canned foods is unusually quiet for this time of the year. Distributors are getting ready for their inventories and heads of the majority of the canned foods distributing concerns have given instructions to their buyers not to add to their stocks until after the first of the year.

This means that the stocks of many distributing concerns will be almost nothing on some items of canned foods. This also indicates that because of the holding down of buying there will be some very active purchasing soon after the first of the year, and if it starts off with a rush, and it is generally believed that it will, higher prices on nearly everything will be the result, as nearly all concerns are very light in their holdings, and so are the canners. Even offerings which are considered bargains are not readily taken, the buyers preferring to take a chance later on, rather than tie up his money.

VEGETABLES—Peas—Jobbers generally have not bought largely of peas, although some have purchased rather heavily. It is hard to say how many futures have been bought. Some say quite a satisfactory volume of business has been done, while others state business has been small. Some Wisconsin canners do not care to make definite contracts. They are waiting to see what their packing costs will be. Interest in futures has started early. It indicates a willingness to buy for future use. Spot peas are firm and spot peas are scarce. Considerable spot peas could be sold if they could be had more readily from first and second hands. Opening prices on 1924 Wisconsin pack are available here, although the majority of the packers have not made their announcements.

Corn—Buying of corn is light, as naturally expected, and only for immediate requirements. Both fancy and standard are firm. The latter grade has been made popular by the chain stores.

Tomatoes—Factory buying of tomatoes has been light, as dealers do not require goods for prompt shipment, and many canners do not care to sell at present prices. Southern prices are continuing firm.

Stringless beans of Southern pack are strong. There is a limited volume of buying of asparagus. Prices are firm. Spinach demand is unchanged.

Fruits—The fruit market is unsettled, because some operators are ready to make concessions in order to get rid of their surplus. The demand is limited. There is not much spot trading, only enough being done to fill up holdings. No. 10 pie fruits are developing some interest. Peaches are firm. The demand for apricots is quiet.

Fish—Business in salmon, sardines, etc., is quiet.

Milk—The market for canned milk continues to be quiet. Prices are unchanged. Large lot inquiries are conspicuous by their absence. Most buyers are holding to their policy of buying only for their immediate requirements.

CALIFORNIA MARKET

Frosts and Rains Set In—Market in Quite Satisfactory Condition—Opening Prices on Future Peas—Salmon Getting Low in Stocks—Canners' Short Course on January 7th and 8th—Coast Notes.

By "Berkeley,"
Special Correspondent "The Canning Trade."

San Francisco, Dec. 20th, 1923.

FROSTS and Rains—Winter has finally made its appearance in California, with frosts and rains in many sections. A cold wave swept the State about the 10th of the month, causing some damage to olives and oranges, but the loss is not expected to be heavy. It was followed by a general rain, the first real storm of the season and farming operations, which had been held up because of the long dry spell, will soon be under way. The rainfall is still far below normal, but is sufficient for immediate needs, and may be heavy before the season is at at end.

General market conditions in canned food lines continue quite satisfactory. No heavy buying movement is on, but goods are moving all the time, and canners are viewing their steadily decreasing stocks with genuine satisfaction. Stocks of low-grade fruits are getting very small and all grades are being held firmly. Opening prices are being named on early vegetables, such as spinach and peas, and considerable business has been booked on these.

Peas—The California Packing Corporation has named opening prices on the 1924 pack of canned peas of its own pack and for account of the Utah Packing Corporation. The Utah peas are sold f. o. b. Utah factory, with the seller reserving the option of filling sales from their California pack, equalizing the price and freight rate. Pending installation by the National Canners' Association of the zonal warehouse system "for swells," the California Packing Corporation will make no "flat swell allowances" on 1924 pack canned peas. The opening prices follow:

Colton or Eagle Brand—

	Cala. Pack.			Utah Pack		
	No. 2	No. 1	No. 10	No. 2	No. 1	No. 10
Del Monte Brand—No. 1 sieve:						
Tiny size sugar peas.....	$2.75			$2.60		
Del Monte Brand—No. 2 sieve:						
Very small size sugar peas	2.35			2.25		
Del Monte Brand—No. 3 sieve:						
Small size sugar peas....	1.92½	$1.50	$9.00	1.85	1.45	8.75
Del Monte Brand—No. 4 sieve:						
Medium size sugar peas..	1.62½	1.25	7.75	1.55	1.20	7.50
Mt. Hamilton or Mission Brand—No. 5 sieve:						
Standard sifted	1.25		7.00	1.25		6.75
No. 6 sieve: Standard...	1.20		6.50	1.15		6.25

Prices on 2's run a little lower than those of last year, while 10's are about 25 cents higher.

Salmon—Pacific Coast canned fish is being very firmly held, and stocks of some varieties and grades are getting low in first hands. The California Packing Corporation, which controls Alaska Packers' Association, is entirely sold up on pinks and chums, and its stock of red fish is being firmly held at $2.35. Stocks of pinks can be picked up from Seattle operators, however, without much trouble. The tuna market has taken an upward turn of late and canners are asking and getting $25 a case for white meat packed in No. 1s, $14 for halves and $12 for quarters. It is possible to fill orders fairly complete for yellow fin fish at $7.50 for halves.

Canners' Short Course—The Agricultural College of the University of California has announced a short course for canners to be held at Berkeley, January 7 and 8. The course is not intended for those interested in home canning and will be largely technical in nature. The effect of cultural methods, such as cultivation and irrigation, upon fruits intended for canning will be discussed and research work in the spoilage of canned foods will be given attention. It is announced that special attention will be paid to figs and olives, since these fruits have become of particular interest to canners in recent years. Those desiring to take the course will be charged a registration fee of $1. A number of canning firms around San Francisco Bay have arranged to send a number of their employees.

Preliminary arrangements are being made for the annual convention of the Canners' League of California, which will be held at Del Monte. A three-day gathering is planned and February 28-29 and March 1 are the dates selected. Last year the annual meeting was held at Del Monte for the first time, and it was decided that the plan of holding the convention away from a large city and from business surroundings was a complete success.

Coast Notes—Jas. D. Dole, president of the Hawaiian Pineapple Company, Ltd., and Harry E. MacConaughey, vice-president and head of the sales department, returned to San Francisco on December 11 from a business trip to Europe, where a careful survey was made of the field with an idea of extending the distribution of Hawaiian canned pineapple. While no formal statement of their findings has been made, it may be stated that they are not enthusiastic over the outlook for business of any kind in Europe for the immediate future. Mr. Dole plans to sail for Honolulu in time to reach home for Christmas.

Joseph A. Bisceglia, a prominent orchardist and canner of San Jose, Cal., passed away there on December 6, following an illness of several months. He was born in Donnici, Cosenza, Italy, and came to this country in 1888, at first operating a small banking business in New York. Later he came to the Pacific Coast and engaged in the railroad contracting business for several years. In 1894 he located at Morgan Hill, Cal., and in 1902 organized a canning company, extending his operations to Gilroy. The plant was moved to San Jose in 1913 and soon became one of the largest in theSanta Clara Valley.

THE MEETING OF THE NEW YORK STATE CANNERS

Hotel Powers, Rochester, December 12th and 13th, 1923—Adopt the Warehousing Plan—Call for Use of No. 2½ Cans as Standards—Adopt Standard Definitions for Peas and Corn—A Businesslike Session.

THE New York State Canners' Association, Inc., met at the Powers Hotel, Rochester, on the morning of December 12th, as scheduled, and carried out its program like a well-organized business, as, indeed, this body of canners is, incorporated and working like a unit.

President Meulendyke called the meeting to order and reviewed the successful year, much as a president addressing his board of directors. Treasurer Roy W. Hemingway reported the financial condition as quite healthy and promising. Business Secretary John P. Street gave a detailed report of his activities during the year, and it constituted a formidable array of important statistics, sanitary inspection, crop consideration and watchfulness toward a dozen things of importance to his members.

After appointing several committees, the President introduced Mr. Mark A. Daly, Secretary of Associated Industries, New York, who spoke upon some of the legislative activities of the past year and their influence or possible influence upon the industry. He likewise forecasted some of the legislation likely to appear, and pointed out the kind which seeks to hamper the industry.

Wednesday afternoon was taken up by addresses of President Anderson along the lines just quoted in his address at the Tri-States, and of Mr. Philip A. DePuyt, President of the National Retail Grocers' Association.

Mr. W. R. Olney, Chairman of the Committee on Standardization of Can Sizes, reported in favor of the No. 2 can, and advocated the retirement of the No. 3 can. As will be seen under the resolutions, this action was concurred in by the Convention.

Mr. Jay D. Fuller, Chairman of the Committee on Vegetable Standards, reported on the agreed-upon standards for peas, and likewise for corn. These standards were thoroughly considered and finally adopted as given below.

Wednesday evening the entire Convention went to Keith's Temple Theatre for a fine vaudeville, the guest of the Association.

Thursday morning was a better-crop feast, participated in by the crop experts—C. G. Woodbury; R. W. Thatcher, Director of Research, State Experiment Station; R. A. Emerson, of Cornell University, and Mr. B. C. Olney, Chairman of the Agricultural Relations Committee. The Association has succeeded in interesting the State authorities in the improvement of canners' crops, and great results are properly expected from this.

Thursday afternoon was given over to the annual meeting of the Corporation, which means that it was a business, or closed, session, in which the Association threshed out its real problems and laid plans for the season of 1924. Officers and directors were elected as given below, and no little time was given to the study of better apple canning, for which purpose samples of canned apples were cut and commented upon. The virtues and faults of these apples were freely commented upon, and members came away with better ideas as to what constitutes the best manner of canning apples.

On Thursday evening, having completed its work, the entire Convention attended a dinner dance and entertainment given by the machinery and supply men and brokers, and it was a real genuine jollification of refinement and pleasure.

The officers elected were as follows:

THE ELECTION

President—J. D. Fuller, South Dayton, N. Y.

Vice-President—R. W. Hemingway, Auburn, N. Y.

Treasurer—E. O. Shuster, Rochester.

Secretary—Jno. P. Street, Rochester.

The pea grades adopted were the same as those adopted at the meeting of the Executive Committee of the National Canners' Association in Chicago in November, and published at that time.

STANDARDS FOR CANNED CORN

Canned Corn is the canned vegetable prepared from kernels of fresh sweet corn. The corn is husked, trimmed or sorted, thoroughly washed, cut from the cob, and silks, pieces of cob and husk removed. It is packed with potable water, with or without the addition of sugar or salt.

STYLES

Cream Style is the product prepared from sweet corn re moved from the cob by shallow cutting through the grain an subsequent scraping. It has a more or less creamy consistenc

Whole Grain Style is the product prepared from sweet cor and cut from the cob in such a manner as to leave the grain sub stantially entire.

QUALITIES

Fancy Quality is packed from selected stock of young an tender sweet corn while fresh, and has the distinctive flavor o young corn. It is free from specks and discolored kernels, and practically free from pieces of cob, silk and husk. It has a brigh color, and, unless packed Whole Grain Style, has a creamy cor sistency.

Choice Quality is packed from reasonably young and tende sweet corn while fresh, and has the flavor of young corn. It reasonably free from specks, discolored kernels and pieces o cob, silk and husk. It has a reasonably bright color.

Standard Quality is packed from fresh sweet corn, and ha less attractive flavor, color or appearance than the higher grade It is free from any considerable amount of cob, silk, husk an discolored kernels.

THE RESOLUTIONS

Warehouse Plans—Resolved, That the plan proposed by th National Canners' Association for the examination, identificatio and destruction of swelled or spoiled canned foods, and the pay ment to buyers of just claims therefor, be, and the same is, ap proved; and that food officials—Federal, State and local—ar hereby respectfully petitioned to co-operate with the officers o the National Canners' Association in making the plan effectiv

No. 2½ Cans — Whereas, the Department of Commerc through Mr. Hoover, has recommended a reduction in the numbe of sizes of canned food containers;

Whereas, the use of tin containers so nearly of a size as a the No. 3 and No. 2½ cans is uneconomical, and contrary to th best interests of the canning industry;

Whereas, the No. 2½ size is rapidly supplanting the No. can as indicated by the fact that only the No. 2½ size is bein packed by Pacific Coast States—Utah and Colorado—as well a Canada,

And, Whereas, the adoption of the No. 2½ can would sho some economies, which would be reflected in the price of canne foods packed in this size can;

Be It Resolved, That the Association of New York Sta Canners, Inc., hereby recommends that the use of the No. 3 ca be discontinued in 1924, or as soon as possible, by its member and that the No. 2½ size be adopted in its place.

That we respectfully ask the can manufacturers to co-ope ate toward this end.

And that a copy of these Resolutions be sent to the Nation Canners' Association, National Food Brokers' Association, an to the various State Canners' Associations.

Sanitation—Resolved, That reasonable compliance with th Sanitary Code of this Association be a requisite for membershi and, be it further

Resolved, That the Sanitary Inspection of the plants of o members be continued by the Secretary of this Association, an that he be authorized to report habitually offending members the Executive Committee.

CONVENTION DATES

January 8-9, 1924—Utah Canners' Association, Uta Hotel, Salt Lake City. Annual convention.

January 9-10, 1924—Missouri Valley Canners, Hot Colonial, Springfield, Mo. Annual Meeting.

January 21st to 26th, 1924—National Canners, Cannir Machinery and Supplies, National Food Broker Machinery Exhibit, etc., Buffalo, N. Y.

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SMILE AWHILE

THE BOY HERCULES

He—Yes, my great-grandfather planted this grove when he was a boy!

Sweet Thing—You expect me to believe that?

"Of course. Why not?"

"How could a boy plant such big trees?"—Judge.

PERHAPS

After all
There are only three things
That are worth while:
To be good,
To do good,
And always to smile.

THE NATURAL OUTCOME

Mother—The kid will be wearing long pants soon.

Father—It won't be long.

Mother—And why do you always contradict me?—Virginia Reel.

JAZZ?

"Did you see Oliver Twist, Auntie?"

"Hush, child. You know I never attend those modern dances."—Panther.

QUITE RIGHT

She—I can tell a lady by the way she dresses. Can't you?

He—I never watched one dress.—Widow.

A SAD CASE

Gee, I'm the hard-luck guy. I was twenty-one yesterday and caught my fourth case of seven-year itch today.—Voo Doo.

? ? ?

Girl (looking at dog)—He has spots on his stomach just like Bobby.

He (absently)—Who's Bobby?—Moonshine.

A WISE COP

The traffic policeman had made a mistake. He had ordered a car to stop when there was really no reason. The driver, a middle-aged woman, was justly indignant.

"Pardon me, madam," said the officer, "but I thought at first you were too young to drive."—Giblin.

THE WAY IT BLOWS

There was a young fellow from Kent,
Whose nose was so long that it bent,
As the old saying goes,
He would follow his nose,
And instead of coming he went.—Mercury.

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIAL

NEW YEAR'S WISHES—Here's that the canning industry may have another 1923! And to that end: Here's to good, old, ever-faithful Dame Nature, and may she ever continue to be the friend of the canners.

RESOLUTIONS—First and before all else, the bedrock upon which you must found every action of the year; kept constantly before your eyes and never to be forgotten for one instant—pack quality.

Second—Having planted that resolution so deeply in your consciousness that nothing can possibly make you overlook or forget it, then take one other resolution, write it in red ink, and place it before the eyes of everyone in the factory or having to do with the production of your goods—pack QUALITY.

Third—And if you expect to sell your goods without trouble and to the limit of your ability to pack, and wish to see the kind of demand that drains your warehouses of goods, and makes the consumer want more, and more, then take this third resolution: TO PACK QUALITY.

And nothing but quality.

But make this more than a mere New Year's resolution. Make it a principle of your life. Determine at all hazards to stick to QUALITY during 1924; and if you do we promise you that you will never permit anything to ever take its place in all the years of the future. If we could persuade you to do this, just this year; to turn a deaf ear to the "man with a price;" to let the competitor who is packing the "truck" for a truck buyer, we would not be afraid to promise you a continuation of the excellent demand of 1923 for many years to come. Never mind how the other fellow is hoeing his row; just you hoe your own row nice and straight, and then you will find all the other rows are nice and straight.

AND JUST ONE MORE—The industry is pledged to the Warehousing Plan as the proper means in the settlement of all claims for swells or spoiled canned foods. Don't be a traitor. Stick to your fellow-canners, and refuse to sell goods except with that clause in your contract. Print the Warehouse clause in your contracts, as the vast majority of canners are doing, and so help protect your rights. Every association of canners to whom it has been presented has adopted it unanimously, and the members have pledged themselves to use it. As it is said that more than 50 per cent of the jobbers are in favor of it, it can be said that a majority of the jobbers approve it. Then do not let the few loud wailers distract you. These jobbers say that the canners will not stand together. We don't believe that. Let's show them that the industry is a unit on this.

AT LAST THE BUREAU OF CHEMISTRY STIRS—Ever since the first effort to put into force the rulings of the Food and Drugs Act of June 30th, 1906, the Bureau of Chemistry, charged with its enforcement, has realized that its wings were clipped short when the clause requiring the name of the manufacturer of all food or drug articles on each package was stricken from the original draft of this pure food law. The framers of that food law were aiming at fraud and deception and unfair competition, by which elimination they knew they would be protecting the public's food and medicines; and they were wise enough to know that if they could compel every producer of foods or drugs to father the product by placing his name and address on each package, that the work of cleaning up would be practically done by this one provision. No man in his senses would place his name on a package of food or drugs, if that package were such as would bring discreit upon him ond his business; and so that requirement was a very large feature in the pure food law as first drafted. But it did not stay there; at least, while not exactly eliminated, it was rendered inoperative or ineffective by the addition of the words "or the name of the distributor" in case any name was used. Every man who has had a hand in the enforcement of a pure food law has long recognized that with that provision he could do more towards correcting the evils for which the law was made than could be done with all the balance of the regulations. And for the reason assigned, that it definitely fixes the

blame and makes the manufacturer responsible. Who is there that will say that this is not right and proper? But who was it, then, who knocked out this provision of the law, and why?

Credit is usually given to the wholesale grocers and the strong lobby they have always had at Washington; but they are not solely to blame. There were other distributors of drugs, etc., and not a few manufacturers who were very anxious to keep the name off the label—and be free of this direct responsibility. Dr. Wiley and others fought hard to prevent this emasculation of the law, but he was beaten, and the law was passed as it now stands. The Bureau of Chemistry has always wanted this provision, but not until just recently have they ever made a decided effort to have it passed as an amendment. It is to be hoped that this time it is a decided effort, and that the Bureau will bring to bear upon Congress every possible weight to have this amendment passed.

Representative Johnson, of Washington, has introduced the measure, known as H. R. 742, and it has been referred to the Committee on Interstate and Foreign Commerce. It must not be allowed to sleep or die in that committee, and we trust that canners will join all other bodies of food producers in demanding its early and speedy passage.

The wholesale grocers are lining up to oppose the measure, and they are parading the same old set of excuses as to why it should not be passed, chief of which is that their name upon the label is a guarantee and that there is no benefit to the consumer in having the maker's name there also. The world has progressed so far in matters of pure food since those days of 1906 that this old set of excuses appears very thin and threadbare, and ought to cause only a laugh. Much is made of the tremendous expense to which distributors have gone to make known their private brands, and it is claimed this name on the label requirement will kill all that. It most surely would not, and for this very good reason: No one knows the canners! There are just about as many good advertisers among the distributors as there are good advertisers among the canners—and you can count either of the sets upon the fingers of one hand. And the canners who advertise do not sell for jobbers' labels. How, then, would the consumer, seeing the canner's name as the producer of the goods, know how to buy that canner's goods except by buying the private label brand again?

The canners, as a class, are provincial; but if we admit that, we will have to admit, also, that the wholesale grocers are archaic. Modern business is done in the white light of publicity, above board and in plain view of all the world; with sleeves rolled up and with a total absence of all tricks. The big successes of the world are those that have taken all the people into their confidence. The wholesale grocers, however, seem unduly fearful that the world will learn that they are not producers as well as distributors.

The old, well-known private brands of jobbers are a guarantee to the consumers, because the goods put out under them, whether they be canned foods or any others of the long list of groceries, are carefully bought by experts; but what proportion of the whole of manufactured foods are these? A very small percentage, and the troubles come in that other, and larger percentage, as everybody knows, and nobody better than these wholesalers. In other words, nobody fears about the finer grades, but everybody—canner and wholesaler—is scared stiff about those lower and off grades when a name on the label law is proposed, and that is the best kind of evidence of its dire necessity.

Will we have a name on the label amendment this year? Is it of any advantage to the consumer? Just let any food inspector answer and he will tell you that there is nothing they need so much. If you want to know how badly it is needed, just observe the strength of the opposition to it!

THERE WILL BE NO "COLBERT" THIS YEAR

ONE of the best-known brokers in canned foods, at least during the past two years, has been James A. Colbert, familiarly known as "Jimmy"—a rotund, jolly little chap, with his office in Preston, Md., but who "got in bad" because of his connection with a purchasing company, and the efforts to break the tomato market in 1922. "Best known," but not "best liked," it should be added, for Jimmy was roundly cursed by every tomato canner, and by some others, because of the nature of his activities. Jimmy always protested that he was honest in his opinions as expressed, but that nature tricked him and proved his prophecies all wrong.

It was neither to condemn nor to condone that we began this, but to record that Jimmy has crossed his heart and spit that he will never do it again—that he is done with prophecies and in the future will leave that to us. As he speaks of tomatoes, and as we gave up prophesying about tomatoes before we ever began, we will accept the buck and not even attempt to pass it.

We have his signed repentance, or, rather, resignation, in a letter dated December 7th, in which he says:

Preston, Md., December 7th, 1923.

Mr. A. I. Judge,
Care of Canning Trade,
Baltimore, Md.

My Dear Mr. Judge:

With further reference to our letter of the 5th, the writer takes this opportunity to advise you that he does not intend in the future to offer any expressions or prophecies regarding the tomato crop, pack or price, as the realizes that by doing this some people could take a double meaning out of anything we might do.

Now, regarding the letter we wrote you: Several canners have talked to the writer along these lines, and he was adverse to getting any more unnecessary publicity, and he thought if their side had any merit to it at all, you would be a better judge and the one to sponsor same, and that was one of the reasons why I wrote you this letter.

Now, I have had my lesson and cut my eye teeth, and in the future you will find an entirely different change of policy, for the one ambition of my life is to redeem and re-establish myself in the good will of the trade, and I have reasons to believe that I can do this by careful attention and hard work during the next few years.

In the future if anyone comes to us with any propositions or schemes to pass out, we will simply leave the matter to you.

With kindest regards, I remain,

Respectfully yours,
COLBERT BROKERAGE CO.
J. A. COLBERT.

CONVENTION DATES

January 8-9, 1924—Utah Canners' Association, Uta Hotel, Salt Lake City. Annual convention.

January 9-10, 1924—Missouri Valley Canners, Hot Colonial, Springfield, Mo. Annual Meeting.

January 21st to 26th, 1924—National Canners, Canni Machinery and Supplies, National Food Broker Machinery Exhibit, etc., Buffalo, N. Y.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals, Advancers. These are all short.
Sweet Corn is short. We still have some however.
Write us for prices.

We also have the following for spot delivery——

Peas Okra Cabbage Cucumber
Corn Tomato Spinach Snap Beans
Beet Squash Pumpkin Cauliflower
Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

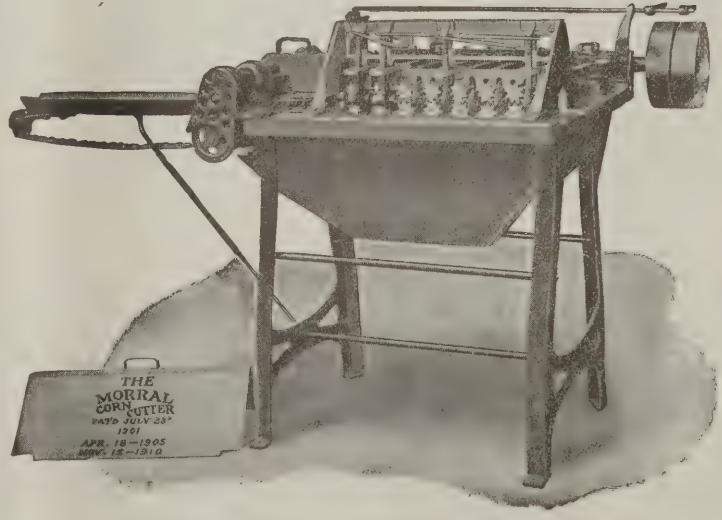
THE MORRAL CORN CUTTING MACHINE
Either Single Or Double Cut

THE MORRAL CORN CUTTING MACHINE is the most durable, simple and efficient cutter you can buy. It has the most positive feed of any cutter in use.

The Moral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.

We furnish special attachments for the Morral Cutter for cutting Golden Bantum Corn and with these attachments the Morral Cutter will cut the Golden Bantum Corn more satisfactorily than any other cutter in use.

If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.



We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.

It will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio



BUFFALO CONVENTION NEWS

ANNUAL CONVENTION, WEEK OF JANUARY 21st, 1924

National Canners Association—Canning Machinery & Supplies Association
National Food Brokers Association

BIG MACHINERY EXHIBITION BIG CANNED FOODS DISPLAY

EVERYBODY WANTED——EVERYBODY WELCOME

Special Trains—The Canned Foods Exchange will run a special train to the Buffalo Convention, and wishes to extend a hearty invitation to all who may be traveling this way to join the party and enjoy the trip from the first moment. Reservations may be made by applying to the Exchange or to any of the Committee in charge. There will be no extra charge on this train. It will be a solid Pullman of the finest type, and entirely belong to the canners and their friends. In other words, it will be a Convention train, and everybody on it will know everybody else, and that means a jolly good time. The present plans are that the train will leave Baltimore Sunday morning, January 20 at 8 A. M., arriving in Buffalo that night. The Committee representing the Exchange is as follows, with their addresses, in case you prefer making reservations through any one of them in particular: Harry W. Krebs, American Can Co.; Robert A. Rouse, Continental Can Co.; James F. Cole, Atlantic Can Co., and Robert A. Sindall, A. K. Robins & Co., Chairman. The main thing is to get your reservation in early, the details will come along later.



Areoplane View of Buffalo. Niagara Square just below left center

The Brokers' Special Train, in charge of the National Food Brokers' Association, will leave Chicago, January 19, at 11:55 P. M. (C. T.), via the Michigan Central Railroad, going by way of Detroit, and passing Niagara Falls on the way to Buffalo. It will leave Detroit at 9:05 A. M. Sunday, January 20, and arrive at Buffalo that evening at 5:20. It, too, will be of the finest Pullman service throughout, loaded with canners and their friends, as well as the brokers, and there is no good reason why the industry of the Central West should not take in this enjoyable manner of traveling to the Convention. But don't expect to walk down to the station and board the train without having made your reservations in advance. Write to Secretary Paul Fishback, Fletcher Trust Building, Indianapolis, and tell him you are going with the crowd. You will then be assigned your berth and told the amount of your check, which can then be forwarded. This is always an enjoyable crowd, and the only real way to go to the Convention.

CANNERS TO CONVENE WHERE INDIAN CAMPFIRES BURNED!

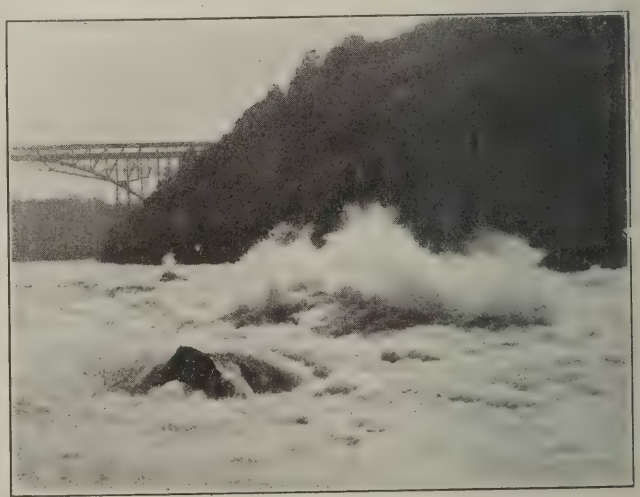
Over a doorway of the Historical Building in Delaware Park at Buffalo is engraved the phrase: "Other Council Fires Were Here Before Ours."

Interpreted literally, this, perhaps, means that the grounds where the Historical Building now stands once rang to the calls of the Senecas; that in the dim yesterdays the air was redolent with the fragrance of burning campfires—and vibrant with the beat of the Indian drum.

Here where the canners of America will gather to discuss the problems of their business—the Senecas once held congress to argue the wisdom of peace or war.

Here where the Canners will make merry for four days lie the merry-makers of gone yesterdays; red-skinned sons of the soil, whose playgrounds were the woods and streams in and about Buffalo, who hunted and fished where the great city now stands.

Many of the Conventionites while in Buffalo will doubtless visit the burial place of Red Jacket in Forest Lawn—whose loyalty and devotion to the Americans was exceeded, perhaps, by that of only one other of his people—the noble farmer's brother, who gave unstintedly of his service in the cause of the Americans during the War of 1812. He, too, lies in honored ground at Forest Lawn, and about him the bodies of hundreds of his tribe.



The Whirlpool Rapids, Niagara Falls,—one of the interesting places which the visiting canners will view on their trip to the Falls

Somehow it is difficult to clearly comprehend the steady transformation that has converted this forest land into a city of over half a million people in less than a hundred years. Among the older residents of Buffalo are many whose fathers have told them of the days when Indians tramped the streets of Buffalo or pictured, vividly, the years when Buffalo's main thoroughfare was paved with nothing more than common dirt, and cows roamed the streets at their own free will.

Perhaps, too, he may have mentioned the busy commercial section of old Buffalo—now the Terrace. Or his reminiscences may have embraced the social activities of those early days when Buffalo was the center of gaiety in Western New York drawing visitors from all nearby towns—Niagara Falls, Lockport, Williamsville, and even as far as Batavia.

All throughout Buffalo may be found tablets marking spots of historical interest. On the Public Library in Lafayette Square is an inscription telling that here have stood two courthouses—the first built in 1810 and destroyed at the burning of Buffalo in 1813; the second one enduring until 1876. Two citizens of Buf

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.



ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALCIEANNA and SPRING STS., BALTIMORE, MD.

SLAYSMAN & COMPANY

Automatic Can Making Machinery
BALTIMORE, MD.

falo, who became Presidents of United States—Millard Fillmore and Grover Cleveland—practiced law in the old courthouse.

Where the magnificent Statler Hotel rears its twenty-two stories skyward once stood the home of Millard Fillmore. Of later years it has served the purpose of a hotel under the name Castle Inn. And, doubtless, many travelers were lured to the castle from the greater pretentiousness and comforts of Buffalo's big hotels simply to tread the same rooms and live under the same roof which had sheltered a great and beloved figure in American history.

Of unusual historical interest, too, is the vicinity of Court and Main streets. Near here stood the Eagle Tavern, where Lafayette stayed during his visit to Buffalo in 1825. It was in his honor that the old Court House Square was rechristened to Lafayette Square—the name it has borne ever since.

To the canners who will visit Buffalo these things will undoubtedly hold rich appeal, for there is under the surface of our commercialism a strong current of red blood which responds to the call of romance as vividly as a schoolboy.

What is more inspiring than the knowledge that this generation of which we are a part is today writing history in the growth of our nation of today! And what could be more interesting than the picturesque existence of those upon whose foundations we are building!

Today Buffalo and the Canners' Convention is the big stirring idea among the canners all over the country. Get out your travel sack and prepare to go. You'll be repaid a thousand times over for every minute spent and every dollar invested.

BUSINESS SESSION MINNESOTA CANNERS' ASSOCIATION

St. Paul, Minn., Nov. 27th, 1923

Reported by the Secretary, C. D. Geidel (Delayed in Mails)

AT the business meeting held on November 27th at 4 P. M. the following resolutions were presented by the Resolutions Committee:

Whereas, thanks is due the management of the Minnesota Canners' Association for the able work it has performed this past year and the able program it has promulgated;

Resolved, That we, the Minnesota Canners' Association, extend our sympathy to Mr. F. W. Douthitt and his family on account of Mr. Douthitt's recent illness, regretting very much that he was unable to attend our annual meeting.

Resolved, That we, the Minnesota Canners' Association, recommend the appointment of Mr. Chris. Heen to the office of State Dairy and Food Commissioner, being a well-qualified man to fill the position, he having taken a very active and deep interest in the canning industry.

Resolved, That the thanks of the Minnesota Canners' Association be extended to all those who so ably addressed our Association at this annual meeting, also those who acted as judges in the Scoring Contest.

Resolved, That we, the Minnesota Canners' Association, thank the management of the St. Paul Hotel for courtesies extended them during this Convention.

Resolved, That we, the Minnesota Canners' Association, extend our thanks to the can companies, machinery and supply companies and other allied industries for the entertainment furnished by them.

Resolved, That we, the Minnesota Canners' Association, thank the officers and members of the Ladies' Auxiliary for their co-operation the past year.

Resolved, That we, the Minnesota Canners' Association, thank the brokers and wholesale grocers for their kind co-operation the past year and especially during the Canned Foods Week.

Resolved, That we, the Minnesota Canners' Association, thank Mr. Shaw and his trade paper, "The Canner," for the assistance they have given us in the past and present conventions, that he has always been present at our meetings and has been a great inspiration.

Resolved, That we, the Minnesota Canners' Association, thank Mr. A. J. Anderson and his able assistants for the active part they have always shown in the interests of the industry.

Resolved, That we, the Minnesota Canners' Association, object to the proposed increase in the price of cans for 1924, as we feel that this advance in price is not warranted on account of present prices of steel products.

THE RESOLUTION COMMITTEE.
Mr. J. E. Barr,
Mr. C. M. Cosgrove,
Mr. J. C. Lucas.

Mr. Barr moved they be adopted as read, seconded by Mr. Vaux. Passed.

Mr. Barr moved, and it was seconded by Mr. Vaux that the report by the Auditing Committee, including the audit of the books, be received and referred to the Executive Board.

AUDIT OF BOOKS

Received from Secretary Taylor, Nov. 20, 1922	$ 657.89
Total receipts	1,712.50
Total expenditures	1,346.41
Cash on hand Nov. 22, 1923	1,023.98

RECEIPTS

Dues and assessments, active members	$1,422.50
Associate members (29 members)	290.00

ACTIVE MEMBERS BY YEARS

Year	Number
1921	4
1922	9
1923	21

Report of Nominating Committee:
Mr. W. H. Taylor, President.
Mr. Frank Douthitt, Vice-President.
Mr. C. D. Beidel, Sec. and Treas.

Mr. Edward Cosgrove moved, and it was duly seconded that the report be received. Carried.

Mr. Edward Cosgrove moved, and it was seconded by Mr. Barr that the names of the officers submitted by the Nominating Committee be declared elected. Passed.

Mr. Edward Cosgrove moved, and it was seconded by Mr. Barr that the Minnesota Canners' Association endorse the action of the National Canners' Association Conference Committee on spoilage and Warehousing. Passed unanimously. Referred to Conference Committee of the National Canners' Association.

Moved by Mr. Will Smith, and seconded by Mr. Barr to be referred to Mr. Chris. Heen, Dairy and Food Commissioner, that in the opinion of the Minnesota Canners' Association it is unwise to have a son or relative of a canner on the inspection force.

Report received from the Labor Committee, Mr. Will Smith, Chairman.

Mr. Barr recommended that next fall the President appoint a strong committee to go before the Legislature and get labor laws straightened out.

General discussion of Canned Foods Week. Paper passed around for signatures of all Minnesota canners for contribution to the National Canned Foods Week. Paper given to Mr. Barr, Chairman of that Committee.

The President asked the Nominating Committee to hand to him names for the Executive Committee in addition to the officers of the Association. The Nominating Committee complied with the request. The following names were given to President Taylor and were appointed by him to serve on the Executive Committee.

Executive Committee—Mr. J. E. Barr, Mr. Edward Cosgrove and Mr. Lee Douthitt.

Mr. Edward Cosgrove moved, and it was seconded by Mr Barr, that the matter regarding advertising in the newspapers brought up by the Secretary be referred to the Executive Committee.

Mr. Barr moved and it was duly seconded that the Secretary investigate matters brought up by Mr. Fenton regarding advertising in a separate booth at the State Fair, also radio talks over WLAG on canned foods. Passed.

Meeting adjourned.

Results of the Corn Contest held at the Hotel St. Paul, St Paul, Minn., at 10 A. M. on November 26, 1923:

Crosby Corn—The first prize was awarded the Faribault Canning Co., Mr. Lee Douthitt, Superintendent.

The second prize was awarded the Minnesota Valley Canning Co., Mr. George Winter, Superintendent.

The third prize was awarded the Olivia Canning, Preserving and Manufacturing Co., Mr. B. A. Brown, Superintendent.

Golden Corn—The first prize was awarded the Olivia Canning, Preserving and Manufacturing Co.

The second prize was awarded the Montevideo Canning Co. Mr. A. L. Jacobson, Superintendent.

The third prize was awarded the Barr Pickling and Preserving Co., Mr. W. H. Smith, Superintendent.

The first prize for the highest of all averages sent into the laboratory was awarded the Cokato Canning Co., with a score of 95.66.

The second prize was awarded the Sommers Canning Co. at Lakeland, the score being 94.33.

The third prize was awarded the Minnesota Valley Canning Co., the score being 93.66.

Sanitary Cans for 1924.



IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

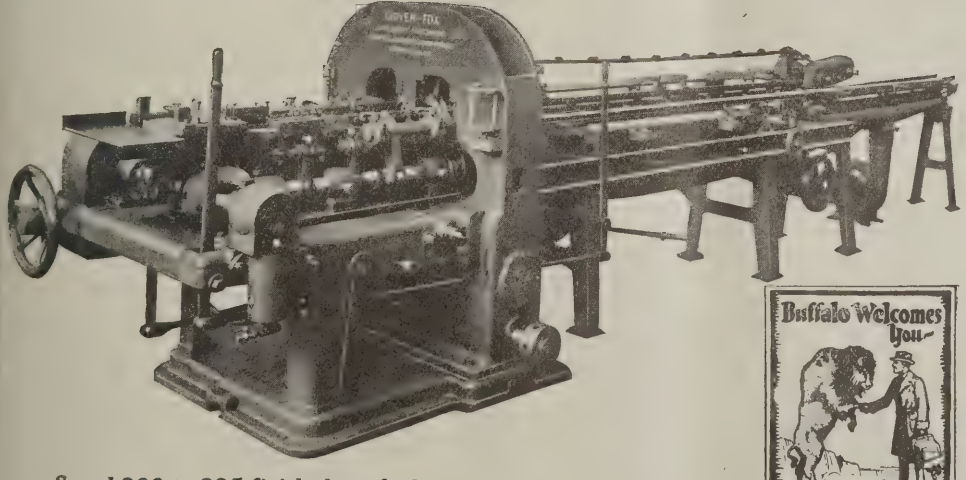
Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.

Troyer-Fox

High speed Body Forming Machine, with side seam Soldering Device.



Speed 200 to 225 finished can bodies per minute.



SPEED GETS "EM"–

Two–hundred–twenty–two finished cans per minute, over a period of many weeks, with no repairs and no change in adjustments, is the record for the TROYER-FOX, at the Seattle Can Company's Plant, Seattle, Washington.

To prove that high speed is not gained at expense of steady operation, weekly reports show less than 5 minutes lost time to the line per day. Better than 99% efficient.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.

THE TRI-STATE PACKERS CONVENTION

Philadelphia, December 10th and 11th, 1923
Hotel Adelphia

Dr. Symons and Mr. Radebaugh report progress on Better Tomato Growing—Mr. Hannigan draws fire on Swell Question—Association votes increased amount for crop improvements —Warehouse Plan Adopted—Tomatoes to be bought on U. S. Grading.

(*Continued From Last Week*)

That system, as far as it went, was fine. It enabled the canner to buy more nearly on a basis equivalent to the value he was receiving. However, it didn't go quite far enough, in my opinion, because of the fact that the 95 pounds or 97 pounds of tomatoes in the 100 received in one load might not be nearly the same quality as the 97 pounds received in the other load. One load might be exactly what the canner wanted and another might be just good enough to get by.

I was told that they were paying a difference of about $2.00 for the different grades. They had only two grades; their "A" or No. 1 brought about $2.00 more than their "B" or No. 2. That was on the basis of $12 or $13 for the "B" and $14 to $15 for the "A's."

MR. KILIAN—The point I would like to bring out is this: It is all right to dock the farmer—it is proper that he should be docked for unmerchantable stuff; but does the grading comprehend any bonus to him for growing and delivering a better grade of tomatoes? And is that bonus a contractural figure, or is the contract to be made, or was it made where the matter was so handled on a flat price and an increase given him, as is often the case with the delivery of milk, where the milk of higher butter content brings the producer a premium?

MR. HAUCK—The thing I have in mind is that a No. 2 as we have it drawn here would represent about the average delivery. Number 1 would be a little better than the average. If a man could deliver No. 1, he would get a better price than he would on No. 2, which was the average price. On the other hand, if through misfortune or carelessness he deivered a load of tomatoes that was U. S. No. 3, for example, there would be a material discount for that grade. That is the theory I based those three grades on.

MR. SILVER, Jr.—Do I understand that in contracting and buying these tomatoes that you would contract at an average price for what you call a No. 2 grade, and then you should give the grower who who brought you a higher percentage of good tomatoes—that a premium would be paid in proportion to the weight of that delivery? and the weight of unmerchantable and unusable tomatoes should be deducted from the payment?

MR. HAUCK—If I understand you correctly, I believe you mean that in order to arrive at the price that you would pay a given grower, you would first have to determine the proportion of a delivery of what you would call No. 1, and the proportion of No. 2 and No. 5. Now that has been suggested to me, but it is my belief that it would be too complicated. I believe you would have to have too high class a man on the receiving platform. Believe me, he would have to be a higher paid man than you usually find in the average receiver. It is possible that it might work out—I rather believe it would not.

MR. SILVER, Jr.—I had occasion of grading some tomatoes that, due to heavy blight, had come in half green and half red, and the man on the wagon and myself graded the mover, sorted three baskets, and we sat down and poured the baskets out and the tomatoes which were green and unfit to use at all were put on one side, and we averaged the amount they came to and deducted that percentage of baskets from the total load, and paid him only for the average of good tomatoes. We made no distinction of No. 1 and No. 2 grades.

MR. HAUCK—In other words, you were applying a docking system, and that, of course, is all right as far as it goes; but the word "docking" arouses a lot of antagonism as a rule, and don't go far enough.

CHAIRMAN—It seems to me that these are two very important topics, and I don't want to pass over them without some action being taken and having a full discussion.

MR. JUDGE—Might I suggest a plan somewhat as Mr. Silver mentioned? I know how one of the largest pea canners in the West solved his problem. They have a grading machine, and the peas are sorted out as they are brought in. It just struck me that you might be able to use some similar method, not throwing out the third grade entirely, which would antagonize your grower, but basing it on this pea-grading system, I would say, pay $5.00 a ton for No. 3, $10 a ton for No. 2, and $15 a ton for No. 1. This would put the grower in the position of bringing one ton of No. 1 tomatoes and getting as much for it as he would for two tons of poorer kinds. Don't throw out entirely your third grade, and give a fair price for the second. This canner told me, I think, he was able to raise his average quality up to 93 per cent of fine stuff.

MR. TORSCH—I would like to state at this point there is a little difference between the grading of peas and tomatoes, in that peas are generaly nearly all good, or at least are not decayed; but some of these tomatoes brought in are practically worthless and ought to be sent out on the dump and not paid for.

I like those pictures. I think if we had plates like that to get around to canning houses and publish in places in canning districts, they would appeal to the farmer as showing just what we are trying to get at. If he brings in stuff like that lower row, it should be thrown out. He should leave them back on the farm and not spend his money hauling them in. I still think we can endorse this plan of Mr. Hauck's and put it into operation in our contracts for 1924. We may want to put it in a little different language from what Mr. Hauck has, possibly, because we want to make it a little shorter to get it into the contract.

I want to suggest that while Mr. Hauck has these papers describing the grades on the table, that he read them—they are not very long—so that we may know just how far he has gone into the matter. (Mr. Hauck reads.)

MR. WRIGHT—I would like to know how we could get that supervision. Should we furnish it from our own warehouses? Are we to use our own individual judgment as to how we are to carry on the grading?

MR. TORSCH—This plan of the department which Mr. Hauck has presented can be better carried out on contract tomatoes than in the open market. You cannot even argue with a man if you are buying from a man with whom you have no contract; but where you have a contract in good faith and where you are working together, I think you can get him to do almost anything within reason, and if there is in your contract these grades or any grades, simply stated in the printed definitions, I don't think you will drive anyone away from you if you say, Well, here is the contract; let's try to carry it out.

MEMBER—We mustn't lose sight of the fact that the grower must be taken into consideration. I am a grower and am also interested in the canning industry. You know if we are going to discriminate against the size of the tomato, then you are going to have trouble with your grower in this respect. I may have a piece of land on one side of a fence where the tomatoes have been planted late in the season, and on the other side tomatoes that have been planted earlier, and on one side I would get smalleer tomatoes, say a three inch, and on the other I would get a larger tomato. Now, if I had a contract at $15 a ton for my tomatoes, when I take in my best, then when I come with smaller tomatoes, you say, "I can't give you that"—you will find a difficulty, gentlemen, when you begin to make a contract with the farmer when you discriminate as to the size of the tomato, as long as it is in perfect condition, if it is right, you are going to have trouble.

SENATOR TOWERS—I believe we ought to go on record as favoring the grading of tomatoes as laid down by the Bureau of Agricultural Economics, but with a 2½-inch diameter in a No. 1 grade instead of 2 inches.

MR. TORSCH—Do you mean that we should go on record in a general way, or do you mean to adopt those three United States grades?

SENATOR TOWERS—Well, let us adopt these grades subject to amendment.

Motion made, seconded and carried.

CHAIRMAN—Mr. Cobb, I think, started us in the right direction on this plant bed project, and I would like to know the

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling West Virginia

NEW YORK OFFICE
Room 1313-32 Broadway

CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

PICKUP GUMS

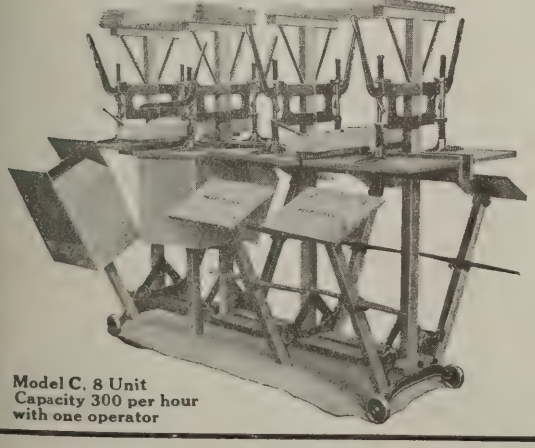
For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.



Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

feeling of the Association as to what action we are going to take. Perhaps our secretary can go further into details and explain the conditions as they exist today.

SECRETARY—I thought possibly you may not understand the situation as it stands on the appropriation that was made at our last meeting. The appropriation made toward this better tomato growing project was $500 from the Association, and then there were three can companies who made up $500 more. The American Can Company contributed $250, the Southern Can Company $150 and the Atlantic Can Company $100, making the additional $500.

MEMBER—They offered $500 and withdrew that offer so that the other can companies could help to make up the amount desired—$500.

MR. TORSCH—When Professor Symons yesterday was talking about the matter of finances for 1924, he mentioned this item in the Maryland budget of $10,000, and by the way the Committee on Resolutions will have a resolution on that, and then he said, even if they could succeed in getting that $10,000, it wouldn't be available until the latter part of 1024, and we would like the canners to come again to our aid and tide us over until we can reach that State appropriation—if we get it. And he said that with the increased amount of work that is to be done and the need of more men, we would like very much if you could let us have $1,500 to go ahead with this work on the same plan as last year, only a little more of it; so I mention now $1,500 as the amount he asked for and the Committee on Resolutions have a resolution recommending that that work go on and we ask the State University and the Extension Service to go on with that work and that we from our treasury appropriate $1500 either from the treasury or from private subscriptions of canners and others—"and others" meaning, of course, our good friends, the can companies. So now you see what we are asking for, and those who want to contribute, if that amount meets with your approval, you can make it up in any way you like.

CHAIRMAN—It seems to me, then, we may as well proceed with the report of the Committee on Resolutions, and we can take it up on this resolution.

MR. RADEBAUGH—If the Legislature does not give us the money, we will have another problem; and if it does, it will not be available until October. That brings the question of what you are going to do this summer. Are you going to drop all the work done and let a year lapse and wait for the appropriation until you are through packing and start all over again in 1925? Or are you going ahead and carry on the work that has been started, and as outlined now? Now, if the appropriation is made, I have two suggestions to Mr. Symons: One is that he can either put somebody in my county and I will go out and do the work, or he can let me stay in the county and put somebody else on the work, and I will be perfectly satisfied to stay in my county and live with my family. I want you to understand that. It is merely to carry on the work and keep the thing going and give you men the service we feel you should have, and the growers. We are not only rendering you a service; we are rendering a service to the growers. It is working out both ways. It is a poor game that don't work both ways, and that is what we are trying to do. As Mr. Cobb says, we don't want to give you any more than you want and that is a good way to put it. You won't get what you want unless you ask for it, and if you go right out after it, you will get what you do ask for.

MR. COBB—I would like to ask Mr. Radebaugh how much money he feels he ought to have to enable him to go on with the work that he feels ought to be done outside of this legacy which you haven't got yet. It seems to me you are not quite sure of getting the legacy unless you are willing to do something yourselves. You know there might be some State Senator who might foolishly ask how much the members of the Tri-State Association are giving. I think you would hate to answer only $500. Gentlemen, money talks.

MR. RADEBAUGH—It seems to me you have started something that is going to have a wonderful effect on the industry. You are doing extremely well this year, because other sections were poor, but perhaps another year the other sections will not be poor, and then all you will have to sell is something better than somebody else.

SENATOR TOWERS—Mr. Chairman, I move that we accept Mr. Cobb's $1,000 from the American Can Company.

MR. COBB—That's fine—but how much are you willing to do yourself? I want to say I feel it is an insult to your industry for our company to give you only $1,000. We are ashamed to offer you any less. (Laughter.)

CHAIRMAN—Before taking final action, I think a little variety might be well, and Mr. Clark has a very pleasant message for us.

CANNED FOODS WEEK

MR. ROY CLARK—The subject that I woudl like to present to you is "Canned Foods Week." It ought not to be necessary for me, a fellow-canner, to have to talk to you about Canned Foods Week. As a rule, when any campaign has been successful twice, you don't have to go out and sell a proposition a third time to those who have been benefited; but, nevertheless, as chairman of the Canned Foods Week Committee of the National Canners' Association, I do find it necessary to go out and sell the old proposition a third time. Now I said something to you yesterday about interesting yourselves in the distribution of your own products, and that is what Canned Foods Week calls for. It calls for co-operation on the part of every canner in the distribution of his own products. It calls for co-operation in carrying the message of purity, wholesomeness, convenience and economy of canned foods to the consumer.

Now I am absolutely convinced that if we are to expand and grow in this great canning industry, we must interest ourselves more and more as the years roll by in the distribution of our product. Time was when we felt that all that was necessary for a canner to do was to produce, pile up his goods in the warehouse, sell them if he could to the wholesale grocer, and let him take care of the entire problem of distribution. We didn't know whether the wholesale grocer was able to sell to the retailer and clear his warehouse; neither did we interest ourselves in the distribution by the retailer, and the result was that oftentimes our warehouses became crowded with canned foods and we didn't know what the trouble was. Now Canned Foods Week was prompted in 1922 by the fact that our warehouses were loaded with canned foods. It was also prompted by learning from the railroads that the tonnage and movement of canned foods had fallen off and a general cry came from the canners throughout the country to do something to move canned foods into consumption.

Well, we put on a campaign in 1922, a small campaign, it is true. You have the results. A pamphlet was sent out to every canner, showing that result. Wholesalers reported that their sales during the week in some cases increased 100 per cent. The retailers reported that their sales in some instances increased as high as 300 per cent. So, in 1923, that is in this year, in March, we put on another campaign. You have that report. It showed just twice the interest or more in the campaign by the distributor, and it also showed that the results were threefold over that of 1922.

Now we are going to try it again in March, 1924. We have been criticised for having Canned Foods Week in March, or in the spring months. Some feel that we ought to hold this campaign in the fall; but, nevertheless, it is a campaign for your benefit, and the majority of the distributors seem to feel that it ought to be conducted in the spring, and I think the canners feel, after giving the subject some thought, that it ought to be conducted in the spring, for the reason that it serves to clean up the warehouses of the wholesalers before the new crop comes in.

Now this campaign is being conducted at a very small expense to the canner—$10 per line of machinery will pay the whole bill, together with the contributions, the liberal contributions, of our allied industries. The brokers have taken their part in the game. They act as distributors of the advertising material, and they also raise large funds in the cities to carry on a local campaign.

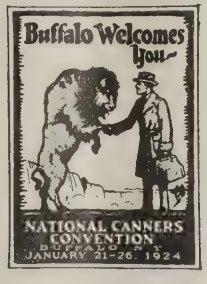
Ten dollars per line of machinery. That is all it costs to send the message of your product from the Pacific to the Atlantic Coast. Some of you think, perhaps, the results are not as I have stated. Perhaps some of you feel that it is too much of a flash and oftentimes canners get up and say, "Well, listen, why don't we put on a real campaign—an all-year-round campaign—then I would be with you." Well, I wonder how many would be with us on a proposition of that kind? In 1923 only 10 per cent of all the canners in the United States contributed a single nickel. We have about 4,000 canners and only about 400 feel themselves interested in the distribution of their products. Now, gentlemen, we have arrived at a stage in this industry when we should go to the public and tell them something about our product. We have spent thousands and thousands of dollars in the laboratories of the National Canners' Association, as well as in the universities of this country, proving that canned foods are not ony safe, but the safest food that people can buy.

Now our foods are hidden by the tin can. Ought we not to go out to the world and tell the consumer something about it? Now you all say, what does Canned Foods Week have to do with that? It has this: We send banners out announcing the week throughout the country. Last year we sent out something like a million and a half. It is estimated already that there will be a demand on the part of the distributors for at least three or four

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Collossus Graders

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Don't Fail to see Our

1924 Model New Perfection Pea and Bean Filler

also our *Universal Tomato Filler* for Tomatoes, Cut String Beans, Apples, Cherries, Beets etc., at the Canners Convention in Buffalo January 21st, to 25th.

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We will have a full line on exhibition including several new and up-to-date machines.

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million of these streamers. The distributors are already organized. That is, the wholesale grocers are already organized. They have a chairman, by the name of Leslie Lever, of St. Louis, representing the National Wholesale Grocers' Association. The American Wholesale Grocers' Association has a chairman, committees have been appointed in every city of the United States. The Brokers have appointed their committees, so that the entire country is covered, and they are ready to go to work in March, spending ten days telling the consumer about our product. In addition to that we should have all of the canners of this country and all the men interested in the allied industries, and the salesmen of the wholesalers, and the 400 000 retailers, together with their clerks, devoting their entire time for ten days this March, 1924, telling the consumer about the convenience and economy of canned foods, and apparently it isn't worth $10 per line of machinery to the canners of this country.

There isn't any question in my mind at all but that the large increase in the demand and the consumption of canned foods has been due to the advertising inspection plan that was put on some years ago by the National Canners' Association, and was followed up by these two campaigns of Canned Foods Week.

Why, I told you yesterday about the wonderful increase in the consumption of canned peas—fourteen million cases packed in 1923, and they just moved out like a flood. You couldn't buy today a thousand cases of fancy No. 2 Alaskas in the United States from a canner. You couldn't buy a thousand cases of fancy No. 5 sweets, which is about 50 per cent of the production of sweets, from a canner in the United States. They are gone, not only from the warehouses of the wholesaler, but they have gone out into the stores of the retailer and gone into consumption. Just think of that rapid increase in the consumption of canned peas.

Where has your corn gone? Here just a few months ago canners of corn sat around with long faces. Prices were low; they didn't know which way to turn. The 1923 pack, I guess, was the largest, or rather it was next to the largest, in the history of the country, and the corn has gone out into consumption and the warehouses of the wholesaler and retailer are rapidly being cleaned up.

I don't know so much about tomatoes, but I would say from the raise in price that there has been a wonderful increase in the consumption of canned tomatoes.

Now, there are your three principal items—vegetable items—and you can take the whole field of canned commodities, and you will at once see that there is a tendency on the part of the housewife to use more and more canned food. Now that is optimism, but you can't expect to keep up with the increase in production. You cannot expect to keep on building canning factories year after year, unless you keep pace with the growth by some system of advertising, calling the attention of the consumer to the article that you put up and offer for sale.

Now I am not going to take any more of your time. I want to tell you that it is a shame that the canners don't kick in with $10 per line of machinery—an absolute shame. It is so small—one-line plant $10—two-line plant $20. It is so small compared with the results that will be obtained in 1924.

Now we need this money and we have got to have it right away, because we are not going to buy any of these streamers unless we have the money to buy them with. That is handled as you might say on the side by the National Canners' Association, and the committee will not purchase any streamers or other advertising material unless the money is forthcoming. We need it right away, in order to be ready for the demand which will come from the whoesale grocer immediately after the first of the year. Now you ought not to go away from this convention without subscribing your amount. You will never regret it. But if you don't back up this movement, and keep it up year after year, you will have just as you have had before, your warehouses loaded with goods, and then what a cry we always hear from the pea canner, the tomato canner and the corn canner, when their goods aren't moving. "What are we going to do?" and they immediately blame the distributor and say he isn't functioning any more. "We ought to have some new system of distribution." Well, you have it all in your own hands right here. Get back of this movement and subscribe this small amount before you leave this convention, and if you do, I will promise you a campaign in 1924 that will ring from the Pacific to the Atlantic, and I will promise you that the results that will be reported coming from the distributors throughout the land will make every one of you ashamed if you don't kick in at $10 per line.

CHAIRMAN—Next in order will be the report of the Committee on Resolutions.

MR. TORSCH—I wish to submit the following resolutions: [The Resolutions were published last week.]

A MEMBER—We pride ourselves, I believe, in representing a district or having an association which used to be second only to the National Association. I don't know whether it is now or not; but, nevertheless, that was the general idea that prevailed, that we were second only to the National Association, but we have less than 200 members. In my mind there should be some campaign to increase our members, but I don't know that I have any good idea to offer. But I have this proposition. If we could outline to our neighbors who are not members with us the advantages that this Association offers, and the work that we have been doing at this meeting, or this year and last year, along certain lines, it is certainly one of great advantage to everybody. I have felt that the Centralized Plant Bed as expressed has done a lot to give the Tri-State the big yield per acre that we had here last year. I have this proposition to make, that every one of us who is a member pledge himself to bring in another member. I have two or three in mind from whom I feel I can at least get one member, and I am willing to guarantee one member in addition to my own membership, and I would like to know how many there are here who will match me in that. If I fail to get the extra member, I will pay his dues and try to get him to come here.

CHAIRMAN—Lest we forget this, let all who are willing to go on record, as the speaker has expressed himself, raise their hands.

MEMBER—I suggest that the secretary take the names of all who raise their hands, and follow it up and see that they do it, and if they don't, send them a double bill.

SECRETARY—But I don't think that is necessary. If a man holds up his hand, I take it he means what he says and does it. But what I will do. I will send out a letter to every canner in the three States, asking him to join our Association, and try to tell him what we are trying to do and have been trying to do in the past two years.

MEMBER—Wouldn't it be a good idea instead of saying "Every Member Get A Member," let's name one month and have every member get a member in that month, and we will know where we are standing, like the automobile clubs and other organizations do. They set a week or two weeks, and they do it in a time.

It would be a good idea, too, to send in the money at the same time the name is sent in.

MR. SILVER—I would like to suggest on the idea of grades that in making a price for tomatoes, we take the grade No. 2 as a basis, and then have a premium for grade No. 1 and discount for grade No. 3, so we don't give the idea that you are paying a certain price for the best and always taking off.

MEMBER—I think Mr. Hauck has tried to explain to all of us that the matter of price and payment for the different grades is entirely up to the canner and grower themselves, and I think that is a matter we have to take up at the time we enter into contracts with the growers.

CHAIRMAN RECORD—Before adjourning this meeting I would like to say a few words in appreciation of the co-operation of the members of this Association, and of the officers of the Association. It has been a great pleasure to me to work with them, and I think that what little I have done has been largely offset by the pleasure it has afforded me, and I feel I am a better canner and a better member of the Tri-State Association than I ever was before, and I want to carry that a little further and urge you all, not only be enthusiastic about the Tri-State work, but to extend it to the National Association. We are only a branch, as you might say, of that large organization, and could do very little without them. Their membership is very effective, and their work is for all of us, for the State Association, and for the individual canners.

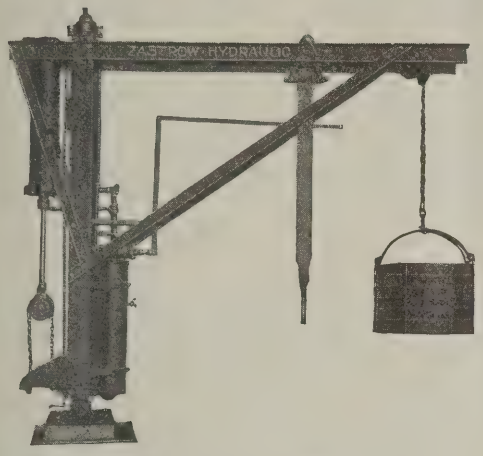
I had the pleasure of attending one of the directors' meetings at Washington last spring, and there I found canners from almost every State in the Union laboring, sweating, for every canner in the United States. Our problems are their problems. They came many miles and, gentlemen, we should support them heartily.

At the Chicago directors' meeting it was suggested that each State have a representative to encourage membership in the National Association. I have taken the liberty of selecting for the Tri-States Mr. D. H. Stevenson as chairman of a committee of three, Harry Cannon, from Delaware, and Mr. Charles S. Stevens, representing New Jersey.

I am not going to inflict on you by giving you my address, which I have written out at some length, as I am sure you are all tired, and I would like you to leave this meeting with the idea that we represent, our Association represents, a body of canners who are trying to improve the quality of their pack and stand for right principles in the trade, and be in a class second to none in the United States of America.

If there is nothing further, we will adjourn.

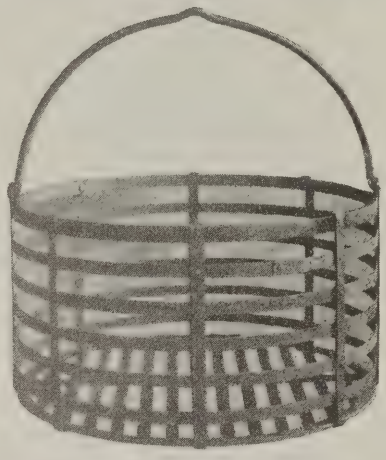
ZASTROW'S PROCESS ROOM EQUIPMENT



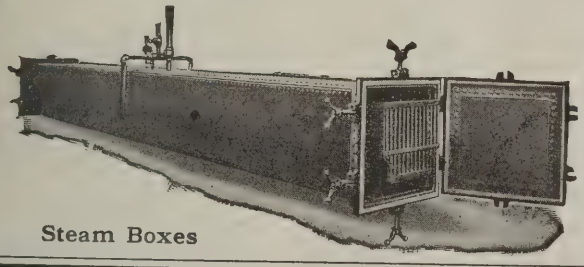
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Buffalo Welcomes the NATIONAL CANNERS CONVENTION

Ship Your Canned Goods in These BETTER BOXES

H & D Standard Canned Goods Boxes are the perfect containers for all canned goods shipments, Millions of cans have been shipped in them. to all parts of the country and they have always arrived unscratched, undented and intact destination.

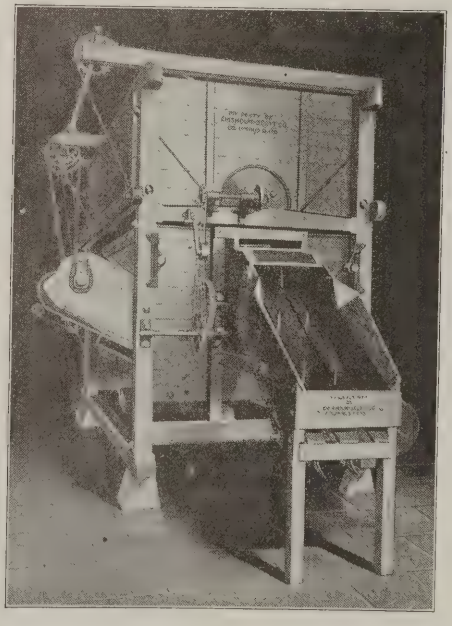
H & D Standard Canned Goods Boxes are strong, lightweight and inexpensive. They come folded flat for easy storage, yet are instantly assembled for packing. A trial order will convince you of their superitority.

H&D Corrugated Fibre Shipping Boxes



Write us Today for Samples and Prices Stating Quantity Required and Sizes and Number of Cans to the Box.

The Hinde & Dauch Paper Co.,
Member Canning Machinery & Supplies Assn.
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Canadian Address; Toronto
King St., Subway and Hanna Ave



GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and ask remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quality" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

THE PROPOSED STANDARD HAMPERS OR BASKETS

The Bill To Be Offered Congress

Present Sizes of Hampers: 2, 4, 8, 10, 13½, 14, 15, 16, 20, 24, 27, 28, 30, 32, 40, 44, 46 and 48 quarts.

Proposed Standard Sizes of Hampers: 8, 16, 24, 32 and 48 quarts, or 1, 2, 3, 4 and 6 pecks.

The adoption of the proposed series of standards means the elimination both of the ⅝ and ⅞ bushel hampers, which have prevented for three years the passage of standardization legislation. Users of the ⅞-bushel hamper will accept the 24-quart or ¾-bushel size as a substitute. Will its acceptance by the users of the ⅝-bushel hamper work a hardship on them? Let's look at the arguments on both sides.

Arguments in Favor of the ⅝-Bushel Hamper.

1. Is of convenient size and weight. (Holds 33 1-3 lbs. net weight of tomatoes.)
2. Is a strong package, being made with six cross braces.
3. Is a return package.
4. Wagon beds and racks are built to handle this package.
5. Fits freight cars.
6. Figures 60 to the ton.
7. Large stocks on hand.

Arguments in Favor of the ¾-Bushel Hamper.

1. Is of convenient size and weight. (Holds 40 lbs. net weight of tomatoes — a tighter field package than is used for many crops.
2. Is a strong package, and can be made with sx cross braces.
3. Can be used as a return package.
4. Made with the same size top and bottom as the ⅝-bushel hamper, it will fit length and width of trucks and racks.
5. Fits freight cars equally as well.
6. Figures 50 to the ton.
7. Proposed bill allows sufficient time to dispose of stocks on hand, and short life of ⅝-bushel hamper—5 to 7 trips—would make it possible to permit using up of any stocks on hand even after manufacture was forbidden.
8. Fewer packages needed to handle crop.
9. Fewer packages would mean less cost to handling loads.

A BILL

To Fix Standards for Hampers, Round Stave Baskets and Splint Baskets for Fruits and Vegetables, and for Other Purposes.

BE IT ENACTED BY THE SENATE AND HOUSE OF REPRESENTATIVES OF THE UNITED STATES OF AMERICA IN CONGRESS ASSEMBLED, That the standard hampers for fruits and vegetables shall be the one-fourth bushel hamper, one-half bushel hamper, three-fourths bushel hamper, one bushel hamper, one and one-half bushel hamper, and two bushel hamper, which, respectively, shall be of the capacity and conform to the specifications set forth in this section. For the purposes of this Act a bushel standard dry measure has a capacity of two thousand one hundred and fifty and forty-two hundredths cubic inches.

(a) The standard one-fourth bushel hamper shall contain five hundred and thirty-seven and six-tenths cubic inches, and conform to the following specifications: The inside diameter between staves at the upper edge of the inside top hoop shall be ten and three-eighths inches; the inside diameter of the bottom shall be six and one-half inches; the inside length of the staves to the upper edge of the inside top hoop shall be nine and five-eighths inches.

(b) The standard one-half bushel hamper shall contain one thousand and seventy-five and twenty-one one-hundredths cubic inches, and conform to the following specifications: The inside diameter between staves at the upper edge of the inside top hoop shall be thirteen inches; the inside diameter of the bottom shall be eight and one-half inches; the inside length of the staves to the upper edge of the inside top hoop shall be twelve inches.

(c) The standard three-fourths bushel hamper shall contain one thousand six hundred and twelve and eight-tenths cubic inches and conform to the following specifications: The inside diameter between staves at the upper edge of the inside top hoop shall be fourteen and one-fourth inches; the inside diameter of the bottom shall be nine inches; the inside length of the staves to the upper edge of the inside top hoop shall be fifteen and one-half inches.

(d) The standard one bushel hamper shall contain two thousand one hundred and fifty and forty-two one-hundredths cubic inches, and conform to the following specifications: The inside diameter between staves at the upper edge of the inside top hoop shall be fifteen and one-eighth inches; the inside diameter of the bottom shall be nine inches; the inside length of the staves to the upper edge of the inside top hoop shall be nineteen inches.

(e) The standard one and one-half bushel hamper shall contain three thousand two hundred and twenty-five and sixty-three one-hundredths cubic inches, and conform to the following specifications: The inside diameter between staves at the upper edge of the inside top hoop shall be sixteen and one-fourth inches; the inside diameter of the bottom shall be nine inches; the inside length of the staves to the upper edge of the inside top hoop shall be twenty-six inches.

(f The standard two bushel hamper shall contain four thousand three hundred and eighty-four one-hundredths cubic inches and conform to the following specifications: The inside diameter between the upper ends of the staves shall be eighteen inches; the inside diameter of the bottom shall be thirteen inches; the inside length of the staves shall be twenty-two and three-fourths inches.

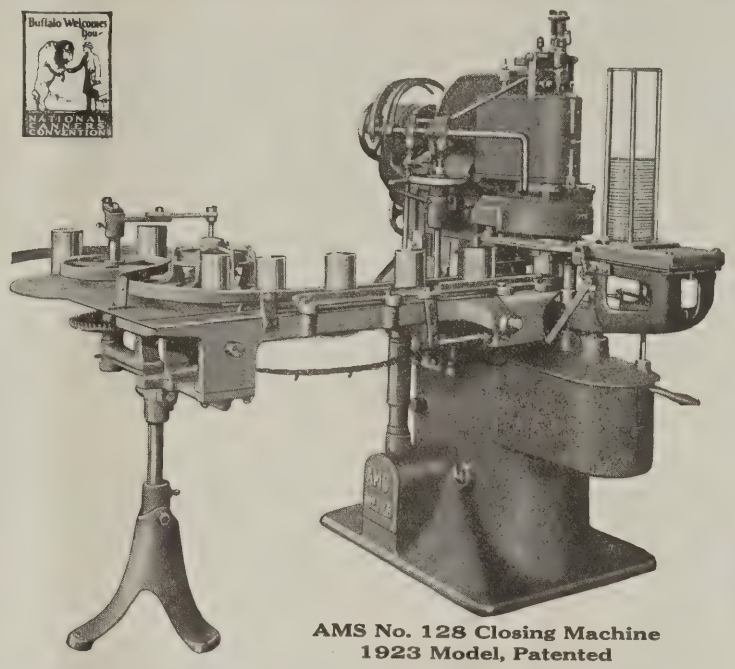
Section 2. That the standard round stave baskets for fruits and vegetables shall be the one-fourth bushel basket, one-half bushel basket, three-fourths bushel basket, one bushel basket, one and one-half bushel basket, and two bushel basket, which, respectively, shall be of the capacity and conform to the specifications set forth in this section.

(a) The one-fourth bushel round stave basket shall contain five hundred and thirty-seven and six-tenths cubic inches and conform to the following specifications: The inside diameter at the upper inner edge of the inside top hoop shall be ten and seven-eighths inches; the average inside depth shall be not less than six and three-fourths inches; the web shall consist of twenty intersecting staves of such length that they will form the side and bot-

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

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USE
HAMACHEK IDEAL
VINERS AND VINER FEEDERS
For Better Pack of Peas at Greater Profit

FRANK HAMACHEK, KEWAUNEE, WIS.
Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters
ESTABLISHED 1880

tom of a basket which shall contain one-fourth bushel standard dry measure.

(b) The one-half bushel round stave basket shall contain one thousand and seventy-five and twenty-one one-hundredths cubic inches and conform to the following specifications: The inside diameter at the uuper inner edge of the inside top hoop shall be fourteen inches; the average inside depth shall be not less than seven and five-eighths inches; the web shall consist of twenty intersecting staves, of such length that they will form the sides and bottom of a basket which shall contain one-half bushel standard dry measure.

(c) The three-fourths bushel round stave basket shall contain one thousand six hundred and twelve and eight-tenths cubic inches and conform to the following specifications: The inside diameter at the upper inner edge of the top hoop shall be seventeen inches; the average inside depth shall be not less than eight and one-fourth inches; the web shall consist of twenty intersecting staves. of such length that they will form the sides and bottom of a basket which shall contain three-fourths bushel standard dry measure.

(d) The one bushel round stave basket shall contain two thousand one hundred and fifty and forty-two one-hundredths cubic inches and conform to the following specifications. The inside diameter at the upper inner edge of the inside top hoop shall be seventeen inches; the average inside depth shall be not less than ten and one-half inches; the web shall consist of twenty intersecting staves of such length that they will form the sides and bottom of a basket which shall contain one bushel standard dry measure.

(e) The one and one-half bushel round stave basket shall contain three thousand two hundred and twenty-five and sixty-three one-hundredths cubic inches and conform to the following specifications: The inside diameter at the upper inner edge of the inside top hoop shall be nineteen and three-eights inches; the average inside depth shall be not less than twelve and three-fourths inches; the web shall consist of twenty-four intersecting staves of such length that they will form the sides and bottom of a basket which shall contain one and one-half bushel standard dry measure.

(f) The two bushel round stave basket shall contain four thousand three hundred and eighty-four one-hundredths cubic inches and conform to the following specifications: The inside diameter at the upper inner edge of the inside top hoop shall be twenty-one inches; the average inside depth shall be not less than fourteen inches; the web shall consist of twenty-four intersecting staves of such length that they will form the sides and bottom of a basket which shall contain two bushels standard dry measure.

Section 3. That the standard splint baskets for fruits and vegetables shall be the four quart basket, eight quart basket, twelve quart basket. sixteen quart basket, and twenty-four quart basket, standard dry measure. For the purpose of this Act. a quart standard dry measure has a capacity of sixty-seven and two-tenths cubic inches.

(a) The four quart splint basket shall contain two hundred and sixty-eight and eight-tenths cubic inches and conform to the specifications in one of the two following numbered subdivisions:

(1) The approximate inside dimensions of the top across the center shall be seven inches by twelve inches. The approximate inside dimensions of the bottom at the corners shall be five and three-fourths inches by ten and one-half inches. The inside depth at the corners shall be four inches.

(2) The inside dimensions of the square-cornered splint baskets at the top shall be six inches by twelve inches. The inside dimensions of the bottom shall be five and one-half inches by eleven and one-half inches. The inside depth at the corners shall be four inches.

(b) The eight quart splint basket shall contain five hundred and thirty-seven and six-tenths cubic inches and conform to the specifications in one of the three following numbered subdivisions.

(1) The approximate inside dimensions of the top across the center shall be eight inches by fourteen inches. The approximate inside dimensions of the bottom at the corners shall be seven inches by twelve inches. The inside depth at the corners shall be five inches.

(2) The approximate inside dimensions of the top across the center shall be nine and one-half inches by sixteen and one-half inches. The approximate inside dimensions of the bottom at the corners shall be seven and one-half inches by fourteen and one-half inches. The inside depth at the corners shall be four inches.

(3) The inside dimensions of the square-cornered splint basket at the top shall be seven and three-eights inches by fifteen and one half inches. The inside dimensions of the bottom shall be seven inches by fourteen and one-half inches. The inside depth at the corners shall be five inches.

(c) The twelve quart splint basket shall contain eight hunhundred and six and four-tenths cubic inches and conform to the specifications in one of the three following numbered subdivisions:

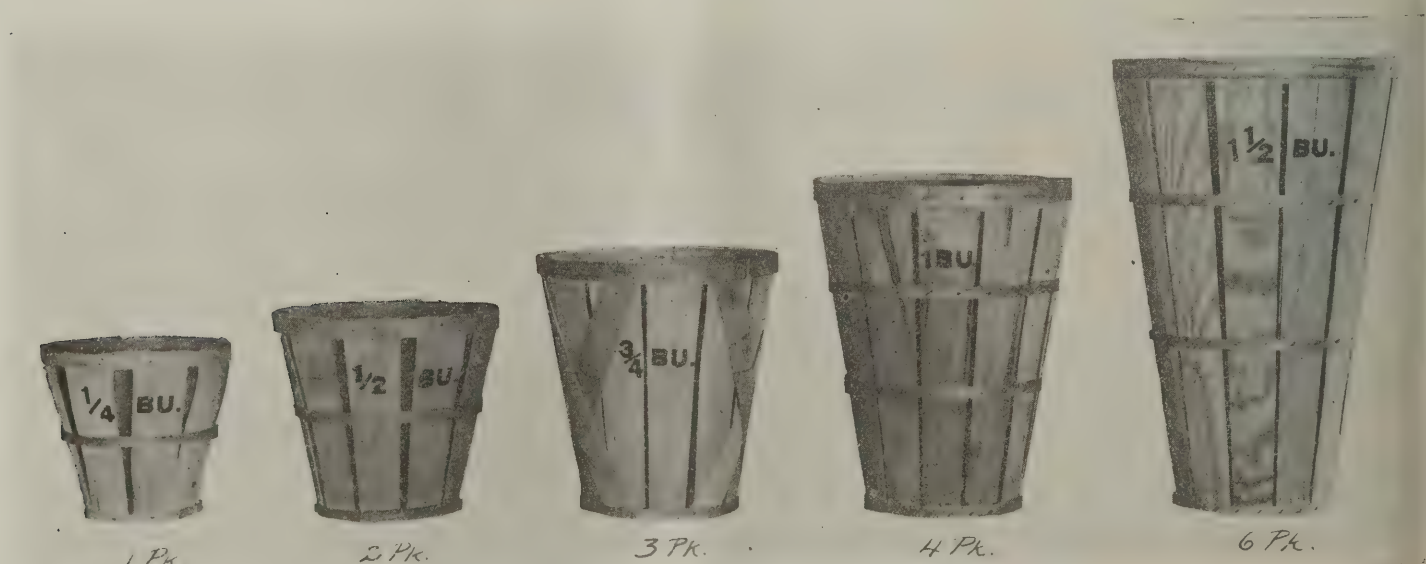
(1) The approximate inside dimensions of the top across the center shall be nine and one-half inches by sixteen inches. The approximate inside dimensions of the bottom at the corners shall be eight and one half inches by fourteen inches. The inside depth at the corners shall be five and one-half inches.

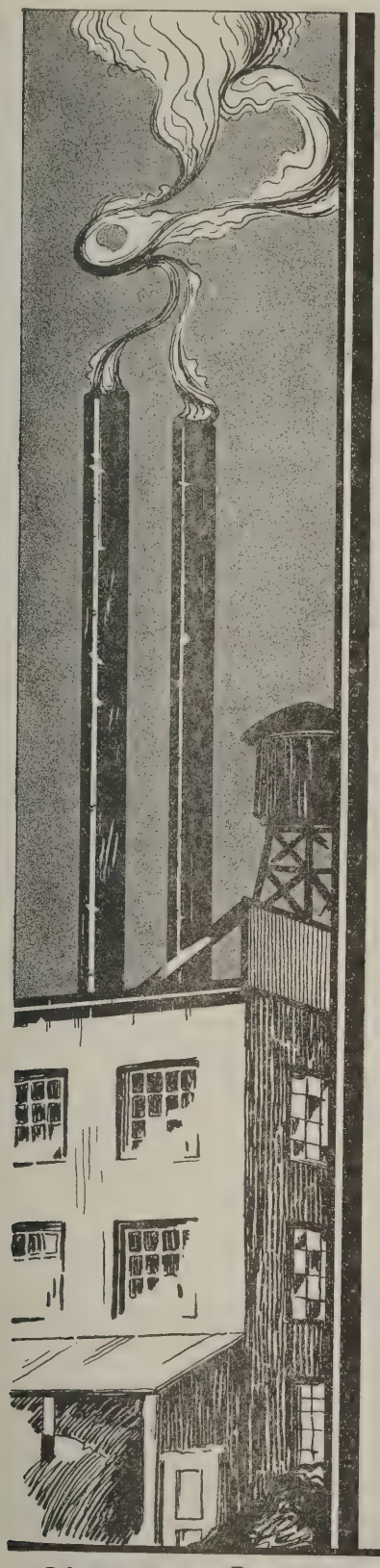
(2) The approximate inside dimensions of the top across the center shall be eleven and one-half inches by seventeen and one-half inches. The approximate inside dimensions of the bottom at the corners shall be eight and one-half inches by fourteen and one-half inches. The inside depth of the basket at the corners shall be five inches

(3) The inside dimensions of the square-cornered splint basket at the top shall be eight and five-eighths inches by seventeen and one-half inches. The inside dimensions of the bottom shall be eight inches by sixteen and three-eighths inches. The inside depth at the corners shall be five and three-fourths inches.

(d) The sixteen quart splint baskets shall contain one thousand and seventy-five and twenty-one one-hundredths cubic inches and conform to the specifications in one of the three following numbered subdivisions:

(1) The approximate inside dimensions of the top across the center shall be ten and one-half inches by eighteen and one-half inches. The approximate inside dimensions of the bottom at the corners shall be eight and one-half inches by sixteen inches. The inside depth at the corners shall be six and one-half inches.











SPRAGUE-SELLS and Peerless Canning Machinery will be the staunchest—the most efficient, durable and dependable that fine materials, experienced workmanship and sincere purpose can make them.

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From our two plants, at Buffalo and Hoopeston, we can supply practically every item of canning equipment.

Write us today for quotations on any equipment you may need, addressing your inquiry to:

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General Sales Office:

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FACTORIES:

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Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co
Hoopeston, Ill.

SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

(2) The approximate inside dimensions of the top across the center shall be eleven and one-half inches by nineteen and one-half inches. The approximate inside dimensions of the bottom at the corners shall be eight and one-half inches by sixteen and one-half inches. The inside depth at the corners shall be six inches.

(3) The inside dimensions of the square-cornered splint basket at the top shall be nine inches by nineteen inches. The inside dimensions of the bottom shall be eight and one-half inches by eighteen inches. The inside depth at the corners shall be six and five-eighths inches.

(e) The twenty-four quart splint basket shall contain one thousand six hundred and twelve and eight-tenths cubic inches and conform to the specifications in one of the three following numbered subdivisions:

(1) The approximate inside dimensions of the top across the center shall be twelve inches by twenty inches. The approximate inside dimensions of the bottom at the corners shall be ten inches by seventeen and one-half inches. The inside depth of the basket at the corners shall be seven and one-half inches.

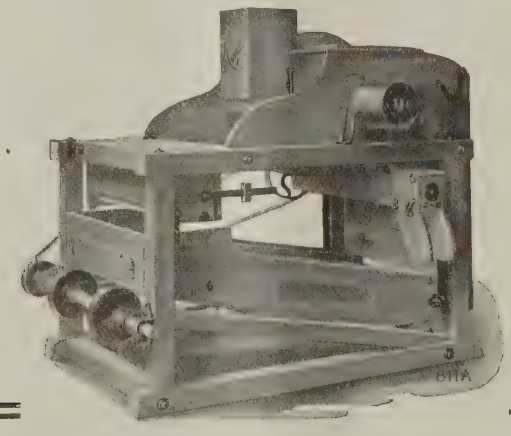
(2) The approximate inside dimensions of the top across the center shall be twelve inches by twenty-three inches. The approximate inside dimensions of the bottom at the corners shall be nine inches by nineteen inches. The inside depth of the basket at the corners shall be seven inches.

(3) The inside dimensions of the square-cornered splint basket at the top shall be ten and five-eighths inches by twenty-two and one-fourth inches. The inside dimensions of the bottom shall be nine and five-eighths inches by twenty and one-half inches. The inside depth of the basket at the corners shall be seven and one-half inches.

Section 4. That the Secretary of Agriculture shall in his regulations under this Act prescribe such tolerances as he may find necessary to allow in the capacities and specifications for hampers, round stave baskets, splint baskets and parts thereof set forth in sections 1, 2 and 3 of this Act, in order to provide for reasonable variations occurring in the course of manufacture and handling. If a cover be used upon any hamper or basket mentioned in this Act, it shall be securely fastened or attached in such a manner, subject to the regulations of the Secretary of Agriculture, as not to reduce the capacity of such hamper or basket below that prescribed therefor; provided, that the provisions in Sections 1, 2 and 3 of this Act, covering specifications and dimensions, shall apply only to hampers and baskets made of wood or of which wood is the principal material; but hampers and baskets which are not made of wood or of which wood is not the principal material shall not depart from the respective capacities therein prescribed.

Section 5. That in order to provide for the more economical use of space in packing or transportation, or for the greater conservation of material or labor in manufacture or handling, or of the contents in course of shipment, or for developments in construction and design of hampers, round stave baskets, and splint baskets for fruits and vegetables, the Secretary of Agriculture, whenever he finds it necessary, may in his regulations prescribe specifications with respect to the dimensions thereof for such hampers, round stave baskets and splint baskets, in addition to those set forth in Sections 1, 2 and 3 of this Act, but not departing from the respective capacities therein prescribed, and shall prescribe such tolerances as he may find necessary to allow with respect to such specifications in order to provide for reasonable variations occurring in the course of manufacture and handling.

Section 6. That it shall be unlawful to manufacture for sale or shipment, sell, offer for sale, or ship, or to import, or cause to be imported into the continental United States hampers, round stave baskets, or splint baskets for fruits or vegetables, either filled or unfilled, or parts of such hampers, round stave baskets, or splint baskets that do not comply with this Act; provided, that this Act shall not apply to climax baskets, berry boxes and till baskets which comply with the provisions of the Act approved August 31, 1916, entitled "An Act to fix standards for climax baskets for grapes and other fruits and vegetables, and fix standards for baskets and other containers for small fruits, berries and vegetables, and for other purposes" (Thirty-ninth United States Statutes at Large, page 675), and the regulations thereunder. Any individual, partnership, association or corporation that willfully violates this section shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine not exceeding $500; provided, further, that no person shall be prosecuted under the provisions of this Act when he can establish a guaranty signed by the manufacturer, wholesaler, shipper or other party residing within the United States from whom the hampers, round stave baskets, or splint baskets, as defined in this Act, were purchased, to the effect that said hampers, round stave baskets, or splint bas-



Without Fear or Favor.

The MONITOR Pea Recleaner faithfully through every minute of the run, takes out splits and skins. Forenoon or afternoon or late night runs, its there on the job doing its work. *It gets them.* There is no question about it. *It gets them.* Maybe your hand pickers do and maybe they do not. On the start, perhaps they do but how about it when they get tired and careless. Can you afford to take the chance. You know what it means when a bunch of splits and skins show up in the can. They need not. Its up to you.



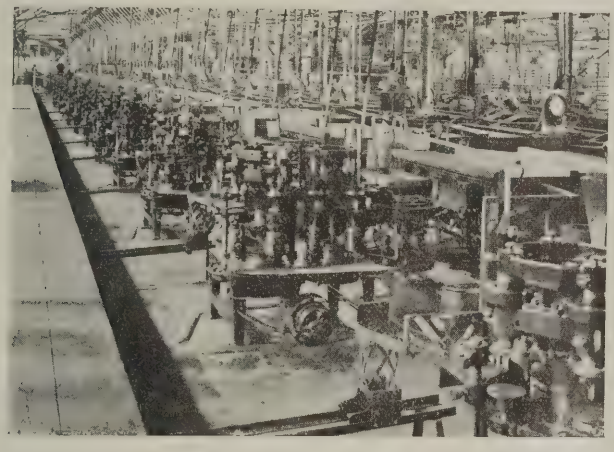
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"BLISS-PACIFIC" No. 81 Double Seamer





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SALES OFFICES { DETROIT Dime Bank Bldg. | CLEVELAND Cleveland Discount Bldg. | CHICAGO Peoples Gas Bldg. | PITTSBURGH Oliver Bldg. | ST LOUIS Boatmen's Bank Bldg. | BUFFALO Marine Bank Bldg. | CINCINNATI Union Trust Bldg. | NEW HAVEN Second Nat'l Bank Bldg.

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Smallest seeded canners' variety in existence.
Runs 1000 more seed to the pound than Alaska.
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BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

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Chicago

kets are correct within the meaning of this Act. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of the hampers, round stave baskets or splint baskets to such person, and in such case such party or parties making such sale shall he amenable to the prosecution, fines and other penalties which would attach in due course under the provisions of this Act to the person who made the purchase.

Section 7. That any hamper, round stave basket or splint basket for fruits or vegetables, whether filled or unfilled, or parts of such hampers, round stave baskets or splint baskets, not complying with this Act, which shall be manufactured for sale or shipment, offered for sale, sold, shipped or imported, may be proceeded against in any district court of the United States within the district where the same shall be found and may be seized for confiscation by a process of libel for condemnation. Upon request, the person entitled shall be permitted to retain or take possession of the contnts of such hampers or baskets, but, in the absence of such request or when the perishable nature of such contents make such action immediately necessary, the same shall be disposed of by destruction or sale, as the court or a judge thereof may direct. If such hampers, round stave baskets, splint baskets, or parts thereof be found in such proceeding to be contrary to this Act, the same shall be disposed of by destruction, except that the court may by order direct that such hampers, baskets, or parts thereof be returned to the owner thereof, or sold, upon the payment of the costs of such proceeding and the execution and delivery of a good and sufficient bond to the effect that such hampers, baskets or parts thereof shall not be sold or otherwise disposed of or used contrary to law. The proceeds of any sale under this section, less legal costs and charge, shall be paid over to the person entitled thereto. The proceedings in such seizure cases shall conform as near as may be to the proceedings in admiralty, except that either party may demand trial by jury of any issue of fact joined in such cases, and all such proceedings shall be at the suit and in the name of the United States.

Section 8. That this Act shall not prohibit the manufacture for sale or shipment, offer for sale, sale, or shipment of hampers, round stave baskets, splint baskets or parts thereof to any foreign country in accordance with the specifications of a foreign consignee or customer not contrary to the law of such foreign country; nor shall this Act prevent the manufacture or use of banana hampers of the shape and character now in commercial use as shipping containers for bananas.

Section 9. That it shall be the duty of each United States district attorney to whom satisfactory evidence of any violation of this Act is presented to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States in his district for the enforcement of the provisions of this Act.

Section 10. That the Secretary of Agriculture shall prescribe such regulations as he may find necessary for carrying into effect the provisions of this Act, and shall cause such examinations and tests to be made as may be necessary in order to determine whether hampers, round stave baskets and splint baskets, or parts thereof, subject to this Act, meet its requirements, and may take samples of such hampers, baskets, or parts thereof, the cost of which samples, upon request shall be paid to the person entitled.

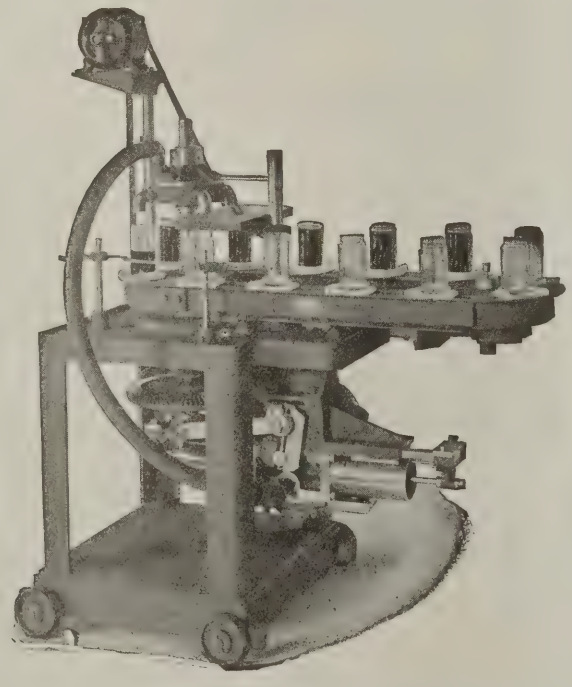
Section 11. That for carrying out the purposes of this Act the Secretary of Agriculture is authorized to co-operate with State, county and municipal authorities, manufacturers, dealers and shippers, to employ such persons and means, and to pay such expenses, including rent, printing, publications, and the purchase of supplies and equipment in the District f Columbia and elsewhere, as he shall find to be necessary, for which purposes the sum of $10,000 is hereby authorized to be appropriated, out of any money in the Treasury not otherwise appropriated, available immediately and until expended.

Section 12. That Sections 6 and 7 of this Act shall become effective at but not before the expiration of one year following the first day of November next succeeding the passage of this Act.

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PISTON TYPE VISCO

Years of service in preserve plants throughout the country prove all that we claim for this machine.

It's a machine you can rely on to stand up under hard and continual usage during the rush of the season.

No break-downs and repairs to cause expensive delays in the pack.

Its accuracy and cleanliness are permanent.

It can be used to fill so many different products that it is seldom idle.

Fills preserves, jelly, jam, mustard, salad dressing, syrups, honey, etc.

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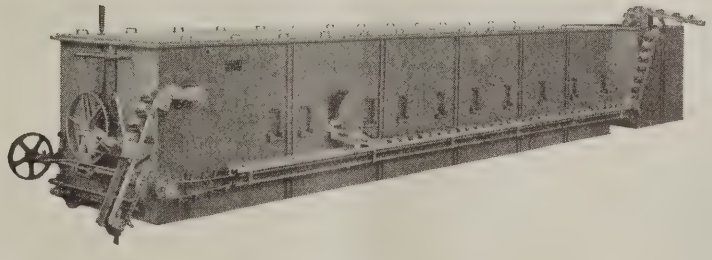
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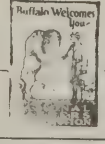
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Quantity production without the sacrifice of quality—the one largely determining profits, the other reputation—both obtainable to the highest degree only with one method of cooking—*the dependable A-B way.*

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AUSTRALIA BIDS FOR FAR EAST CANNED FOODS TRADE

HOW the Far East regards American canned fruit is strikingly illustrated in a report of the Australian Trade Commissioner at Singapore, a copy of which has been received by the Department of Commerce from the American Trade Commissioner at Melbourne. The Australian Commissioner states that the greatest difficulty which Australia will have to encounter in the attempt to reach the preserved fruit markets is the strong position held by American canners. "I doubt," he asserts, "if there is a city in India, Malaya or Java where their brands are not on sale." He states that in Singapore, at all events, Australia can compete with America on the question of price, and that a small Australian-British firm has compelled American exporters to Singapore to send special grades to counter their bid for the trade there, though he adds that it is doubtful whether this firm, single-handed, can make any impression on the well-organized American trade over any considerable area. To win, he states, Australia will have to pack and price attractively and come level on credit terms and spend money liberally on advertising, and that if Australian private concerns are not strong enough individually to put up an effort to establish Australian fruit trade in the Far East, it might be possible for the Victorian and New South Wales Government canneries to do so. He also advocates the establishment of a purely Australian brand.

FRENCH OYSTER MORTALITY RATE HIGH

THE French oyster industry is passing through the most turbulent period it has experienced since its development in France. During the past three years, in spite of the efforts of the Government, there has spread through the oyster beds a disease which has been impossible to check and which threatens practically to destroy the entire French oyster fields. Commercial Attache Chester Lloyd Jones, Paris, France, informs the Department of Commerce that various explanations for this disease have been given, such as the neglect of the oyster beds during the war, the alteration of water currents, and the existence of a destructive mushroom growth in the beds. Between 1919 and 1922 the officials estimate that between 50 and 60 per cent of the oysters in the French beds died. In addition, in 1922 and early spring followed by frosts destroyed large numbers of young oysters. The re-establishment of the industry will, it is estimated, take at least three years. The French Parliament, before its dissolution in the summer of 1923, made an appropriation of a million and a half francs for this purpose. It is planned also to request legislation to regulate the granting of concessions for the exploitation of the beds. In replanting, Dutch stock is to be used.

DUTCH FIND BIG PROFIT IN CANNED FOODS

IF the proper kind of distributors are secured, it is believed that American caaned foods would enjoy a more extensive sale throughout Holland, according to Philip E. McKenney, of the Department of Commerce staff at the Hague, Netherlands. Many Dutch dealers demand so great a profit on these products as to boost the retail price out of reach of the majority of consumers. For instance, canned American peaches are retailing in the Hague at 1.25 florins, or approximately 50 cents a can, and canned apricots and pears of American origin are selling at 1.25 to 1.40 florins, respectively. These prices seem to be too high, in McKenney'e opinion, even after taking into consideration various factors of freight, insurance, commission, etc., that enter into the price.

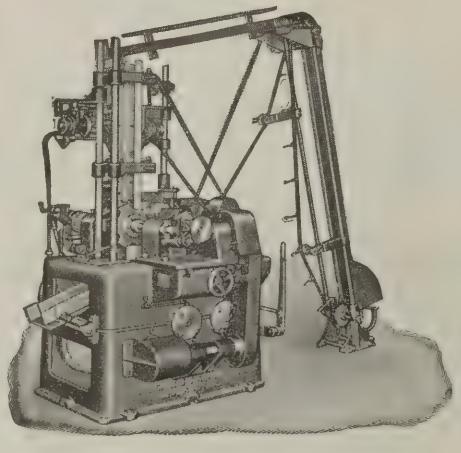
DEWALCO PRODUCTS ON THE COAST

THE Dewey and Almy Chemical Co., Cambridge, Mass., has recently purchased a site at East 8th street and 40th avenue, Oakland, Cal., where it is now erecting a branch factory, which will be in operation early in January. Mr. J. R. Smith is leaving the home office shortly to take entire charge of sales for the Pacific Coast territory.

The Dewey and Almy Chemical Co. is already favorably known to the Western packers and can manufacturers through its Dewalco Lining Compound, used for sealing sanitary cans. It is now establishing this branch factory in order to give still better service to its large and constantly increasing list of friends.

The Dewalco products manufactured by Dewey and Almy Chemical Co. include rubber cement lining compound, seam dopes, crystal and liquid soldering fluxes, cork-tex liners, pick-up gums for Burt or Knapp labeling machines, dry cold water paste and gold seal tin paste.

ATOMATIC DOUBLE SEAMING MACHINE WITH END FEED.



This completely automatic machine double seams or crimps ends on all types of round tin or paper cans at a rate of 60 to 75 per minute. It is equipped with automatic feed for ends either straight or curled flanges and has a range of adjustment for 1-½'' to 4¼'' in dia. by 1-¾'' to 6'' in height. The seaming rolls and chucks may be universally adjusted with housings, thereby maintaining perfect alignment when changing for sizes.

This Seamer is equipped with brake which is applied automatically when the drive is disengaged. The chuck spindles are equipped with a positive device which prevents bodies or ends from being double seamed over the chuck. The high speed bearings are fitted with bronze bushings and all parts subject to wear are of hardened tool steel.

The machine is not only adapted for sanitary cans, but also may be used for general line work and operated in connection with our automatic Beader and Flanger. Our No. 20 Double Seamer is furnished for gallon cans and other larger work.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	Out	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard. No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2		
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.45	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	2.90	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz.	....	37.00
Flats, ½ lb, case 4 doz.	....	20.00
Flats, ¼ lb.	....	13.25

OYSTERS*

Standards 5 oz.	1.50	1.40
Standards, 4 oz.	....	¶1.35
Standards, 10 oz.	3.00	2.80
Standards, 8 oz.	Out	¶2.60
Selects, 6 oz.	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, DECEMBER 31, 1923

WEEKLY REVIEW

The Market Quiet—Efforts to Buy Tomatoes at Below Market Prices Fail—The Best Year the Industry Ever Had, to Be Followed in 1924 by a Better One—Quality the Proven Friend of Canners.

THE TIME OF RECKONING—We were asked today why all business seemed to be marking time— taking it easy, as if waiting for something—and we replied that that is just what all hands are doing—putting off everything that can be put off until the new year comes. Not only in canned foods, but in every line of industry only such orders as are imperative are being placed, while the rag-tag ends of the old year are being gathered together and accounting made of all that has been done. The only comment we could induce upon the canned foods market was to the effect that some buyers seemed anxious to get No. 2 standard tomatoes at 90c, but that no canners seemed willing to meet the price. There are probably some quiet deals being made, taking over blocks of tomatoes at market prices, to be billed and shipped after the first, but it is hard to find anyone willing to admit it—that is, among the sellers. They all say they are not doing it. The week has been a short one, most houses having closed down from Saturday to Wednesday, and the balance of the week might as well have been made a holiday, for it has been spent pretty much after the fashion of the "stenog's" vacation—one week in preparation, when no material work is done nor expected; one week of vacation, and the following week to rest up and recover from the vacation.

WHAT OF 1924—On this last day of the old year we should, possibly, cast up all that has happened during the past 364 days; but somehow or other we have never been able to enthuse over that game of "past history." Possibly this is because we are intensely busy compiling these statistics for the annual almanac, where they are always handy at any time of the year, and in their most serviceable form. We should, of course, guide our course in 1924 upon the wisdom learned through the experiences of 1923, but if you have not learned, through dint of hard knocks, you will have small chance of learning through a recounting in type.

A look back upon the year's activities, however, is most encouraging in its promises for business in 1924. Secretary of Commerce Herbert Hoover, in speaking of the economic prospects of 1924, will say in his January 1st message to the world: "In 1923 the United States has witnessed the highest total productivity and movement of commodities since the war, with full employment, high real wages, greatly increased savings, large additions to home buildings, and the largest increase in railway equipment since the war. The whole has been accompanied by a remarkable absence of speculation, consequent over-accumulation of consumable goods, or dangerous expansion of credit. As we are not in a boom, we can expect freedom from a slump." And * * * "Taking the country as a whole, we never in history have enjoyed a higher standard of living and comfort, nor so great a degree of commercial and industrial efficiency as today, or so wide an understanding of the forces which control the ebb and flow of business. As severe as the situation is in the worst of the agricultural States, yet the disparity between agricultural prices, as a whole, and industrial commodities is gradually lessening, and the economic balance is tending to right itself." And the Secretary goes on to show that the production in 1923 surpassed that of 1922 by 40 per cent in iron and steel, 50 per cent in copper, 60 per cent in automobiles, 15 per cent in rubber tires, 10 per cent in lumber, 20 per cent in cement, 20 per cent in sanitary ware, and by about 10 per cent in leather, while textiles remained just about the same. On the other hand, agricultural products showed but a very small increase in 1923 over 1922, cotton and cereals about 3 per cent, pork products 20 per cent, and beef but 5 per cent, with only a slight increase in dairy products. Considering the wonderful increase in almost every line of business, and the evident added expenditures, it is astounding that the farm products should have found themselves in such poor condition, with only such slight increases in production. As the Secretary says, the scales are beginning to balance, and we may expect to see the farmer moving up onto a more equal basis with other producers of the country during 1924; and this merely adds to the brightness of the prospects.

To complete this pleasant picture and bring the matter more nearly home, we have merely to mention that the canning industry has been through its most prosperous year. The year began with clean decks in canners' warehouses, and, almost without exception, the packs of all articles were of good size, if not records, and yet the end of the year saw them moved out into consumption and at fair prices. In fact, no year may be found when the goods moved out more rapidly or more steadily, and with less unfavorable fluctuations in the price market, or with less trouble to the canners. We are not unmindful of the war years and the feverish demand; but in those years, while prices were running riot, so were costs and the trouble of Governmental interference. The year 1923 was a whole lot more satisfactory in every way than any of those war years, and it leaves the industry facing 1924 with every prospect of continued satisfactory conditions and no serious doubts or disturbing possibilities, as were the case during the war. So the year may be written down as the best the canning industry has ever seen, only exceeded by the prospects for 1924. The result is mainly ascribable to the packing of quality goods, and this fact should be written large in the mind of every canner. You have been shown how the trick can be done—now do not forget it. Pack quality in 1924 and you may rest easy as to the results. Neglect this all-important feature, pack for a price—pack as was done during the war on the basis of "anything will sell"—and you will find the goods packing up in your warehouse, sales falling off and the prices with them, and, because the production in 1924 promises to break all records, a worse demoralization than we have yet seen in the industry.

The case is clear cut and unmistakable, and the canners hold their destiny in their own hands. They can pack quality and go on to heighths yet unreached, with demand overlapping demand and the prices showing good profits. Or they can throw quality to the winds, pack the goods in a careless, indifferent manner, and see demand go off, prices drop down below costs, and troubles without end beset them. Resolutions are not necessary in a case like this—it merely requires common horse-sense, and we have confidence in the canners that they will choose the better course.

THE MARKET—As we have said at the beginning, there has been little or no market this week. The jobbers do not care to add to their holdings until they have made their inventories; some buyers would cover their wants of the future if they could induce the canners to part with the goods now, at concessions, and to be billed and shipped later. But the canners, seeing better demand and better prices in the early months of the new year, are determined to wait for them. They are making no mistake in this. They should employ the same tactics in the selling of their futures—first know the costs, then name a price which will net them a profit, and do not be stampeded by the reports that this and that canner is selling at lower prices. Just tell such buyers to buy from those canners because you are not giving your goods away. They will buy futures quite liberally, and you will find the buyers pay your prices if you can show that you mean them. The buyers are always willing to pay fair prices for futures if they could only feel that the canners mean to maintain the prices.

We close the year without price changes in our market page and with all lines of canned foods quiet, but firm, and the feeling very hopeful. May your New Year be a happy, prosperous, contented and blessed one is our wish to each one of you.

NEW YORK MARKET

Quiet Market This Week—Light Holdings Expected From Inventories—Tomato Offerings Very Limited—Fancy Corn Well Sold Up—Practically No Spot Peas in This Market—Lower Grade Fruits Very Scarce —Name on the Label and Swells Question Keeps Interest Alive—Notes.

New York, December 28, 1923.

HOLIDAY Quiet — There was a quiet market in the local canned foods trade throughout the week, and the situation showed no material change. Distributors generally were out of the market for canned foods, owing to the nearness of the inventory period. The market was closed on Monday and Tuesday.

Expect Light Inventories—Among well-posted observers in the local market it is confidently believed that inventory this year will show jobbers with unusually light stocks on many items of canned foods. Distributors bought only in small quantities out of the 1923 packs, many of them buying just enough to fill their own future orders and carry them until the end of the year. After they have taken stock next week they will find themselves confronted with the necessity of acquiring further stocks, and they will find:

Tomatoes—In generally limited supply for shipment from both Southern and Western canneries, with prices firmly held. Remaining stocks controlled by financially strong canners who will hold the tomatoes for their own prices, even if they have to carry them clear over until the early spring trade, and

Fancy Corn—Closely sold up in first hands on both Maine and mid-Western packs, with the jobbing market having shown a 35 to 40 cents per dozen advance since the opening prices were made. Standard corn showing less firmness, but the market statistically stronger than it has been at this season of the year for several years past. Canners quoting 90 to 95 cents, f. o. b. cannery, with the top price prevailing in the majority of cases; and

Maine Sardines—More closely sold up than for many years past at this season of the year. The market firmly maintained at recent advances, with further mark-ups in prices anticipated by the time jobbers and chain-store buyers come into the market for their spring and summer requirements. Imported sardines in such small supply that they cannot plug up the gap left by the shortage of the domestic; and

Peas—The 1923 pack almost entirely cleared from canners' hands in Wisconsin and New York State. Prices have advanced considerably since the opening early in the year. Canners already have substantial volume of future business on their books at prices in most instances on a par with last year's or slightly higher than the 1923 opening basis. Southern canners' holdings depleted by a good buying movement, and the market strongly held at advances over opening prices; and

Tunafish—Prices materially higher than the opening basis, and supplies of white meat too small to take care of distributors' demands. Other grades strongly maintained, with a good distributive outlet for California pack; and

Salmon—Pinks generally well sold up, the market holding steady at $1.25, f. o. b. Seattle. Chums so well sold up in first hands that remaining stocks are no real factor in the situation. Reds showing increasing firmness, with most holders quoting $2.35, and the prospective pack outlook bearish as to output and bullish as to price, owing to the recent Government fishing restructions, which will apply during the 1924 packing season in Alaska; and

California Fruit—Holdings in very light supply, particularly on the lower grades of peaches, which have been heaviest in demand. Distributors' stocks of fruits also rather light for this season of the year, and re-sale offerings in jobbing markets small in volume and high in price. Difficulty will probably be experienced by private label wholesale grocers in securing assortments for their spring and summer trading, and canners are talking higher prices all along the line. No. 10 pie fruits for the bakery and restaurant trade are strongly held in price and in small supply; and

Private Labels Menaced—By a bill pending in Congress, which provides for amendment of the Federal Foods and Drug Act to provide that the name and address of the canner be marked upon the label of canned foods distributed by private brands. This bill evidently has the backing, moral at least, of canners and specialty manufacturers who cannot see the distributors' right to compete directly with the producer by using the producers' quality products to push a house brand.

Swells—Question still definitely unsettled, although both canners and wholesale grocers are still strenuously engaged in lining up support for their own pet ideas for handling swells claims. To date, according to the National Wholesale Grocers' Association, the New England States, New York, Florida, Nebraska, Iowa and Illinois food officials have gone on record as prohibiting the return of spoiled and swelled canned foods to central warehouses, holding instead that they must be promptly destroyed where and when found. Question arousing bad feeling between canners and wholesale grocers; and

Canned Foods Week—Plans by canners and machinery men maturing for big campaign during 1924 Canned Foods Week. Support by wholesale grocery trade on large scale rather dubious owing to bad feeling engendered by swells settlement controversy. Probable, however, that talk of non-support by jobbers is just talk, and nothing more, as the wholesale grocers have just as much to gain as the canners by a successful 1924 Canned Foods Week.

The Convention—The above, in brief, summarizes the market situations on the last day of the year 1924. What the situation will be three months from now many in the trade believe they know. What it will be a year from now, many of them, particularly canners who must shortly plan for their 1924 operations, would give a lot to know. The convention of the canning and brokerage organizations in Buffalo during January is now engrossing the attention of the trade, and it is probable that there will be an unusually large turnout for the event. Canners this year have more to go for (and in truth more to go on) than they have had for several years. Jobbers have both more to go on and for, and the brokerage fraternity is vitally interested in what comes out of the '24 convention. It is probable that the Conference Committee representing the jobbers and the canners will "go to the mat" on the warehouse plan, with the brokers necessarily maintaining a strict neutrality.

Personal Items—There have been very few visitors along the Street this week, as is usually the case during Christmas week.

John Wilbur and Lew Hake, comprising the new brokerage firm of Wilbur & Hake, with offices at 100 Hudson street, have returned from a trip to California, and will start their business with several good accounts on hand.

Frank Reynolds, of B. O. Bowers Co., well-known sardine and shrimp commission merchants, spent the holidays at his family home in Baltimore.

Carl Weisl, well-known Philadelphia broker, was along Hudson street during the week, having just returned from a trip to California.

CHICAGO MARKET

Retailers Busy—General Business in Very Good Condition—Industry Never in Better Condition Than the Present—Jobbers' Stock Low—Heavy Buying Looked For—The Apple Canners Showed Wisdom—Canned Fish Dull—Good Winter Weather Will Help.

Chicago, December 28, 1923.

BUSINESS in canned foods during the past week has been confined almost all together to the distribution to consumers by the retail trade. Retailers state that they are enjoying the largest volume of business they have ever previously known.

Consumers seem to have plenty of money with which to buy food and are spending it freely—not only for necessities, but for luxuries. Conditions of employment in Chicago and vicinity have been almost perfect for several months past, and no one who wanted to work was compelled to remain idle.

Savings bank deposits in Chicago for the year past have exceeded those of any in the history of the city. This is not solely attributable to the fact that employment has been plentiful, but to the fact that the 7,000 saloons in the city have been practically closed for a year or more, and the money which formerly went into the saloonkeeper's cash drawer has gone into the savings banks and is being spent for the purchase of food and of life's necessities.

The situation in relation to canned foods in the Central West at the close of the year is the most propitious that the industry has ever known, for although production has been large in the three great vegetable staples— corn, peas and tomatoes—sales have also been large, and the surplus, after filling orders, remaining in first or canners' hands, is small and is inadequate to supply the normal demand for winter and spring trade. Stocks in the hands of wholesale grocers are also limited. The buying of futures by wholesale grocers was not large, but was very general, and all wholesale grocers, to a great or less extent, bought a considerable quantity of canned foods for future delivery and have received them and have distributed them to the retail trade.

The stocks of canned foods remaining in wholesale grocers' hands are lower than usual, and, in fact, so low that they must be replenished shortly after the first of January if wholesale grocers intend to remain in the canned foods business.

Stocks of canned foods in the hands of retail grocers at the conclusion of the year and after the holidays are over will be small, and they will have to buy freely from wholesale grocers in order to fill up their shelves.

This general situation is applicable not only to the three great staples—corn, peas and tomatoes—but all other kinds of canned foods. Fancy and choice California canned foods are exceedingly scarce. Michigan fruits have sold freely, and there are none scarcely to be had in first hands and but few in second hands. The only article in canned fruits that might be said to be in full supply is that of canned apples.

The crop of apples has been heavy in nearly all the apple-producing States excepting New York State, where the crop was poor, but it is estimated by the Department of Agriculture that the crop of apples this year in the United States is larger than for many years.

However, canners have been advised as to this fact, and knowing that a great many apples would be carried in barrels and cold storage for the use of bakers and consumers, the canners have not packed very many apples, and will not do so from the fact that prices are so low that there is no profit in canning apples. Most of the canners of apples have closed down for the season and will put no more apples into cans.

The canned fish situation is dull. Salmon, shrimps, oysters and sardines are all moving very slowly. Dealers say that this is attributable to the high prices prevailing.

Canned fish sell well when fresh meats are high in price, but just at present fresh pork is cheaper in the market than at any time since 1913, and fresh beef is 25 per cent to 30 per cent cheaper than it was two years ago. Consequently the people do not find canned fish as compared with fresh meats economical.

The price on No. 1 tall red Alaska salmon, which is being firmly held on the Coast at $2.35, is very much higher than it was ten or twelve years ago. This accounts for the fact that pinks and chums in salmon have sold freely, while red Alaska No. 1 tall has sold very slowly. Prices in American sardines have advanced so that quarters, keyless, in oil, are now being held at $4.75 per 100 cans in Maine canneries, as compared with $2.75 to $3.25 last year.

This is not the canners' fault, because the run of fish was very small and the catch small, and therefore, the cost was high, but it makes the article slow and difficult of sale at the price.

California canned fruits are in great demand and supply for the fancy and choice grades of fruit, but the grades of canned fruits from standard to pie are dull, and there is but little demand for those grades in cans of any size. The demand for California fruits in lower grades will possibly improve at the beginning of the year, as they have been purchased in a very limited way.

One cause of recent dullness in the canned foods market is that we have had no winter weather so far to speak of in the Central West. The weather has been exceedingly springlike and has permitted the outdoor exposure and open sale of all kinds of fruits and vegetables, without risk of freezing, and their safe transportation to the markets. This situation has inveighed against a large sale of canned products.

The weather prophets are predicting severe weather for January, February and the spring months, and it is quite possible that cold weather will bring about an active distribution of all canned foods.

ST. LOUIS MARKET

Market Waits—Future Peas Selling—Spots Quiet—Not Much Doing in Tomatoes—Corn Quiet, but Firm—Market on Fruits Disappointing—Inventories Are Holding Up Much Business—Miscellaneous.

St. Louis, December 27, 1923.

MARKET Waits—Canned foods trading has practically stopped until after the first of the year. Occasionally there are a few sales. What is done is largely of the pick-up variety. Several distributors have been in the market for canned fruits and other canned goods which might be obtained at price concessions from buyers anxious to unload before the end of the year, but there was not much business done.

With the jobbing trade planning to take stock during the first week in January, they are naturally holding down their stocks as much as possible. Only immediate requirements on any item are being bought. This condition is usual for this time of the year, but the dullness is more pronounced this year than in former years.

Peas—Thus far future trading has been largely confined to Wisconsin peas. The largest jobbers have covered or are considering a part of their requirements, but prefer to purchase standards in straight lots rather than in assortments. Spot peas are firm in all grades, and offerings are light. Cheap old packs in standard grades would sell, but this grade is scarce. What is left of this stock is being held for full prices or advances later on. Futures are held in check in the same, way as jobbers desire to do better than present opening prices. Canners do not care to sell their standards straight.

Tomatoes—Not much has been done during the past week in tomatoes. Distributors are well stocked up and do not except to do much until after their inventories are completed. Canners in the South will not quote below listed prices preferring to hold their packs for a later market. California packers are of the same opinion. Futures are in such an unsettled state that little attention is paid to them.

Corn—There is a quietness in corn. The firmness in tone is surprising considering the large pack. It is also surprising that such moderate stocks are in first hands. Fancy and standards are being bought more for immediate needs than for later use. Packers are not worrying in regard to this and will not shade prices.

Miscellaneous—The spinach market is steady. Asparagus demand is light, but the market is steady on all grades and sizes.

Fruits—All offerings in fruits are quiet. For such an important classification this is disappointing. Spot offerings, even of standard packs of known brands, are sold under values by some operators. This has a weakening effect on prices and has a tendency to limit buying. California canners are not urging sales. There is a steady demand reported on cling peaches, but trading is confined to small quantities. Pineapple is steady. Apricots are quiet. Cherries and pears are both showing a steady basis. Local jobbers, it is said, have not surplus stocks. No. 10 pie fruits of all kinds are steady, with a fair demand for small lots reported.

Milk—With the nearness of the inventorying season now only a few days distant, buyers of condensed and evaporated milk are holding down purchases, but selling pressure has lightened despite this market condition. Weak holdings of case goods have apparently been well cleaned, and holders on spot are now showing more of a willingness to carry their goods over, if need be, to get the regular asking prices.

Fish—A-1 grades of Maine sardines are showing strength. The demand is quiet just at present, but canners are confident of disposing of any stocks they may have early next year at present or even higher prices. There is little interest shown in salmon during the past week, and the spot price basis remained unchanged.

CALIFORNIA MARKET

The Retail Holiday Demand Causes Slow Market—Deep Impression on New Pack Results From Lower Prices—The Cold Weather Damages Oranges and Olives—An Improvement as to Color and Flavor Made in Spinach—Fig Canning Growing—Some Coast Notes.

San Francisco, December 22, 1923.

VERY little business has been done by canned foods interests during the past couple of weeks, and no marked activity is anticipated until after the first of the year. The retail trade is too busy taking care of the holiday demand to pay much attention to buying, except where absolutely necessary, and jobbers are letting their stocks run low, so as to have as light an inventory as possible. Canners are making no attempts to force sales, and general confidence is being expressed that a very close cleanup will be made. The expert demand has been limited this season, but the domestic demand has been stimulated by the lower prices quoted on the new pack, and has not only absorbed the carry-over from last year, but has made deep inroads into the new pack. The outlook for business during the next few months is considered very promising, with higher prices ruling on some lines.

Rain Needed—Weather conditions during the past few months have scarcely been to the liking of California farmers, and rainfall to date is far below normal. December was ushered in by a cold snap, and a heavy wind in the southern part of the State, which did considerable damage to oranges and olives. It was followed by light rains, but these have been barely sufficient to enable farmers to start ploughing operations, and the present prospects for an adequate water supply are not favorable. However, there may be heavy storms early in year to relieve the situation.

New Spinach—While some business has been booked on new pack spinach at the prices named recently by various interests, orders have not been especially large, and most buyers express a desire to wait until later to anticipate their requirements. The California Packing Corporation has not announced opening prices, and is not preparing to bring these out immediately, according to present plans. Last season's pack has been fairly well cleaned up, as far as first hands are concerned, and a large pack is being prepared for. The pack of 1923 was of good quality, despite the unfavorable growing season, due largely to the great care exercised by canners in handling it. Blanching is now done under water instead of in the open, and the color and flavor of the California pack has been greatly improved, as a general rule.

Peas—Considerable interest is being taken in California and Utah peas at the opening prices announced recently by the California Packing Corporation, and it is expected that the estimated pack will be sold up shortly. The output in these States is not heavy, under the best of conditions, and is not enough to fill the Far Western demand.

Statistics Wanted—The Canners' League of California has sent requests to all members for pack statistics covering the 1923 output, and Secretary Preston McKinney hopes to have these complete early in the year. Statistics on peas, asparagus and spinach were made public several months ago, and the ones now sought are largely on fruits, although tomatoes, string beans and miscellaneous vegetables will be included.

Fig Canning—The acreage of canning figs coming into bearing has caused several established canning companies to turn their attention to this fruit, and from now on a very marked increase in the pack is expected yearly. The Pacific Pea Packing Co., of Oakdale, Cal., put up an experimental pack of Kadota figs this year, and is sending samples to jobbers to acquaint them with the product. Up to the present time this fig has been packed largely in glass, and the demand has been such that the output has been absorbed without difficulty. With the increase in the quantity of the fruit available for packing a considerable part of the output will be marketed in tins.

Hawawiian Pineapple—An increased output of canned pineapple is expected in the Hawaiian Islands in 1924, owing to an increased acreage in bearing and improved cultured methods. The Eckart paper mulch process is now in use on a commercial scale and gives promise of becoming general. The Hawaiian Pineapple Co., Ltd., holds the exclusive right to process in the growing of pineapples in the territory, and many growers have signed contracts for licenses to use it. Early in 1923 the Hawaiian Pineapple Co., Ltd., announced that $25 an acre would be charged other growers, this being for the life of the plants, but this was later reduced to $12.50 for a limited period. Exhaustive experiments have led to the belief that production can be increased about 40 per cent by the mulching process, with a marked saving in labor costs. Several thousand acres were placed under mulch during the recent fall planting season under the sub-license plan, according to advices from the Islands.

Olives—The agricultural experiment station of the University of California has issued a bulletin by W. V. Cruess and E. H. Guthier, of the Division of Viticulture and Fruit Products, on the results of studies made of some of the problems experienced by picklers of California olives. Since the beginning of the ripe olive industry in this State a loss of fruit has been suffered during the pickling season because of bacterial decomposition, losses from this source having amounted to as much as $75,000 in a season. According to the results of the investigations, the trouble is caused by gas-forming and other bacteria which are present on the surface of the fresh fruit.

MAINE MARKET

Lumber Crews Waiting for Snow—Business Drags—The Corn Market Unchanged, Because There Is No Corn Here—The Apple Season Is Over—Getting Busy With Canned Foods Week.

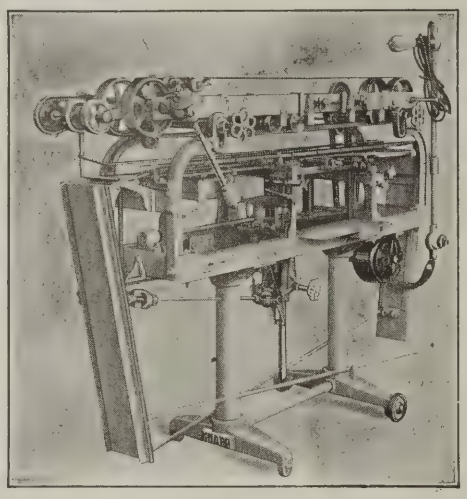
Portland, Me., December 28, 1923.

LOCAL trading is very dull, and while a certain quiet period is expected just at this time, the present week seems to be falling behind other seasons. As usual, the weather is having to take the blame, the lack of snow making a serious delay in carrying on the regular winter business. Lumber men have crews ready for the woods, but are not able to operate to any extent until snow comes; and since the passing of the old lumbering menu of beans and bacon, the business of supplying stores for the quartermaster of a big lumber company is a considerable item in the jobbers' December volume. Lumber camps are now large users of all kinds of staple groceries and of canned goods in surprising quantities, and the delay in this business is felt in local jobbing circles.

There is no change in the Maine canned corn market, for the reason that there is practically no corn on hand. There are still a few lots held in first hands, but as these have now been shipped into winter storage, they will not be offered until the spring season, unless the demand becomes so urgent that prices advance before that time. Golden Bantam corn, at last reports, was easily bringing $2.00, although today it is difficult to locate any that can be bought at this price. Crosby is worth $1.65 to $1.75. All of the holdings now are limited to the No. 2 cut style of both varieties, with possibly a very little No. 10 Bantam ear corn at $7.00.

The apple season has closed for this winter, and probably every case has been shipped out to the trade by this time. Maine apples at $3.50 was a very good buy, and as the season progressed and the condition of the fresh fruit market and of the fruit itself became known, buyers took hold of the proposition readily. Despite the fact that the fruit generally was rather poor this season, the local canners were able, by a little extra care and expense in handling, to produce some very nice canned apples.

The local committee for Canned Foods Week has been named and is already at work outlining the campaign for 1924. Active canvass of the jobbers and retailers will be made immediately after the convention, and the movement will doubtless have even greater support than in 1923.



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SMILE AWHILE

ONCE WAS ENOUGH

There's a suburban home whose owner's principal delight is keeping it spick and span. After dinner he and a guest were smoking on the lawn. The guest, after lighting his cigar, threw the burned match to the ground.

"Oh, I wouldn't do that, George," said the host.

"Why not?"

"It spoils the appearance of everything," was the answer. "It's just those little things that make a place look bad."

The guest smoked his cigar in silence for a few minutes; then, without a word, got up, walked down the road and disappeared. He returned in a short time.

His host asked: "Where've you been, George?"

"Oh, I just went down to spit in the river," said George.—Chicago Tribune.

THAT'S WHO'S BOSS

Kriss—So you told your wife that you were going to be boss of the home?

Kross—You bet I did! And after that she never does anything unless she tells me about it afterwards.

O'ER THE DEEP BLUE SEA

Gish—Yes, madam, I'd like to see all these ultra-modern women on an island in mid-ocean.

Madam—Oh, sensible young man! Are you in the church?

Gish—No. madam, in the Navy.

SHOULD SAY HE WAS!

She was a dainty young thing, dressed in the latest fashion, and as she tripped into the room the office boy gasped, then grinned, as she came to a standstill before him.

"Could you tell me if Mr. Jenkins is in?" she asked.

The boy nodded and pointed vaguely over his shoulder at the open door.

The girl hesitated for a moment.

"Do you know if he is engaged?" she inquired.

The boy looked astonished.

"Engaged?" he almost shouted. "Engaged? Why, he's married and got two kids."—Detroit Free Press.

NOT IMPROBABLE

Judge—This man says that after he fired a shot he saw you run from his chicken coop.

Rastus Johnsing—He could easy be mistaken, Jedge. Fast ez Ah was runnin', it mought have been someone else what faintly resembles me.

CLOSE FRIENDS

"Ah say, Mary, would you jes's soon—?"

"Look here, Jim Jackson, don' you git fresh wif me. Mah name's Miss Smif, not Mary. I don 'low only mah bes' and mos' pa'ticular friends to call me Mary."

"Ah begs yo' pardon, Miss Smif. But, say, Miss Smif, would you shif' to de oder knee? Dis one's gittin' tired."—Black and Blue Jay.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIAL

THE CANNED FOODS EXHIBIT AT BUFFALO—In past years, we used to beg and urge and exhort—not to say threaten—the canners to patronize the canned foods exhibits at the annual Conventions; to bring out their goods, place them before the eager public and let them eat and be convinced, and that the canners might be proud of their handiwork. But if we had been bushwhackers in the jungles of Africa the moving picture men would not have gotten a single "shot" at any kind of a wild beast from our beatings. After all the pleadings and explanations, not a canner stirred, except those who did not need such urging, but had seen the great value of the project as soon as it was announced, and determined upon taking advantage of it. At the recent great show in Atlantic City, for instance, how many individual canners were represented? There were some Association shows, one or two great companies, and a canner or two. Not much of a harvest for all the ballyhooing that was done to "get them out." And lest we be misunderstood, let us hasten to add that we were not the only ones trying to get them out; every other journal and an intense campaign by the Associations added their voices to the appeal. So the glory of the failure is not all ours.

This time, for the Buffalo Canned Foods Exhibit, the industry was told plainly about the proposition, and the matter let rest there—and it would seem the Show is going to be the greatest ever put on! It is promised that the Buffalo housekeepers will be shown all manner of canned foods, packed in all sections of the globe, and in a most lavish and attractive form. The wink and the nod did what the hulabaloo could not do. All the better, for the one thing that is all-important is that the full line of canned foods be shown to the world at this Annual Convention, when the world turns its eyes upon canned foods. If you have not sent your goods you are out of luck, and the conclusion can only be drawn that you are not very proud of your goods, or that you do not recognize the value of popularity; that is that you cannot, as yet, see beyond the wholesaler who buys your goods. If you belong to an Association which will include your goods in the display, and that Association has planned its exhibit to make people know your goods, then you are exhibiting and making the right effort.

DO WE NEED THE NAME ON THE LABEL?—Here is a letter from a man residing in the heart of the Peninsula—over on the 'Shore—where canning has been known to every inhabitant since his infancy; a lawyer, and therefore a more than ordinarily well-read man, and wide awake. And yet he writes us to ask how to buy canned foods of the kind he wants.

> "I am anxious to get in touch with the canner who used to put up Farens' Sifted Peas, and also with Burnham & Morrell, who used to have pork and beans, fine Maine corn, &c. When I go to buy from grocers in Philadelphia and Baltimore, I find that they put up such vegetables under their own names and sell them. Such as 'Amchat,' which stands for 'Acker Merrill & Condit.' Others use J & S, which stands for Jordan Stabler Co.
>
> I want to find someone who sells under the true names the vegetables canned by the firms from whom I used to purchase three or four years ago. Having gotten stuck two or three times, I want to see if I cannot get what I want. If you will give me the address per the enclosed stamped envelope, I shall greatly appreciate it."

His appeal is particularly for the name on the label, but it is also an appeal for a more intelligent label. The two things, of course, go hand in hand. There can be no doubt as to the necessity of a vast improvement in the wording on the label, and the whole industry is coming to see this, and it will be done, as some are now striving to do it. They will just as ardently advocate their names upon the label when they become aware of all that this means, and overcome their slight hesitation caused by the fact that some of their goods are not such as they would wish their name to appear upon. But there is the very reason why their name should be on the label.

The use of the jobber's label grew to the size it is today because of the lack of marketing ability on the part of the canning industry as a whole; and it is not

true of canned foods, as it is of many other items, that the only goods put out under another's label are those which the manufacturer knew were not up to his standard. That is a custom in other lines where they have off-grades or goods that have not turned out up to the standard of the house, the house will not permit its name to go on them, and they are sold, unmarked, to a class of buyers who take such goods and find a market for them. If the law makers took a canvas of the consumers they would find that that is the opinion held by the majority; that it is popular belief that goods put out under some other label are the goods which the manufacturer would not put his name upon. It would be unfair to bring that judgment upon canned foods sold under the jobber's or distributor's label, but the danger is there, nevertheless. In the aggitation before the public on this statement to the Pure Food Law, certainly the public will be puzzled to know why the distributor objects to the name of the manufacturer upon the label, alongside of his own, if the manufacturer is a reputable one. And failing a suitable explanation, they will conclude that the maker of the article is not one of whom the distributor is proud, and therefore that the goods are questionable. On the other hand, if the canners do not back this effort for the amendment, to the man, they will lay themselves open to this same accusation. A father who is ashamed of his children has no standing in the eyes of the world, and should have none. The lawmakers are presumed to be business men, and they cannot but wonder if the canners are not eager seekers for this amendment. The canners have not saught this on their own account; it has been brought about, as we before stated, because the Pure Food authorities need it in the enforcement of their laws. Many States have such a requirement in their State laws, and now the time has come for the National law to contain this requirement, and it is backed by a host of food manufacturers, and the canners must fall into step or be misjudged. This amendment to the law is needed and needed badly.

Try the effect upon yourself and see the result. Suppose your dealer offered you a shoe or a hat or any other needed article, and said, "This is a Douglas or a Hannan shoe, or a Stetson or a Knox hat made for us and which we sell over our own name or label." Could you buy it with the same confidence that you would if it contained the name of the maker, together with the name of the dealer, if he choosed? You could not keep a doubt from rising in your mind to save your life. Business men do not share their "good-will" with others; they guard it most diligently, value it in dollars and cents, and consider it one of their best assets. And so it is, except with canners who seem to delight in sharing it with any jobber who will take it. Here is good work for the Buffalo Convention. And it will not be the first time that the canners have gone on record for a law compelling the name on the label. The National Canners' Association passed such a resolution, unanimously, at the Milwaukee Convention. But the time was not ripe then, and the jobbers had to be mollified! There is no thought of antagonism to the jobber now. The canners in repassing this unanimous resolution will simply be acceding to popular request, as expressed by other food trades, and asking for only their just dues. It is going to be done and the canners must do their share.

A SUGGESTION ALL CANNERS SHOULD TAKE—President W. H. Kilian, of the Canned Goods Exchange, in extending New Year's greetings to members, voiced a sentiment well worth careful consideration and due digestion to every canner in the business. What President Kilian applies to the canners of the Exchange, applies just as forcibly to every canner in his State or local or National Association, and he puts it so pointedly and so well that we are going to reproduce it herewith. Take it and read and heed this excellent advice:

"To merely extend the wish for 'A Prosperous New Year' is a very fine sentiment, but it is too often but a stock phrase, with wish and acceptance entirely mechanical.

This thought impresses me while I write this to extend to the members of the Exchange my sincere wish for their prosperity in the coming year.

I am mindful of some opportunities in 1923 which might have afforded increased prosperity, had they not been wasted through the lack of the spirit of co-operation.

Just a week ago a special meeting of canner members, called to consider so important a matter as the pending question of Swell Allowance, found more than two-thirds of the canners CONSPICUOUS by their ABSENCE.

The Baltimore Canned Goods Exchange, I believe, holds the distinction of being the oldest canner association in the United States. It is said of some things that 'they improve with age,' while others 'petrify' and become merely 'monuments of the past.'

I make bold to ask YOU, fellow-member, to which class do you think the Exchange now belongs?

And in whatever class you conclude it to be, what part have YOU taken in establishing it in that position?

The field of opportunity for the canning industry, right here among us, is full of possibilities, but that field is also full of weeds, too full for just a few pairs of hands to attempt to weed out.

To clear it out and make it more productive for good for the 1924 season needs—just that extra part which YOU can take. Your counsel and interest in the several important matters and many minor ones that exist.

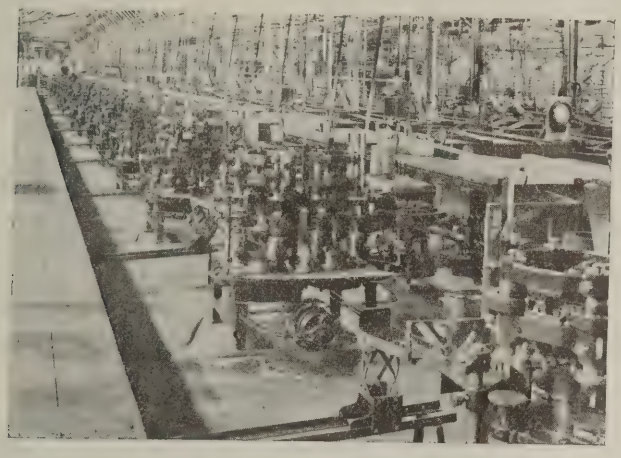
In thus prefacing my wish to the members for a Prosperous New Year, I ask that the above remarks be taken seriously and with the sincerity with which they are made.

1924 can be made just as much better than 'luck and nature' will actually endow it—as YOU care to have it—and as YOU lend your good offices to the accomplishment.

W. H. KILIAN, President."

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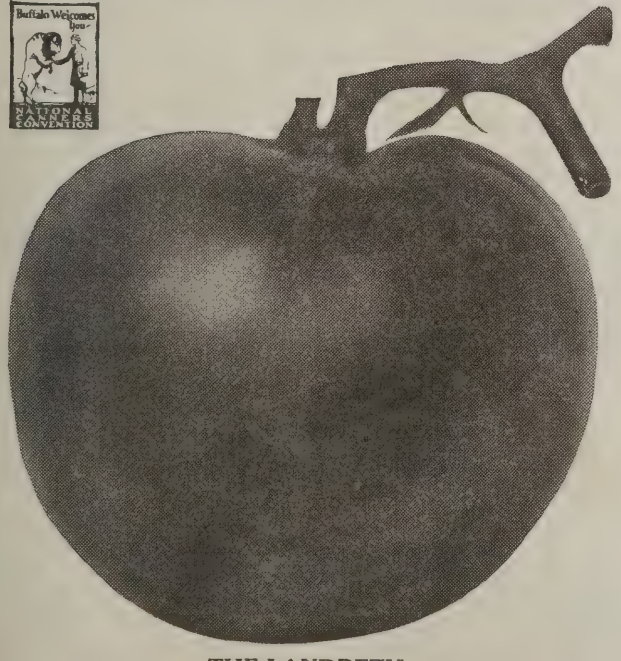
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Or any other varieties you may want.

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BUFFALO CONVENTION NEWS

ANNUAL CONVENTION, WEEK OF JANUARY 21st, 1924

National Canners Association—Canning Machinery & Supplies Association
National Food Brokers Association

BIG MACHINERY EXHIBITION BIG CANNED FOODS DISPLAY

EVERYBODY WANTED——EVERYBODY WELCOME

Record Attendance Expected—Judging from advance hotel reservations, the Seventeenth Annual meeting of the National Canners Association, to be held at Buffalo the week of January 21, will set a new record for attendance. The Canning Machinery and Supplies Association, and the National Food Brokers Association, will assemble at the same time. President James A. Anderson, of the National Canners Association, has coined a new slogan for the Convention this year, which is, "Come Sunday, and Stay until Saturday".

A particularly attractive program of speakers has been arranged and this will be announced at an early date. It is expected that there will be an exhibition with the United States Department of Agriculture.

The exhibit of the Canning Machinery and Supplies Association will be housed and amply cared for in the Broadway Auditorium.



Elmwood Music Hall, where Canned Food Show will be held.

The Canned Foods Exhibit—Plans are being made for a real food exhibit at Buffalo next January, during Convention week. Eight State associations have made application for space, and in addition, many members of the National Canners Association are also arranging to exhibit their products.

Evidence of the interest that is being taken in the exhibit is the fact that the Canning Machinery and Supplies Association have advanced the idea that in addition to showing the public how to close the can, the consumer might be even more interested in learning how to open the can—not as the can is opened in hotels and restaurants, but in the private home. Accordingly, it is just possible that types of these can openers may be demonstrated, and a feature made of these demonstrations.

An idea of the size of the exhibit at Buffalo may be gained from the fact that it is proposed to distribute at least one hundred thousand complimentary tickets of admission, through the retail grocers, to the people of Buffalo, now a city of over half a million population.

As at Louisville, and by way of tying up with the Canned Foods Exhibit, Canned Foods Week will be held in Buffalo at the time of the Convention.



Lafayette Square the center of down town Buffalo.

Railroads Grant Reduced Rates—Reduced rates to members and department members of their families of a fare and a half for the round trip to the Buffalo Convention have been requested of the various passenger associations, and at this writing have been granted by the Trunk Line Association, Central Passenger Associa otin, the Southeastern Passenger Association, The Transcontinental Passenger Association, and the Western Passenger Association. It is expected the other passenger associations will grant this request.

To secure the benefit of these rates, members of the National Canners Association should write the Secretary's office at Washington for the number of certificates required, as tickets can only be purchased on presentation of a certificate.

The Canned Goods Exchange Special Train—The Canned Goods Exchange of Baltimore will run a special DAYLIGHT train to the Buffalo Convention, leaving Baltimore, Union Station (Penna. R. R.), 8.15 Sunday morning, January 20th, arriving at destination 7.30 the evening of the same day.

The train will consist of parlor cars, each car accommodating about thirty persons, including one draw

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ing room to the car, and with dining-room service, table d'hote luncheon at $1.25 and table d'hote dinner at $1.50.

The one-way fare to Buffalo is $14.27, which will make the round-trip fare on the "one-and-a-half-rate plan" $21.41, plus parlor-car seat at $3.00 per person one way, making a total of $24.41 for round-trip railroad fare, and including Pullman charge from Baltimore to Buffalo.

There will be a drawing room to each car, cost of which is $15.00, and in which five persons can be accommodated.

It will not be necessary for the members of the party to secure the Identification Certificate — your committee will attend to the certificate, and will also deliver to you while en route to Baltimore the return railroad ticket, which can be used up until February 1st, 1924.

We are given the following information by W. T. Buckley, Convention Manager, for the benefit of those whose hotel reservations are to date Monday, January 21st, and who, of course, will require reservations for Sunday in event of joining our special train party:

> Buffalo hotels will move reservations one day ahead, providing the delegate advises his respective hotel within several days prior to opening of the Convention. Of course, the sooner you pass this information along to the hotel, the better it will be for all concerned.

If you intend joining the party, kindly send check at once for $24.41, as per above information, and should you prefer being placed in a car with any particular friend or friends, the committee will be glad to accommodate you, providing the request is made within a reasonable time.

Do not forget to send check with reservation, and please do so as promptly as possible.

Send reservations to Robt. A. Sindall, 116 Market Place, Baltimore.

CANNERS TO SEE A ROUND SQUARE AT BUFFALO CONVENTION

"THIS is Niagara Square—the only round square in Buffalo!" shouts the youthful crier on the big sight-seeing car that carries its load of curious visitors from one point of interest to another in Buffalo.

* * *

And here once stood the splendid mansion of Millard Fillmore, the Thirteenth President of the United States.

* * *

In the center of the Square stands a stately obelisk—a tribute to the memory of William McKinley, whose assassination in 1901 at the Pan American Exposition is the one bitter memory of that great fair.

* * *

Today much of the space which once was a fairyland of beautiful exposition buildings is filled with comfortable homes. And still another part of the land is occupied by the great Pierce Arrow plant.

* * *

Not infrequently do home builders in this section dig up a plaster arm or hand which perhaps once graced some muse of art at the entrance of an exposition building.

* * *

The building which contained the exhibit of New York State during the exposition is now the Buffalo Historical Building, a chaste piece of marble architecture filled with thousands of interesting historical relics.

* * *

Indeed, Buffalo is alive with these stirring landmarks, part of a dramatic past. So, no visitor need have a minute's unused time on his hands. And, if he tires of romance, he will find the practical side amply provided for in lectures and exhibits at the Pure Food and Canning Machinery Shows.

A strong appeal is being broadcasted to every canner to bring his wife and family. Provision is being made to give the ladies a wonderful time. There will be numerous luncheons, dinner parties and dances, and theatres are close at hand for the devotees of the stage.

* * *

As an added point of service, a transportation committee has been appointed to see that proper accommodations are provided for all return journeys.

INCREASED BROKERAGE ON BEANS

By Paul Fishback,
Secretary of the National Food Brokers' Association.

THE Association has been interesting itself for some time in behalf of its members in an improvement in the rate of brokerage paid for the sale of beans. There has been justified complaint that the rate paid by most bean shippers has been so low as to render inadequate compensation for the time and effort, to say nothing of the expense involved in selling beans. New York State bean shippers have been paying 10 cents per bag brokerage for some time. The matter was presented to the Michigan Bean Jobbers' Association last winter and again this fall, but the Michigan people claim that the present rate is the highest that can be paid.

Efforts have been made to procure a better condition among the members of the California Bean Dealers' Association and the Rocky Mountain Bean Dealers' Association. At a recent meeting of the California Association the matter was discussed, and the rate of brokerage on California beans increased to 8 cents per 100 pounds on all small beans and 10 cents per 100 pounds on limas. The following extract from a circular letter mailed recently by one of the members of the California Association to his brokers explains the situation:

> "The much-talked-of advance in brokerage has finally reached the point where we can now assure you that after January 1 the brokerage will be eight cents (8c) per 100 pounds on all small beans and ten cents (10c) per 100 pounds on limas and baby limas in straight and mixed cars.
>
> "We realized for a long time that the small brokerage paid on California beans was no incentive for the broker to devote much of his time to selling beans, especially when other commodities were more profitable to handle. We have worked hard for this advance, and we hope you will now find it to your interest to work the bean trade more consistently. More orders mean more money for both of us."

If our members who sell Michigan and Rocky Mountain beans will remind their principals of the truth of the statements in that paragraph immediately foregoing, at the same time calling attention to the fact that there has been an increase in the California rate, the effect should be beneficial.

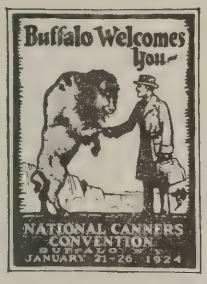
JOSEPH B. HANWAY DIES

Joseph B. Hanway, widely known throughout Baltimore and Harford counties, died December 28th at the home of his nephew, Edgar S. Rouse, in the Preston Apartments. He was 84 years old.

Mr. Hanway, whose home was at Joppa, Md., was one of the pioneers in the canning industry. He later became interested in the fertilizer business and was vice-president of the Miller Fertilizer Company up to the time of his retirement from active business. He was a director of the Second National Bank of Belair and the Mutual Fire Insurance Company in Harford County and a member of Mount Ararat Lodge of Masons, Belair. His wife, who was Miss Sarah E. Rouse, died three years ago. He is survived by a brother, B. Frank Hanway, of Harford county.

Funeral services were held at Mr. Rouse's home by the Rev. Dr. Harris E. Kirk, pastor of Franklin Street Presbyterian Church. Burial was at Abingdon, Harford county.

Sanitary Cans for 1924.



IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

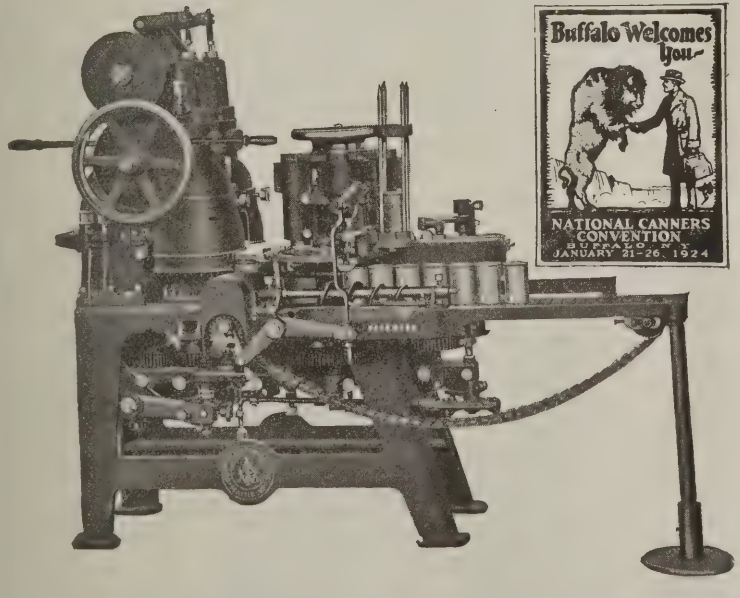
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Who Pays the Bill —



When your swell loss runs as high as 1-2 of 1%.

One can in 200 – Not much we can hear you say ?

Only about 200 cases to the average pack of 40,000 cases.

The TROYER-FOX Non Spill Closing Machine, with its seaming roll adjustment holding over long periods of time, will practically eliminate this loss.

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The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and ask remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quality" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

PAPER MULCH INVENTION BOON TO CROPS

The use of the Paper Mulch on many canners crops is beginning to be investigated, because is seems to hold out wonderful possibilities. The following article from the Los Angles' Times of recent date will be found very intersting.

Charles F. Eckart, styled the "Burbank of the Hawaiian Islands," whose patented idea of applying prepared roofing paper as a mulch in pineapple fields, to increase crop production, spread over the world almost as fast as the paper mulch spread over the island plantations when its efficacy was determined, arrived in Los Angeles yesterday from the East, enroute to his home in Honolulu.

Today, the name of Charles F. Eckart is being written in large type into the history of agriculture and in a few years to come, the date of this discovery will be used to reckon the new era of intensive cultivation for pineapples, tobacco, cantaloupes, tomatoes, cabbage, sugar cane, and varied other crops which are increased from 35 to 50 per cent through the use of paper mulch.

Miles of Paper—So practical were the first experiments with the Eckart process in the Hawaiian pineapple fields, that the planters last year laid 4261 miles of paper strips, three feet in width and from one sixteenth to one thirty-second of an inch in thickness, at a total cost of approximately $250.000. Producers of sungrown Sumatra tobacco in Florida began using the paper in this manner in 1922 and found that it increased their yield 40 to 55 per cent.

Experiments with California tomatoes, resulted in an increased production raging from 55 to 168 per cent. Strawberry growers in Louisiana and California produced from 25 to 75 per cent more berries and noted an increase of 50 per cent in size.

Cantalope producers in the Imperial Valley and growers of blackberries, raspberries, loganberries and similar small fruits are experimenting this year and the small area devoted to tests during the past year, gave indications that the increase in the yield would be approximately as great as in the strawberries.

Pioneer Contract—Eckart is in Los Angles to confer with officials of the Pioneer Paper Company, who are licensees under his patent. The new $1,250,000 Pioneer plant in Vernon has already begun to turn out mulch paper, composed of felt saturated with asphalt, to meet the requirements of growing conditions in California fields. According to William Henry, vice-president and general manager of the Pioneer Paper Company, many shipments of Pioneer mulch paper, to be applied in accordance with the Eckart process, have been shipped to various points in the State, to be experimented with, for various crops.

The Eckart patent, is for the idea alone. He does not manufacture the prepared roofing paper mulch, nor sell it, nor apply it on the fields. He conceived the idea, tested it thoroughly and found that it was highly successful. Now Mr. Eckart holds the patent for the idea and each prepared roofing manufacturer, who he licenses, can sell prepared roofing paper for mulching purposes, only by paying to Mr. Eckart, a substantial royalty.

Aids Producers—"During this trip across the United States and back," declared Mr. Eckart yesterday, "I have paid particular attention to the manufacturers who are already selling mulch under license. Although experiments have been made for practically all crops, manufacturers are working with university experts and farmers to make the final test of the mulch process under conditions peculiar and local to their territory, in order to establish once and for all, the efficacy of the plan specifically in each locality.

"The purpose of this trip, was to assist in this work and to aid the manufacturer and sales agents of the manufacturer, to get under way. However, in every city that I visited, throughout the East, I was besieged by roofing manufacturers for licenses.

"The demand for the mulch has spread around the world. Growers have read of the phenomenal crop increase which has invariably resulted from the application of the mulching paper and as the cost is small per acre, and the roofing paper is strudy and lasts for several seasons, the expense is considered insignificant, when it is compared with the total gain per acre in production."

Mulching Process—In explaining the modus operandi of the mulch idea, Mr. Eckart declared that Thermo-Gen, which is the patented name applied to the process, promoted the growth of plants chiefly by improving the soil conditions with respect to temperature and moisture.

"It also checks the growth of weeds," he said, "protects the soil from the compacting action of rains, reduces the leaching of soluble plant foods, reduces the requirements for soil stirring implements and therefore the damage which they often do to the root system and to some of the functioning leaves, increases the layer of staple or top soil for the accommodation of the principal feeding roots of the plants by allowing the roots to approach nearer the surface, increases the thickness of the soil stratum in which the bacterial population operates and aids in other ways."

The Pioneer Paper Company is planning a campaign in California to inform the growers of the tests conducted and the benefits to be derived from the use of the Eckart process, according to Willis G. Hunt, president of the company.

QUALITY.

The consistent use of

Wyandotte Sanitary Cleaner and Cleanser

by a rapidly increasing number of canners confirms the belief that canners are quick to recognize quality, efficiency, economy and service.

This cleaner, because it is peculiarly adapted to the needs of the canning trade, not only cleans clean, but it also sweetens and purifies everything it cleans. It guarantees also containers faultlessly clean and rinses so easily and freely that preventable causes of "flats" are entirely removed. It will maintain your eqipment in a fresh, wholesome, sanitary condition and will do this at the lowest cost. It has a use in every department of the cannery.

Indian in circle

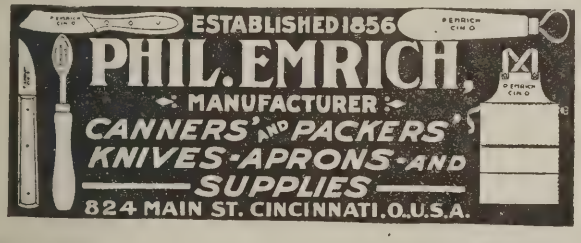


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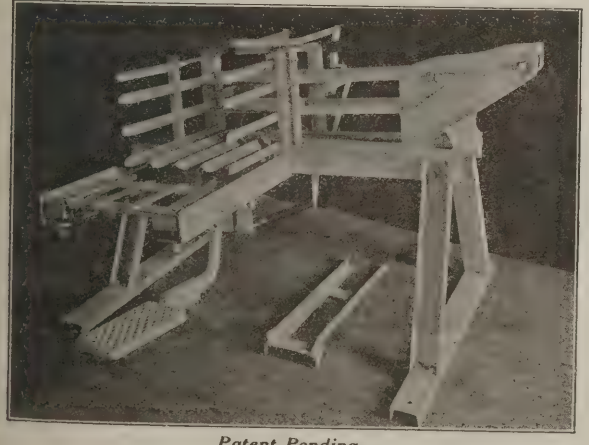




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Patent Pending

The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they, come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

PERRYMAN, MD., December 7, 1923

We just want to write you in regards to the splendid success we had with your boxing machine this year. It cased three thousand cases per day for us for forty-two days. I do not think we lost a minute's time with it during the entire season. I would say it was one hundred percent perfect.

Yours truly, F. O. Mitchell & Bro.

WILL BE EXHIBITED AT BUFFALO
Manufactured and Sold by

Westminster Machine Works
Westminster, Md.

"When the growers are convinced through results of official experiments, and they can see where it increased production, they will obtain a high percentage of gain in net profits through the expenditure necessary to apply the paper mulch, I am confident that the demand for the product to apply in the Eckart process will 'force' us to again expand the Pioneer plant," declared Mr. Hunt.

TOMATOES CAN BE EATEN, BAVARIAN GERMANS FIND

Catsup Also Is "Discovered" Down Where Wurzburger Flows.

Wurzburg, Bavaria, Dec. 27.—Tomatoes threaten soon to vie for fame with the beer and breweries "down where the Wurzburger flows." The Germans, prior to 1924, scarcely knew what a tomato looked like. But people everywhere eat them now in summer and put them up for use in winter. The taste for tomatoes was cultivated during the war, when food of all kinds was scarce and it was "discovered" that tomatoes were wholesome and platable and that they were easily grown.

Tomato catsup, too, has become exceedingly popular among the Germans, something virtually unknown in this country some years ago excepting in the larger hotels which catered to American and English travelers. Several catsup factories have been built in the vicinity of Würzburg within the past few years—and the friend who sent this in from the Philadelphia Record of December 28th, added: Probably before long we will see "Made in Germany."

THE WISCONSIN CANNERS' SHORT COURSE

By R. E. Vaughan

THE Wisconsin Pea Canners' Association held a short course at the University of Wisconsin, Madison, December 10-15, which was attended by over 150 canners. They came from 28 counties of the State and a few from neighboring States.

The afternoon of the first day was given over to registration in the office of Secretary W. E. Nicholoy. The course proper was conducted at the College of Agriculture with faculty members from the department of Agronomy, Bacteriology, Economic Entomology, Plant Pathology and Soils on the special teaching staff.

Dean Russell welcomed the canners to their first short course at the University, and in a few well-chosen remarks pointed out some of the milestones which canners had passed and had in store for them in the future.

Prof. A. R. Whitson, chairman of the Soils Department, discussed the origin and types of Wisconsin soils and their relation to pea growing. By the aid of a soil map, on which was indicated the present locations of the pea canning factories, he showed the probable trend of development on the silt loam and clay loam soils of the State.

The work of developing new strains and varieties of peas was presented by Prof. E. J. Delwiche, of the Agronomy Department. He showed by example from his breeding work at the branch experiment station at Ashland how it was possible to combine characters in different varieties into a new variety. His new strain, the Horal, is a cross between the Horsford and Alaska and combines with small size and uniformity of ripening the very desirable quality of resistance to root rot.

The course in the afternoon was varied by dividing the large group into four small groups and giving them laboratory work. One group had a chance to examine seed that had been sent in for testing. They discussed in detail the vine characteristics of the Horal and insects more particularly pea weevil and aphis and the other new selections. Another group examined pea predators that feed on these harmful insects. One group examined specimens of pea diseases more particularly root rot and saw spores of the root fungus swimming in water. The last group examined soil maps, types of soils and studied their water-halding capacity. They also examined the basic fertilizers and made a soil acidity test. The groups changed laboratory work each afternoon so that by the end of the course each man had an opportunity of coming into close contact with the work of the various departments concerned.

Wednesday morning Prof. R. A. Moore, Chairman of the Agronomy Department, gave some of the principals of plant breeding as applied in the production of Wisconsin pedigree barley, oats, corn wheat and peas. The work in breeding peas was started at Madison in 1902 but owing to the ravages of the weevil was later transferred to the branch experiment station at Ashland.

Fertilizers in their relation to pea growing were discussed by Prof. F. L. Musback, of the Soils Department. He brought out the fact that peas required a high content of available line. In tests with commercial fertilizers applications of acid phosphate at the rate of 300 pounds per acre gave the most profitable returns. In regard to rotation of crops the fact was brought out that there were many good rotations which could be followed. The main thing was not to have two cultivated crops following each other, and to have at least three and preferably four years between crops of peas.

The state seed law was explained by Prof. A. L. Stone of the State Department of Agriculture. He pointed out that when canners purchased seed grown outside the state that it was subject to the regulations of the federal interstate commerce commission and the state law did not apply. However, when the canners come to sell such seed to their farmer growers the state law did apply. Considerable discussion followed regarding the value of the blotter and soil tests of seeds and Prof. Stone pointed out that with present funds and staff available it would be physically impossible to make soil tests even if greenhouse space were available.

The problems in connection with the inoculation of pea seed were discussed Thursday morning by Mr. J. W. Nelson, Farm Manager of the Rochelle Canneries, Rochelle, Illinois, and Dr. E. B. Fred of the Agricultural Bacteriology Department. Mr. Nelson described in detail the mechanical operation of their machine for inoculating large lots of seed. A pint of liquid inoculum was allowed to run slowly onto a bushel of seed as it was conveyed into a revolving drum about four feet wide and ten feet long. The amount of moisture added was so small that the seed was ready to sow immediately. In fact, Mr. Nelson said they always tried to have the seed planted the same day it was inoculated thus insuring that the nitrogen fixing bacteria did not loose their vitality by drying.

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Baltimore, Maryland

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Don't Fail to see Our

1924 Model New Perfection Pea and Bean Filler

also our *Universal Tomato Filler* for Tomatoes, Cut String Beans, Apples, Cherries, Beets etc., at the Canners Convention in Buffalo January 21st, to 25th.

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We will have a full line on exhibition including several new and up-to-date machines.

Call on us and look them over



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Dr. Fred illustrated his remarks with lantern slides showing prepararions of the bacteria found in the nodules of pea roots and some field results that had been obtained in Wisconsin by inoculating seed with pure cultures. In regard to supplying the Wisconsin canners with pure cultures Dr. Fred stated that plans had been made to send out cans of inoculum enough for 20 bushels of seed at $2.50 and for 40 bushels at $4.50. At this low figure it would not be possible to take back any unused culture as had formerly been the case when pea cultures had been supplied only in small bottles enough for one bushel.

Following the lectures the meeting adjorned to the laboratories of Agricultural Bacteriology where the method of making pure cultures of Pea bacteria and inoculating seed were demonstrated by Dr. Fred, Prof. Hastings and W. H. Wright.

Friday was pea pest day. Professor J. E. Dudley gave a very interesting progress report on the pea aphis work which was being carried on jointly by the experiment station and the United States Department of Agriculture, Bureau of Entomology. The control of aphis was shown to be very difficult because of the rapidity with which they multiplied. Several kinds of contact sprays and dusts were tried for aphis control but were found to be of limited value for peas planted broadcast. A mechanical apparatus for knocking the aphis from the vines gave the best results last year. The machine is known as an aphidozer. Several machines will be constructed for experimental use next season.

The pea weevil and predator insects which attack aphis were discussed by Professor Fluke. He showed that by employing the aphidozer discussed by Dubley that the aphis being soft bodied would be easily killed while the more resistant lady-bugs, syrphid flies, etc., that feed on the lice could be liberated to continue their work.

Pea root rot was discussed by Prof. R. E. Vaughan. The necessity for crop rotation was pointed out since the fungus most commonly associated with root rot lives in the soil, and may be distributed in soil water and on farm tools.

Professor L. R. Jones, Chairmen of the Plant Pathology Department, was the last speaker in the course. He made two suggestions which were left for further action by the directors of the Canners Association.

The first proposition was the creation of a special research fund for speeding up the work of maintaining and perfect desirable types by levying a tax on every bushel of the new Horal strain that should be sold. This fund to be administered by the Regents of the University thru the Department of Agronomy. This point was illustrated by what the National Kraut Packers Association is now doing in connection with the disease resistant strains of cabbage that have been developed by the Plant Pathology Department.

The second proposition was for a field survey for the presence of root rot, insects and possible soil type and inocultion to be made by some young man employed by the College of Agriculture but financed by the canning companies who desired this special service. This proposition met with considerable favor and Secretary Nicholoy was directed to confer with Professor Jones in the near future to work out details of a plan which could be presented to group meetings of the canners.

The Corn section held an adjourned meeting following a get-together supper on Wednesday evening. On Thursday evening a banquet was held at the city Y. M. C. A. where all enjoyed a good meal together and listened to remarks by Dean Russell, Professor R. A. Moore, Mr. Burr, newest member of the Canners Association, President Clark and past President Hagemann of the Canners Association.

One of the interesting events of the course was the walk over the hill on Thursday noon and assembling at the Lincoln monument on the upper campus just as classes were dismissed. It was an inspiring sight to see the double line of students streaming down the hill. President Birge greeted the canners at this time and expressed the hope that they would find this short course so profitable that they would wish to return to the University next year for "post-graduate" work.

PROGRESS OF ASSOCIATION WORK IN THE NORTHWEST

By E. M. Burns, Manager
Northwestern Canners Association

SEVEN short years ago, during the summer of 1916, a scant half dozen Canners met at luncheon in Portland, Oregon, having in mind the possibility of forming some kind of an association which could act for the Canners of Oregon in an attempt, at least, to aid in the solution of its problems of a general nature which continually develop in any great business, and which can be handled only as a general matter. This body formed themselves into an association known as the Northwest Canners Association, which Association for several years was more or less of a precarious matter. However, in the last few years, realizing that much could be accomplished by united effort, the Association has grown rapidly until in the year 1920 it was enlarged in scope to take in the State of Washington as well as Oregon, so that the Association now has a membership of forty six firms, operating a total of sixty three fruit and vegetable canning plants in the two States; more than two thirds of the total number of canneries, and packing approximately eighty percent of the total output.

The Association, during the year 1922, found that its task had grown to such an extent that it was necessary to establish permanent offices in the City of Portland, and, due to the united co-operation of its members, the Association has been able to greatly better conditions having to do with the canning industry; particularly in matters pertaining to traffic problems, publicity, legislative and problems of general interest in the matter of canning specifications, general betterment of working conditions, the improvement of sanitation, and—indeed—all matters of this character.

Not alone have the member plants been benefitted but, as a natural consequence, every Canner, whether or not a member, has received untold benefits through the efforts of the Association.

On the question of standardization of pack—the Association is putting forth every effort toward this end. Strict specifications are issued and every Canner is expected to pack strictly in accordance with these specifications. It is the object of the Association to so educate the Canners in the Northwest that the pack of every plant will be as near a standard as is humanly possible, so that each can of fruit packed in the Northwest will be on a par.

KITTREDGE
LABELS
CHICAGO

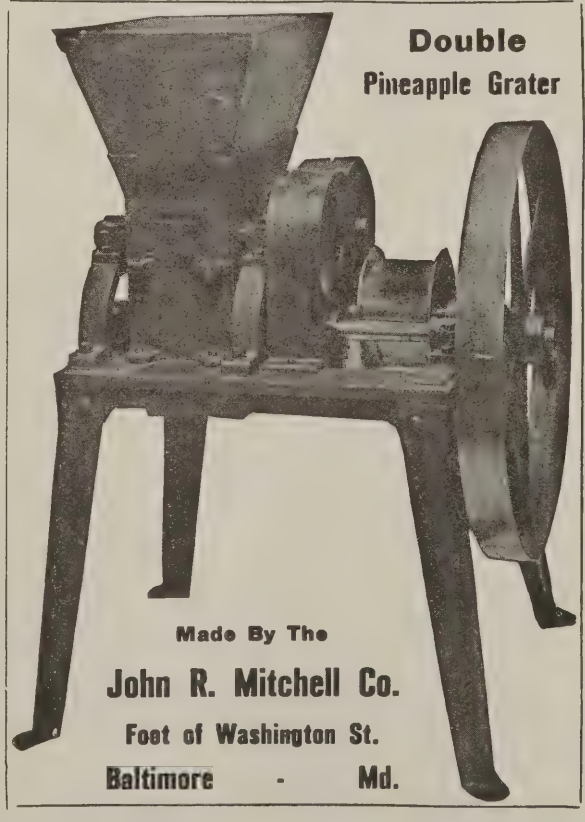
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YEAR 1923–1924

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Vice-President,	C. Burnett Torsch
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Committee on Agriculture,	William Silver, H. P. Strasbaugh, Albert T. Myer, Jos. N. Shriver, Samuel J. Ady.
Counsel,	Jno. C. Beeuwkes
Chemist,	Leroy V. Strasburger



In order that there may be no misunderstanding as to the proper grading of fruits, annually this Association conducts an investigation, in the City of Portland, at which time samples are taken from every plant in the two States and are examined carefully by most competent judges, and the findings of the examination are reported in detail to all members of the Association. This gives the Canners an opportunity to check up on the packs of their competitors, and has had much to do with the wonderful increase noted in the standardization of Northwest packs. The task of inspecting the hundreds of cans is huge and the investigation lasts over a period of days.

While progress has been made in the canning industry and a steady increase in production noted, with the single exception of the year 1920, which being a year of reconstruction and owing to the fact that thousands of cases of canned goods were thrown into consumption from Army stores, which necessarily slackened up the pack for that year, nevertheless the industry is handicapped principally for the want of capital to properly function. This does not mean that a great deal of assistance has not been given to the industry by the financial powers but rather that the importance of the industry to the Northwest has not been fully appreciated by the financial interests and by the Chambers of Commerce.

In order to properly understand the needs of the Canner—one should keep firmly in mind the fact that canning business is one that requires the keenest foresight, and also bear in mind the fact that very few carloads of straight varieties of one kind of fruit are purchased by the jobbing interests. In fact, by far the greater part of the canned goods shipments consists of mixed cars, and in these cars are every variety of canned fruits and vegetables packed in the Northwest, so that the Canner finds it necessary, in the Spring before the season is under way, to endeavor to secure some future orders that will give him at least an insight of the probable requirements of the consuming public for the ensuing year. Of course, it is impossible for the Canner to book ahead sufficient business to take care of his entire operations but using his future orders as a figuring basis, he must so arrange his affairs that he will have the necessary diverified pack in order to take care of his buyers. Therefore, starting in with the gooseberry pack at the first of the year, he must proceed through the whole year packing consecutively strawberries, rapsberries, loganberries, cherries, pears, prunes, plums and finishing up with apples in October.

Were it possible for the Canner to ship his pack as it is produced in the plant, his troubles would not be great, but he must be in a position to hold his early pack clear through the packing season and into the Fall before he is able to clean up on his mixed carloads, which means that, in some cases, a period of six months elapses before he can realize on his pack. Now—the Canner must pay cash for everything for the reason that his is a cash basis. It is, of course, well known that sugar, one of the chief essentials of the canning business is a cash sale; his cans are also cash; his labor, of course, is cash; his transportation charges, which are heavy, are a cash proposition, and most important of all his supply of fruit is handled strictly on a cash basis for the farmer or producer must be taken care of—he, in turn, has his problems of paying cash to his pickers and other help, so that the canner must have a tremendous line of credit in order to accomodate all of these people and himself be able to wait until the Fall when he can realize on his shipments. This means that for six months in the year everything is being paid out, but his returns come very quickly when the packing season is over.

The Northwest Canners Association is putting forth every effort to aid in a more liberal financing of canners, having in mind these facts, and while it is true, as stated before, that the canning industry has grown and will continue to grow, it is nevertheless even more true that no extraordinary growth in this industry will be noted until such a time as the combined interests of the Northwest unite in a more liberal financing of this great and important industry.

The canner is doing his best to aid the small farmer, but thus far has had to fight his battles practically alone, and while, of course, it is true that the Canner needs the Grower and the Grower the Canner, nevertheless it is also true that the business interests of the Northwest need both the Grower and the Canner if the entire district is to grow as it should.

OREGON'S THIRD ANNUAL CANNERS SCHOOL

February 4-23, 1924

THE Horticultural Products Section of the Department of Horticulture wishes to announce its third annual Canners' Short Course. Preparation has been made to handle a large number of students. A new addition to the Horticultural Products Building will house the seaming school of the American Can Company. The men in and associated with the canning industry are urged to spend as much time at this school as is convenient.

The lectures on preparation given by practial men are especially adapted to fore-women and others in charge of the preparation rooms. All those finding time to spend at least a few days here are urged to come.

The registration fee for students who are residents of Oregon is $1.25 with an extra tuition of $7.00 for non-residents. Laboratory fees amount to $1.00 for each course requiring laboratory work.

Students registering in the short course may take any or all courses if they so desire. Those desiring work in seaming only may elect this work and devote their entire time to it.

Double Seaming Course—The seaming machine course formerly given at Portland under the direction of the American Can Co. has been transferred to this school and made part of it. Operations may take this course only if they so desire.

The course in double seaming will cover the care, adjustment, and operation of all makes of American Can Co. machines only.

The work presented in this course will be under competent men able to present the work in a through manner. It will consist of both lecture and laboratory work.

Preparation of Fruits and Vegetables.—This very important phase of cannery work is dealt with by practical men who have had years of experience in canning in the Northwest. The work covers the preparation, grading, and packing of all fruits and vegetables packed. This course is designed to give the various operations and fore-women in charge of prepara-

S and PEERLESS

Sprague-Sells Pea Conveyors and Elevators (Glass Type)

The bucket conveyor without a chain

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it

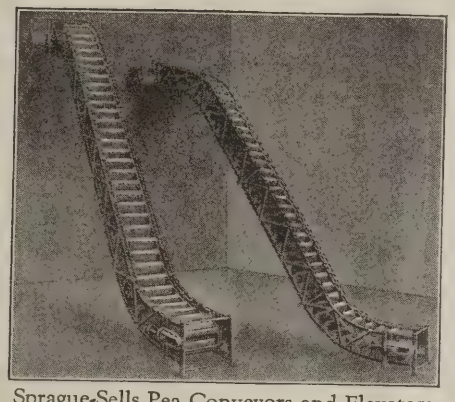
ctionable matter from
, thistles, weeds, also
irated. *The only Sepa-*
ng means throughout is
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kins, thistles, etc. are
along surface of water
charged at spill-way.
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into squirrel cage.
squirrel cage fitted
ays completes washing
re, fresh streams of

t. Baffle plates reduce
irrel cage delivers the
gn matter to any type

ve you *all* the details

u—your money back



Sprague-Sells Pea Conveyors and Elevators
(Glass Type)

Buckets firmly locked together and do not separate in passing over sprockets so that no matter what position buckets are in, peas cannot get between them. *The only conveyor which positively will not crush peas.* Special patented sprockets insure positive, easy running, uniform drive.

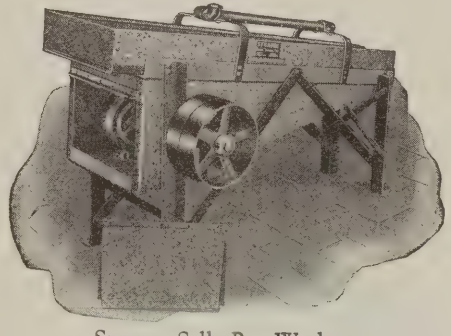
Elevators of this type are replacing boots in many plants because *they really will not break the peas.*

Sprague-Sells Pea Washer

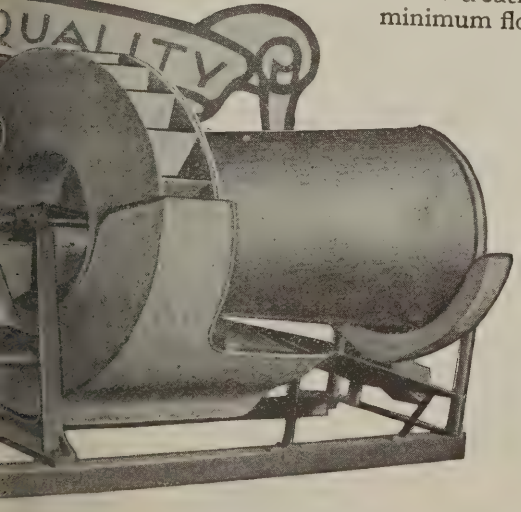
For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation.



Sprague-Sells Pea Washer
(Glass Type)



THE products of both our factories are sold through the General Sales Office in Chicago. We can supply from our own plants practically any machine you may need.

Whenever you are planning any changes or additions to your equipment, let us submit a proposal covering your requirements. When quick action is necessary, telegraph or telephone at our expense.

Sprague-Sells Corporation

General Sales Office:

500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

MACHINERY

Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

tion information necessary to standardize the products of our Northewestern canneries.

Canning Problems.—Discussion of problems arising in packing various products will be emphasized. The subject of exhausts, processes, cooling, and storing are taken up with each product.

Jelly and Jam Manufacture.—Lectures on the principles involved in the manufacture of various jellies and jams. Samples will be studied and students have an opportunity to make various kinds of jelly in the laboratory.

Fruit and Vegetable Handling and Storage.—A series of lectures dealing principally with the various varieties of fruits and vegetables adaptable to canning. The handling and storage are emphasized, as well as the new varieties of fruits and vegetables which are showing promise to be better than some of the varieties now used.

Bacteriology of Canned Foods.—A course of study dealing with the micro-organisms found in the canning industry. A thorough study of the development and control and the relation of the micro-organisms to curing, ripening, and preservation of food products.

Students having had the preliminary work in this course will be given advanced study on spoilage problems.

Chemistry of Preserved Foods.—Lectures covering the methods of testing, standardizing, and making of solutions used in canning will be given. The student has the opportunity to learn how to test for alcohol, acetic acid, the strength of lye solutions in the laboratory. Simple methods of testing the contents of cans for hydrogen, carbon dioxide, sulfurs, etc., are undertaken. Students are requested to ask the instructor in this course for methods of testing in which the operator is most interested.

Growers' Contracts.—Lectures on the essential elements of the valid contract with the grower.

Talks by Prominent Men.—A series of talks by prominent men of the Northwest canning industry on selling canned products, cannery costs, cannery management, and various other phases of the canning industry.

THE WORLD TURNING TO CANNING

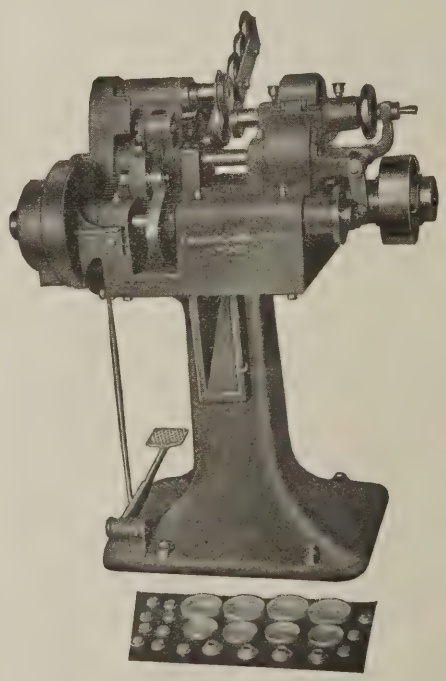
Central Canning Company,
Karwar (India),
459, Narayan Peth, Poona City
Dated 6th Nov., 1923.

Dear Sir:

We have great pleasure in writing to you to see if you can help us in connection with our work in canning. It would be better, in the first place, to give you some idea about the nature of our work and the difficulties we have to encounter.

There is very little of canning done in this country. This is mainly due to lack of knowledge of this art and want of cans and other accessories required for the manufacture. There is also a tendency among the Indians not to use any canned foodstuff and very few people can afford to do so.

In all there are four or five canneries in India, all of which are conducted on a very small scale. No

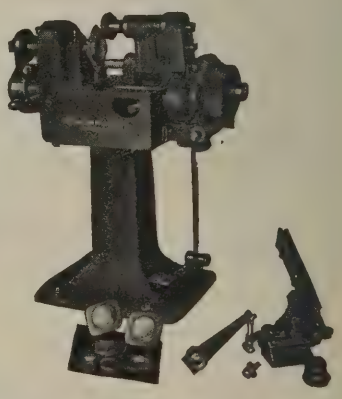


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

1924 Chili Sauce

Will be made with the use of

The Indiana Chili Sauce Machine

By the progressive canners of the land.

We also manufacture and distribute:

Copper Steam Jacket Kettles
Kern Lightening Finisher
Indiana Pulper

KOOK MORE KOILS

Washers and Sorting Tables

LANGSENKAMP INDIANAPOLIS

Cypress and Glass Lined Tanks

130 E. Georgia St., INDIANAPOLIS, IND.

A SAVING IN COST

AMOUNTING TO

$2,613,229.59

has been returned over a period of fifteen years, to the Canners who have been carrying their fire insurance with

CANNERS EXCHANGE SUBSCRIBERS

AT

WARNER INTER-INSURANCE BUREAU

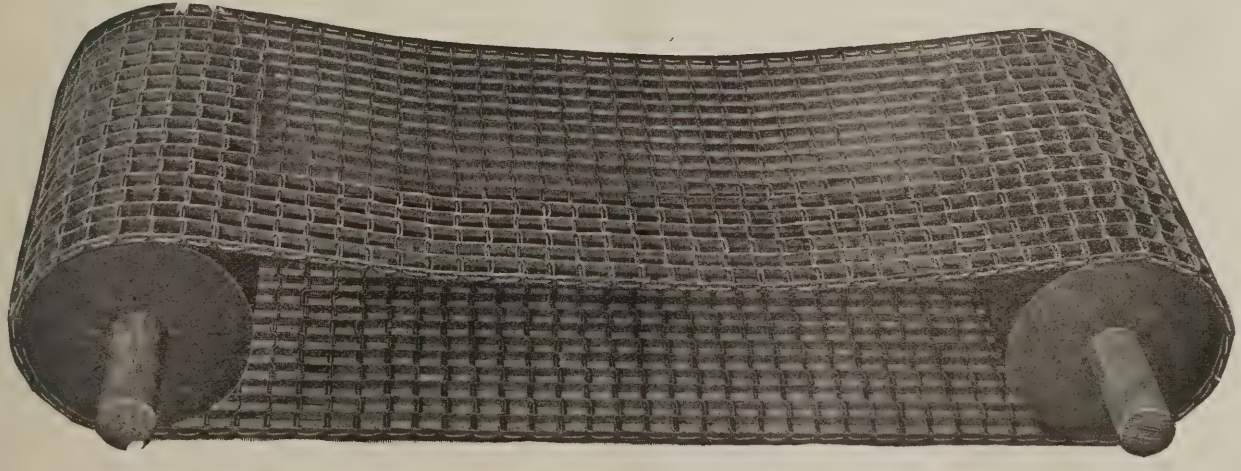
For information, write

LANSING B. WARNER, Inc.

155 E. Superior St.,
CHICAGO, ILLINOIS

Officially endorsed by National Canners Association

HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

MANUFACTURED BY

LA PORTE MAT & MFG. CO. La Porte, Indiana

power machinery is used anywhere. They use only solder-top cans, made locally. Sanitary cans are now not being used anywhere. There are very few places where the material to be canned can be had fresh in large quantities at a comparatively low price. This is why there is greater scope for starting small canneries rather than big ones.

We have started our firm recently and prepare only the marginally printed articles at present. We also use only solder-top cans, double seamed and soldered. Mere double-seaming as done here does not render them airtight. Neither solder-hemmed caps nor capping steels are available here, not to speak of hand-capping machines. So our first wants are:

(1) Solder-hemmed caps to suit can openings of carrying diameter, preferably smaller.

(2) Capping steels to suit the above caps and also hand-capping machines.

If the sanitary cans be found to be cheap enough we shall also require hand-sealing machines for such cans. We do not know whether we shall be able to operate with these successfully.

Please supply, therefore, quotations for solder-hemmed caps, capping steels, hand-capping machine, sanitary cans, hand-closing machines for them and samples of solder-hemmed caps and sanitary cans, if possible.

We shall be glad to have any booklets from you giving information regarding the use of any of the above.

Hoping to be excused for the trouble,
Yours faithfully,
S. V. CARBOLA,
For Central Canning Company,
Karwar.

P. S.—Kindly inform me as to the prices of crown caps and hand-sealing machines for these. I want also every detailed information regarding handy capping machine and others. Thanking you in anticipation.

TRADE-MARKS DEPARTMENT

Conducted by National Trade-Mark Company, Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of this journal.

Dixie's Best—No. 168,648. Sea Coast Packing Co., Seattle, Wash. For canned salmon.

We Manufacture for Canner:

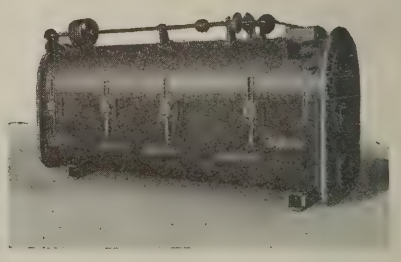
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
COOLING TANKS
TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
EXHAUST BOXES

For Milk Packer:

SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL
CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

BERLIN, WIS.. U. S. A.

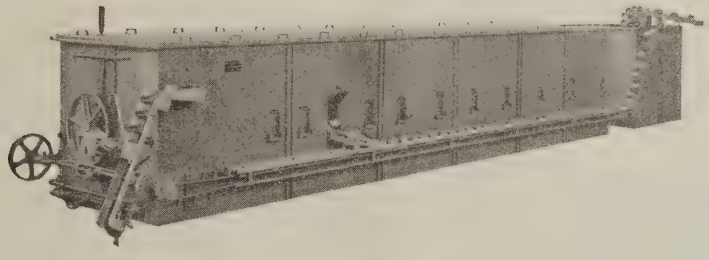
ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Quick
Uniform
Cooks



Single and
Variable
Discharge

Let A-B Cookers and Coolers Eliminate Your Cookroom Problems

Quantity production without the sacrifice of quality—the one largely determining profits, the other reputation—both obtainable to the highest degree only with one method of cooking—*the dependable A-B way.*

FULL DETAILS UPON REQUEST
WRITE OUR NEAREST OFFICE

ANDERSON-BARNGROVER MANUFACTURING CO.
SAN JOSE, ∴ ∴ CALIFORNIA

BALTIMORE CHICAGO PORTLAND SAN FRANCISCO LOS ANGLES



Old Faithful—No. 116,694. H. T. Quinlan & Co., St. Paul, Minn. For canned foods, olive oil, powdered sugar.

Plee-Zinc—No. 174,710. H. Traub's Sons, Savannah, Ga. For canned tomatoes.

Icy—No. 182,621. Stuart Packing Corporation, Seattle, Wash. For canned salmon.

Silver Star—No. 182,274. Taiyo Trading Co., Inc., New York City. For canned crab meat.

Gold Standard—No. 183,531. New England Fish Co., Boston, Mass. For canned salmon.

2 5 7—No. 184,078. The Keystone Co., of San Jose, Cal. For canned vegetables, fruits, vinegar, etc.

Superb—No. 184,864. Klamath River Packers' Association, Requa, Cal. For canned salmon.

Floriken—No. 187,463. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits.

Lei-Girl—No. 187,283. Henry P. Baldwin, Ltd., Hawaii. For canned pineapple.

Torchlight—No. 187,356. Starr Fruit Products Co., Portland, Ore. For canned fruits and berries.

Ally—No. 185,516. Walter Darrell Frith, Vancouver, Canada. For canned salmon.

Sealpakt—No. 185,557. Burnham & Morrill Co., Portland, Me. For canned beans and pork, canned vegetables and clams.

Springdell—No. 185,055. Springbrook Canning Co., Springbrook, Ore. For Canned fruits and berries.

Yes Bay—No. 187,277. Alaska Pacific Fisheries, Seattle, Wash. For canned salmon.

INCOME TAX IN NUTSHELL

Who? Single persons who had net income of $1,000 or more or gross income of $5,000 or more, and married couples of $2,000 or more or gross income of $5,000 or more must file returns.

When? The filing period is from January 1 to March 15, 1924.

Where? Collector of internal revenue for the district in which the person lives or has his principal place of business.

How? Instructions on Form 1040A and Form 1040; also the law and regulations.

What? Four per cent normal tax on the first $4,000 of net income in excess of the personal exemption and credits for dependents. Eight per cent normal tax on balance of net income. Surtax from 1 per cent to 50 per cent on net incomes over $6,000 for the year 1923.

Tips for Taxpayers

No. 1

January 1, 1924, marks the beginning of the period for filing income-tax returns for the year 1923. The period ends at midnight of March 15, 1924. Heavy penalties are provided by the revenue act for failure or willful refusal to make a return and pay the tax on time.

Form 1040A, heretofore used for reporting net income of $5,000 and less, from whatever source derived, has been revised in the interests of the largest class of taxpayers—wage-earners and salaried persons. Reduced from six pages to a single sheet, Form 1040A is to be used for reporting net income of $5,000 and less derived chiefly from salaries and wages. Persons any part of whose income is derived from a business or profession, farming, sale of property or rent, though the amount is $5,000 or less, will be required to use the larger form, 1040. The use of Form 1040 is required also in all cases where the net income was in excess of $5,000, regardless of whether from salary, business, profession, or other taxable sources.

It being impossible to determine at this time which form is desired, copies of both forms will be sent taxpayers who filed individual returns for the year 1922, and may be obtained also at the offices of collectors of internal revenue and branch offices upon written request.

VIRGINIA CANS



Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BI UEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.45	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	2.90	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards, 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	....	....
Columbia, Tall, No. 1	1.42½	1.40
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	....	Out
Medium Red, Talls	1.37½	2.25
	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ⅛s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JANUARY 7, 1924

WEEKLY REVIEW

Brokers and Canners Waiting and Watching the Buyers—Market Very Quiet This Week—Inventories Said to Disclose Very Small Holdings—Canned Cranberries Growing in Importance—The Warehousing Plan at the Buffalo Convention.

WAITING AND WATCHING—This week has made the brokers who are champing at their bits ready to go a little restless, but not uneasy. The same might be said of the canners who are waiting patiently for the buying which they foresee in the very near future. It has been another such week as last week, the distributors busy taking stock and pricing up their holdings before adding further to them. The buyers are doing one thing at a time, and propose having this all settled and put away before starting on the new buying. Nothing will move them from this, as a rule, though once in a while one breaks the rule and inquires for some line of canned foods. But when he does he is usually looking for a bargain, as, for instance, one Western buyer who came into the market for 6,000 cases of full standard No. 2 tomatoes at 85c. That would be a very nice buy for him if he could make it, but the goods just cannot be found at such a figure. The holders of tomatoes know their value, and are demanding it in full.

When will the buying open? That is just a little hard to say. The buyers are being very careful; they do not intend to rush the market and thus raise prices against themselves. Their inventories are all said to show very low holdings, and the same is largely true of the retailers. On top of this the real winter weather that has set in means the beginning of heavy canned foods consumption, and this will force the retailers to replenish their stocks. So the buyers will have to come to market, and they are ready and willing to do so as soon as the "man higher up" gives the release orders on buying.

THE MARKET—A review of each article of canned foods, starting alphabetically and going from top to bottom, would mean a mere repetition in each instance, since market prices show no changes in any item, and the demand for each one is on a par with all others. It would fill space and be dry reading. We realize that the holders of any article of canned foods want a direct report on that particular item, and we give it to them this way—turn to the market page. The market prices remain as there quoted, unchanged; demand is of a nibbling, inquiring sort, with a hint of soon needing some of the goods; but nothing definite. A real "feeling out" it might be termed, with but little actual buying this past week, which is the last of the holiday weeks. No holders are attempting to force the market, and the feeling is strong and hopeful. Just apply this to any item of canned foods, and you will have all that we could say in reporting each individual article.

CRANBERRIES—A few years ago we asked in our columns why some canners did not take up the canning of cranberries, a delightful dish, extensively used, and one which might grow to big proportions, if rightly handled. We received in reply, at first, a series of objections, and then, as is always the case, some approving expressions; but nothing much seemed to come of the idea. It was being done, however, and that it has grown even more rapidly than we anticipated is shown when we received a letter, under date of December 27th, complaining that canned cranberries are not quoted in our market pages, and the writer—the United Cape Cod Cranberry Co., with its cannery at South Hanson, Mass.—added: "We are packing some 50,000 to 60,000 cases this year, which are being distributed all over the United States and a few exported. We pack both the strained and the whole fruit sauce; the strained at $1.90 for the No. 2 cans, and at $9.00 for the No. 10s. The whole fruit at $2.10 for the No. 2s, and $10 for the No. 10s. " They have a most attractive label, setting forth the article in the can, its wholesomeness and the way to use it, and make high claims for the vitamines contained in cranberries, and the writer adds: "While you have a pretty good paper, we know if you add cranberries to your diet it will be better." No doubt he is right, but in any event the fact that this new line of specialties in cans has grown to the size indicated is a good evidence of how the people are turning to the can for every kind of supply. It should be added that the product is carefully packed and comes well up to expectations—and that is the only kind of canned foods that may be expected to grow and continue to grow. If this can be done with cranberries, what cannot be done with the staple articles of canned foods and all other fruits and vegetables?

BUFFALO'S IMPORTANCE—All recognize that the annual Convention of the canners is gaining in importance every year, and that is why all forward-looking canners and others associated with the business make it a point to be present and see and hear what transpires. But the market seems to be "banking" more on Buffalo this time than usually. The wholesale grocers of New York and New England, and, for that matter, pretty much all of the country, seem to think that this Convention will be the deciding point in the Warehousing Plan, forgetting that this is a closed incident with the canners, the National Canners' Association and all State Associations of canners having adopted this Warehousing Plan already. The canners have adopted the Warehousing Plan as their official method in the settlement of disputes, and just how the question is to be opened again at this Convention is hard to see. The wholesalers profess to think that the matter will be solved to their liking when the canners meet at Buffalo. On the contrary, we expect to see the canners exhorted to stand fast to this plan and to give it, at least, one year's good trial. Much has been made of the sales of future peas on the flat-allowance basis; but one large

operator told the writer this week that of all the Wisconsin peas they had seen sold there was but one block, by one canner, on which the buyers asked a flat allowance of ¼ of 1 per cent; all the rest of them were sold on the old style—swells to be handled as directed by the sellers—and that means Warehouse Plan. The canners should write the Warehousing Plan clause in all their contracts and stand by it, and this would settle the matter definitely, so far as the trial of this method is concerned. The flat allowance was given its fair trial, and proved almost disastrous to the industry and to the further increase of the use of canned foods. It is the unsettled condition of the question that is causing the trouble. If the entire industry stood pat upon the plan until it can be proved, even the wholesalers would welcome the definite position rather than the present unsettled state. If the plan should prove unworkable for any reason, it can be abandoned before tried. The buyers are most too fearful of the cost to the canners; they appear too solicitious for the pocketbooks of the canners. They should cease their worries and leave the expense to the canners, who are perfectly willing to take the chance and stand the expense, if it proves to be an expense instead of a saving, as we expect it to do.

NEW YORK MARKET

Inquiries Abundant, but No Business as Yet—A Complete Clean-up Expected—Fruits in Better Demand—California's Holdings Reported Light—Tomatoes Continue Firm—Corn Is Quiet—Pea Movement Is Slow—Members of the Trade Are Preparing for Convention.

New York, January 3, 1923.

By "New York Stater,"
Special Correspondent "The Canning Trade."

INVENTORY Season—Wholesale grocers and chain-store buyers are beginning their annual stock-taking period, and the canned foods markets in New York have shown a quiet tone thus far in the year, particularly in view of the holiday on Tuesday.

Many Inquiries—Buyers have a pretty good idea as to what their future requirements of canned foods will be, however, as is evidenced by the numerous inquiries which local brokers are receiving, asking them to get offerings and prices on certain lines of canned foods which buyers will want for early shipment.

Look for Cleanup—Brokers are very optimistic regarding the future of the market, and anticipate an early cleanup on practically all carryover canned foods. Canners' views as to prices are very strong, and it is expected that when canners, brokers and wholesale grocers get together at the annual convention in Buffalo late this month, progress will be made in cleaning up remaining canned foods stocks.

More Inquiry for Canned Fruits—New York has experienced quite a cold snap during the past several days, and demand for canned fruits at retail has picked up as a result. The mildness of the weather thus far has held up the sale of both dried and canned fruits, cheap fresh fruits supplying the market to a great extent.

California's Stocks Light—Holdings of canned fruits in the California market are not heavy, and canners are not disposed to force the sale of what fruits they still have on hand. Few of them have any sizable quantities to offer, and many are of the opinion that if they hold their fruits to take care of the spring and early summer trade, they will get better prices than those now prevailing, particularly on standard grade fruits. An early opening of future trading in California canned fruits is anticipated, in line with the early start of future business in other lines of canned foods out of the 1924 pack.

Tomatoes Are Firm—A firm market for tomatoes, both Maryland and California packs, is reported. While the demand is not particularly active at this time, distributors are looking for sufficient business to effect a cleanup of both jobbing holdings and cannery stocks before the 1924 packing season begins. Future prices have been named by a number of Maryland and Delaware canners, but as yet no material volume of business has been done in the New York trade.

Standard Corn Quiet—Buying of standard corn has been rather quiet during the past two weeks. Canners continue to quote the market at 95 cents, and accept business at 90 cents, which has weakened buyers' confidence in the situation. However, cannery stocks of corn are light for this season of the year, and a firm market is anticipated during the remainder of the season. Maryland is expected to come to the front with a high-quality pack of corn this year.

Pea Trading Quiet—Jobbing stocks of peas are light, and the market in first hands is also strong. Canners have only small quantities remaining unsold, particularly on the lower grades, and they are holding firm at quoted prices. Demand for peas in the jobbing market is rather quiet at the moment. Because of the firm prices now prevailing, distributors are buying peas only as they are needed.

Sardines Quiet—Trading in the Maine sardine market has remained quiet during the past week, and the price basis is quotably unchanged. The carryover is light on all grades, and canners are holding firm on remaining stocks. The demand during the early spring months is expected to effect a clearance of small stocks still available.

Pink Salmon Strong—Pink salmon is strongly held at $1.25, Seattle, with a quiet market prevailing. Jobbers are in need of salmon, however, and an early revival in buying is anticipated. Red salmon generally holds at $2.35, Seattle, with a quiet market ruling. Chums are cleared from first hands, with the exception of a few isolated lots here and there.

Tuna Quiet—The high prices quoted on spot tunafish have slowed down trading somewhat and the local market presents a quiet tone. There has been a little easiness shown in bluefin of late, with holders shading the market for halves a trifle. White meat continues in scant supply, and is strongly maintained.

Prepare for Convention—Members of the local brokerage and wholesale grocery trades are making plans to take in the canners' and brokers' convention at the Statler in Buffalo late this month. The selection of Buffalo as the convention city is expected to insure a large turnout, as it is centrally located for most of the Eastern trade. Some of the brokers who are going to the Buffalo meeting are hunting out their old earmuffs and galoshes in anticipation of a cold and stormy week, while others of a more thoughtful frame of mind are hunting up their corkscrews, enthusiastic because of Buffalo's nearness to the Canadian border.

Nothing New On Swells—The swells question is hanging fire, so far as the New York trade is concerned. Jobbers continue unalterably opposed to the warehouse plan, in this market, at least, while the brokers are mute, being between two fires, as it were. The trade are pinning their hopes for a final and definite settlement of the question on the Buffalo convention.

Changes on Street—Lestrade Bros. have formally taken over the canned foods and brokerage business of Mailliard & Schmiedell in New York.

Charles H. Brewster has taken over the Ohio Butler-Sergeant Corporation, which has hitherto been the Cleveland branch of Butler & Sergeant, Inc., of New York. Mr. Brewster has been in charge of the Cleveland business for some considerable time, and is well known to the trade all over the country.

Wilbur & Hake have started in the food products brokerage business, opening at 100 Hudson street today. They will specialize in dried fruits and canned foods, and their wide acquaintance and popularity among the trade here assures them of an early success.

Killian & Clark, Inc., have been apointed New York sales agents for the Hunt Bros. Canning Co., well-known California packers, also operating canneries in the Northwest.

Karl R. Whitmarsh and Francis L. Whitmarsh, sons of Theodore F. Whitmarsh, president of Francis H. Leggett & Co., have been elected directors of the company, effective January 1st, 1924. Both have been actively conected with the business for several years past.

The jobbing business of the old De Grof wholesale grocery concern is now merged with that of R. C. Williams & Co., all of the business being centralized in the big Williams warehouse and plant on Hudson street.

Members of the sales force of Austin, Nichols & Co. held a three-day convention at the plant in Brooklyn late last week.

CHICAGO MARKET

Brokers Take Holiday—The Country's Big Crop of Apples—No. 3 Cans of Apples Hardly Known to the Housewife—Some Inquiry for Corn, Peas and Tomatoes—Increasing Business in Canned Foods—Winter Weather Will Increase Demand—President Hill's Heavy Loss.

Chicago, January 4, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

BROKERS' Holiday—The canned foods brokers of Chicago are endeavoring to amuse each other with diverting stories and interesting reminiscences—they have nothing else to do at present, as buyers are busy pricing up their inventories and will not receive brokers or propositions to buy.

The brokerage business is one that is easily summarized, and most of them have ascertained that the year 1923 has permitted them to escape with their lives, but without much profit.

It shows, however, a turn for the better, because 1922 was worse for the brokers and many of them lost money, whereas 1923 has enabled them to break even, and some of them to even show an encouraging, though not satisfactory, profit.

Apples—The enormous crop of canned apples which has been raised according to the estimate of the United States Bureau of Agriculture is about 2,750,000 barrels, larger than last year's crop, and the number of barrels in winter storage greater than at the first of January, 1922, aggregates 3,000,000 barrels.

The canners of the United States have been very wise in refraining from putting into cans a large quantity of apples this season.

The trouble about canned apples is that they are used only in an exceedingly small way, except in the No. 10 cans, by pie bakers. The smaller cans are scarcely used at all for family consumption.

Pie bakers always prefer to use barreled apples when they are cheap to using canned apples, as they get more flavor out of them, so they say, and can make better pies. The probability is they get more economy out of them, although they do not give that as a reason.

The buyers when they can be approached at all—the approach being dangerous at this time of the year—are making some inquiries for canned corn, canned tomatoes, and also for canned peas, but for very little else. The inquiries are merely tentative—that is to say, they are disposed to state sometimes that they may, in a few days or week or so, need some canned corn, peas or tomatoes, which gives the broker a line on their prospective needs and enables him to "dig up" offerings from all the canning clients whom he represents.

One large wholesale grocer whom I talked to advises that the volume of business in canned foods which his house did this season amounts to nearly 50 per cent of the entire sales, and that the amount of sales in dollars and cents with all lines in the wholesale grocery business for the year 1923 is greater than that of 1922.

This statement I was inclined to debate with him for a little while, but he soon convinced me by actual statement of facts that the value of groceries during 1923 was fully equal to that of 1922 on account of the various advances in prices of sugar and coffee, etc., and that, if anything, the volume of sales for 1923 would naturally be expected to be greater than that of 1922, because values for 1923 were equal, if not higher, and distribution was greater.

Winter Weather—Severely cold weather has arrived, reaching here New Year's Eve, and the temperature has hovered around zero. This is good weather for canned foods, because it will make the handling of fresh vegetables and fresh fruits dangerous, difficult and expensive, and will advance the price on that account on fresh fruits and fresh vegetables, so that the use of canned foods will be found more economical.

Just the contrary has been the case until this cold spell arrived, and the sales of canned foods have been very much retarded by the open weather.

The steady maintenance of prices upon all canned foods of every description, with the exception of canned apples and the important and unusual reduction of stock in the hands of canners in the great staples, peas, corn, tomatoes, as well as other lines, has inspired such a degree of confidence in the stability of prices on the part of buyers that the market is, without doubt, in the control of sellers, and will remain so all during 1924, or, at least, until the new pack of 1924 comes upon the market.

Much sympathy is felt for the Grimes Canning Co., of which J. W. Hill, President of the Western Canners' Association, is an officer—the big factory being located at Grimes, Iowa, no Christmas Day sustained a loss by fire, aggregating about $250,000. Three warehouses were totally destroyed, and they contained 50,000 cases of canned corn, which is a total loss. The insurance will not fully counterbalance the loss, which latter will be important. This will also reduce the stock of canned corn in Iowa and Nebraska unsold by canners to about 150,000 cases, as compared with the holding of last year at the same time of 2,000,000 cases. Canned corn is good property.

Many canners in Wisconsin, New York, Michigan and elsewhere are announcing their prices for 1924 pack, future delivery, on canned beets, canned graded green beans, canned peas and other products, which, though the cost of tin cans will average a little higher this season, are priced about the same as last year, the advance being slight.

The Morgan Packing Co., at Austin, Ind., has named prices on futures and has issued a list as follows:

1924 Pack—Future Delivery

No. 1 Tomatoes	$ .70
No. 2 Tomatoes	1.00
No. 2½ Tomatoes	1.35
No. 3 Tomatoes	1.40
No. 10 Tomatoes	4.90
No. 2 Kraut	.87½
No. 2½ Kraut	1.05
No. 3 Kraut	1.10
No. 10 Kraut	3.60
No. 2 Pumpkin	.75
No. 2½ Pumpkin	.90
No. 3 Pumpkin	.95
No. 10 Pumpkin	3.00

The tomatoes quoted are not quoted by grade, but will grade as extra standard, as this is the lowest grade this canner packs. It is the only price list of futures that I have seen from Indiana, so far.

There will be a large delegation of canners and others going to the National Canned Foods Convention by way of Chicago and from Chicago—a special train will be run from here to Buffalo, and is being advertised. I understand that reservations are being rapidly taken up.

Lamborn & Co., a big brokerage firm which has offices in various parts of the United States, including New York and Chicago, has announced a change of policy which took effect December 31, 1923—they then discontinued their canned foods and other food products departments and are going to concentrate their attention on sugar, in which they are large importers and dealers. This policy applies to all their offices.

ST. LOUIS MARKET

Light Stocks Held by Dealers—Early Buying Looked For—Corn Stocks Reported Cleaned Up—Taking Wisconsin Future Peas—No Interest in Future Tomatoes—The Industry Growing in the Ozarks.

St. Louis, January 3, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

STOCKS Light—Little buying in canned foods has been reported during the week just ended, the last week of the year, owing to the inventory period. Distributors' stocks of leading staples in canned foods are very light. The trade is optimistic regarding an early start in spring trading. As canners' stocks are light on practically all grades and varieties of canned foods—vegetables, fruit and fish—an active competitive buying campaign, is believed to be in the cards for the market during the next few weeks.

VEGETABLES—Corn—There has been practically no business in canned corn during the past week. Distributors state there was a very light stock of Western standard corn at the close of the year, so the market has been steady on carryover stock. According to information received, the Iowa-Nebraska

Canners' Association reports a carryover of 1923 pack of only about 200,000 cases, and it is believed that before the end of January this stock will be cleaned up. Canners in Illinois and Indiana are reported in better shape and have fairly large stocks available, but no figures as to the actual supply have been made known. Less than 200,000 cases of the 1923 pack standard corn remains in Ohio, and canners in that State expect that by the middle of February this will be cleared up. Practically there is no corn in Wisconsin and Michigan and Minnesota. Nothing is known here how holdings are in Maryland and Delaware by the canners, but those best informed here state they do not think that the supply is heavy for this time of the year.

Peas—Distributors here have received the opening prices on 1924 pack of Utah canned peas from the California Packing Corporation and the Utah Packing Corporation. The former packers name their prices much earlier than usual this year as the result of early bookings by Eastern canners.

Jobbers here are quietly purchasing all the Wisconsin futures they can, where they can get favorable figures and where restrictions on assortments are not too severe. There is not any big demand, however, but only a conservative covering of part of their future requirements. Standards are favoring the canner more than the packer, and instead of price-cutting, there is a firm tendency. All grades of spot peas are firm. Lines of peas which can be used as a substitute for standards are firm. Every indication points to a big pack in 1024, because of the big money that peas made for both canner and distributor for several years. Old packs are scarce and stiff prices prevail. Futures remain firm.

Tomatoes—California and Tri-State canners are quietly waiting for a return of trading which will begin within a few days, or right after inventories have been finished, and have not been trying to stimulate the demand by shading of prices. There is not enough interest in futures to bring out any movement. With no large surplus and a wider demand than usual from the Middle West, Tri-State pakers look for higher prices with the advance of spring. Southern packers have only small stocks on hand unsold.

Asparagus—Asparagus tips are quiet. There is a steady demand for spinach.

Fruits—A change in the fruit spot situation is not expected for a few days. Jobbers have their money tied up in purchases they have aready made, so will not listen to offerings. Some low prices have been made to tempt buyers, but few of them have been taken up. Offerings from the Coast have been held firm. Stocks in the hands of California canners are lighter this year than for a long time. Peaches are firm. Apricots are strong, although the trade has been quiet. No. 10 pie fruits of all grades and kinds are firm.

Milk—There is a steady undertone prevailing in the market for canned milk. Distributors are not coming into the market for supplies in large quantities, and no real buying is looked for until after inventories are completed.

The canning industry in the Missouri and Arkansas Ozarks, which has been growing rapidly during the past five years, is expected to take on an added impetus the coming season, and several parties have reported that they will establish new canning plants, among them being E. L. Standley, who has announced that he will erect a new factory at Batesville, Ark. It will be much larger than his present plant at Yellville, Ark. Canning factories are now established in almost every town north of Cotter, on the White River Division of the Missouri Pacific Railway, and have proven profitable for the farmer and canner alike. A large part of the pack is tomatoes, but corn, beans, sweet potatoes and fruits also are packed extensively.

CALIFORNIA MARKET

Drouth Is Getting Dangerous—Prunes Reported All Sold for Export—Future Peas Have Sold Well—Large Crop of Olives Being Packed—Looking for Lower Grade Fruits—Tomato Holdings Are Getting Light—Coast Notes of Interest.

San Francisco, January 3, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

DROUTH Getting Dangerous—Weather conditions in California continue unfavorable for most crops, and the outlook is commencing to assume a critical aspect. The lack of rain has hindered the planting of such crops as peas and has held back winter ploughing and farm work in general. Each flurry of rain that has come has encouraged the belief that the rainy season has at last set in, but these have been followed by clear weather, and so far there has not been a real storm. The precipitation at Fresno, in the heart of the San Joaquin Valley, was but 81 hundreths of an inch at the close of the year, as compared with a normal of more than four times this quantity. Los Angeles has had less than one inch, as compared with a normal of about five inches, and there are but few places in the State where the precipitation for the season is half the normal. The snowfall on the summit of the Sierra Nevada Mountains is but nine inches, in place of the nine feet that is expected at this time of the year. Of course, there is still time for heavy rains, but the outlook is not especially encouraging.

Prunes In Export—Handlers of canned foods, particularly of California canned fruits, are much interested in the announcement of the California Prune and Apricot Growers' Association to the effect that the entire holdover crop of 1922 prunes has been sold for export. This carryover has been having an unfavorable influence in all markets, not only on the sale of dried fruits in general, but on the sale of canned fruits as well. Very low prices have been prevailing, and every effort has been made to get prunes into consumption. With the carryover disposed of and shipped to Europe, firmer prices will prevail on remaining stocks, and California canned fruits will have less competition of a price-cutting nature. Dried apricots, apples and pears are all firmer, with raisins now the weakest item in the dried fruit line.

Peas—Considerable business on California and Utah peas has been booked at the opening prices announced early in December, and it is anticipated that the expected pack will soon be sold up, despite the disinclination of some in the wholesale trade to have anything to do with futures. Right now the prospects are not very promising for a large pack of peas in California. The ground is too dry for ploughing, and a small acreage seems in prospect.

Olives—A very large pack of California ripe olives is being made, the crop proving the largest ever harvested. The crop in the southern part of the State is proving rather light, and considerable damage was done by the heavy windstorm and cold weather experienced a few weeks ago, but the output in the Sacramento and San Joaquin Valleys is heavy. The fruit is running to small sizes, but there will be no marked scarcity of the higher grades. Packing plants have been filled to capacity all season and quantities of the fruit have been picked green for the Greek trade. Last year more than 400,000 cases of ripe olives were packed, and this year's output promises to be well above this figure.

Lower Grade Fruits Needed—Numerous inquiries have been received of late by California canners concerning lower grade apricots and peaches, leading to the belief that there will be quite a call for these after the first of the year. The 1923 pack contained but a small proportion of low-grade fruits, especially peaches, and the carryover has been largely disposed of, with the results that these grades are getting into light supply. Trading in canned fruits has been light during the past month, but considerable fill-in business is expected in January, after inventories have been taken by wholesalers and retailers.

Tomatoes—Stocks of California tomatoes in first hands are getting light, and prices are being firmly maintained. No. 2½ standards, with puree, are held at $1.15, with No. 2½ solid pack quoted at $1.60. A great improvement in the local demand for canned tomatoes has been noted since killing frosts visited the growing districts.

Coast Notes—While business on canned salmon has been rather light of late, canners have numerous orders on file which will be filled after the first of the year. Alaska red salmon is well sold up, and prices are firm at $2.25. The lower grades are in better supply than the higher ones, but there is no heavy unsold surplus. Stocks of tuna fish in first hands are light, and prices are exceedingly firm. California sardines are also in good shape, owing to the light supplies of imported fish throughout the country.

Tillman & Bendel, of Fresno, Inc., has been incorporated at San Francisco, Cal., with a capital stock of $250,000, by H. R. White, H. J. Finn, A. B. Dunee, H. A. Judy and R. C. Foerster. The parent San Francisco firm has been engaged in the wholesale grocery business for many years.

The California Chain Stores is considering the installation of a $100,000 milk condensary at Patterson, a thriving dairy community in Stanislaus county, California.

T. B. Ross and J. D. Warde, with Tillman & Bendel, San Francisco, left recently for Fresno, Cal., to assist in taking over the business of the Home Wholesale Grocery Co., a transfer that is to become effective January 1.

Canners of asparagus who have been planning to pay less for canning stocks in 1924 than was the case during the 1923 season have been rather taken back by the purchase on the part of newcomers in the business of considerable uncontracted asparagus at six cents a pound. It is claimed that growers are making good money at the long-term contract price of four and a half cents, and canners hold that the higher price will tend to curtail consumption and bring about marketing difficulties such as canners of other products have had to contend with.

MAINE MARKET

Pea Canning in Maine May Be Expected to Rapidly Develop—Maine's Corn Yield Last Season—The Market Prices Show No Change—Sardines Lack Activity—H. R. Stickney Is Very Ill.

Portland, Me., January 4, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

BUSINESS remains quiet this week, during the painful period of annual accounting. General conditions in Maine, however, are very satisfactory, practically all industries running on full schedule. The recent snowfall has started work in the lumber camps, one of the most important businesses in this State.

Peas—There is every evidence that pea canning will be made an established business in Maine, acreage having already been signed for the two factories where trial was made last year. The 1923 season was about as unpropitious as possible, but both canners and growers were convinced that the proposition could be made profitable. At Fryeburg, H. C. Baxter & Bro. will operate again with a larger acreage than last year, and at Unity the Portland Packing Co. Doubtless it will be but a short time before other firms enter this field, and Maine peas will take their place beside Maine corn in the large markets.

Corn—An interesting item is issued from the statistician's office at Wakefield, Mass., compiled from reports from the U. S. Department of Agriculture and New England State Departments. It gives 80 per cent as the amount of sweet corn acreage in Maine which yielded any crop last year, with the average yield per acre 75 per cent of the five-year average. But more interesting is the yield to the grower, the average price per ton being $27.51, as against the average of from $8.88 to $13.50 paid in the Western States.

The Market—There is no change to report in market conditions on spot Maine corn. The stocks are so immaterial as to be unworthy of consideration, and indications point to an inclination to hold these goods until spring. There are a few small lots of fancy grade, both Golden Bantam and Crosby, and an even smaller amount of standard. Prices fluctuate somewhat with the desire of the buyer to purchase and the tendency of the packer to hold on, but show no likelihood of declining.

Sardines—There is little activity in the sardine trade, due to small stocks and the fact that canners are not pushing their offerings, and to the fact that buyers have become convinced that there are no goods on hand and have ceased making inquiries. The stocks now held in first hand are very light, indeed; at the present rate of movement they may last until the new season opens in April, but any large demand between now and then would mean a bare market long before that date. While the new season is legally open in April, it is usually well into May or even June before there is any run of fish worth mention.

Henry R. Stickney remains very ill at his home in this city.

Mr. George Pelham, representing the Sprague-Sells Corporation and the Peerless Husker Co., is in Maine for two weeks, and is being welcomed in his new connection with the Sells interests.

Mr. Stickney was closely identified with the earlier development of corn-canning machinery, and is known throughout the industry both for his contributions to its success and for his personal friendship with many canners.

FREIGHT RATES & SHIPPING NEWS

Traffic Bureau

THE CANNED GOODS EXCHANGE OF BALTIMORE

The Southern Freight Association, upon complaint of certain shipers, have docketed a proposal to cancel water and rail rate of 52½c per 100 pounds on canned foods, carloads, from Baltimore to Gulfport, Miss., leaving a combination of rates amounting to 78½c on sweet canned goods, and 70½c on sour canned goods. Oral or written protest against this proposal may be filed with the Southern Freight Association, Atlanta, Ga., on or before January 8.

The Interstate Commerce Commission's examiners who heard the testimony in the complaints of the Indian Packing Co., National Food Packers' Traffic Association and the Glass Container Association, have recommended that the Commission find the present classification ratings on many food articles packed in glass containers were unreasonably high and should be reduced to the same rating as now applicable to such articles packed in tin. On certain other articles, such as preserves, butter, peanut butter, olive oil and ground spices, the examiners found the present ratings were not unreasonable in view of the relative value of such articles as compared with pickles, table sauces, jellies, etc. The report states that since the first-class rating was established many years ago on food in glass there had been many improvements made in the quality of the glass container and the methods of packing them for shipment, which had greatly reduced the element of damage, which element had been the carriers' former justification for the higher rating carried in railroad classifications.

HARD WORK THE BEST TONIC

From The Optimist.

THE grocery trade appears to us to be in a very healthy condition; healthier, perhaps, than any other branch of industry. In fact, the only danger to be apprehended is that of an infection from some outside source.

With the advance of autumn, however, there have been indications that the bloom is off more things than rosebushes. During the past few weeks several large factories have closed down. They were in other lines, to be sure, but they indicate a weakness.

This being so, we believe that business should have a tonic; and the remedy indicated is that good old-fashioned medicine, Hard Work. That is an elixir that cuts the cost of production and distribution, without decreasing employment or purchasing power.

During the last decade the tendency has been to shorten hours, to do less work in a given time, and generally, to take life more comfortably; but the time will come when we must kep up or slump. Don't wait for it to come, get the jump on it!

The time to stave off depression is before it threatens. Once let unemployment spread and sales resistance will be found to increase with distressing rapidity. A little more hard work—a little greater efficiency—will guarantee a continuance of prosperity.

We believe that every employer should take this subject up seriously with his organization. If each individual member will buckle down and work a little harder, the effect on business will be so tonic that all danger of reaction will vanish over night.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.



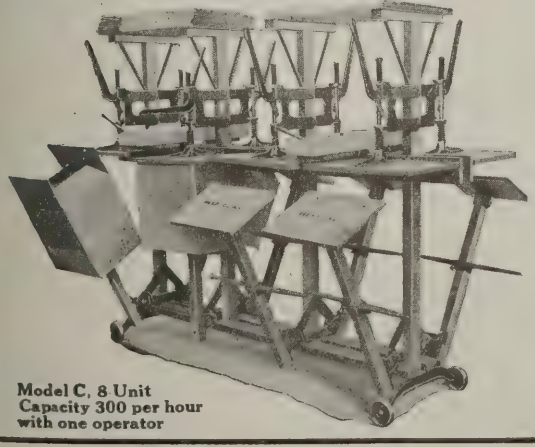
ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

H. D. DREYER & CO., Inc.
MANUFACTURERS
BOXES and BOX SHOOKS
FOR THE CANNERS
ALCIEANNA and SPRING STS., BALTIMORE, MD.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.



Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 **C-4-UNIT $115**

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

Your label is your salesman

Putting your product on the dealers shelves does not complete the sale. Why not help the dealer sell your goods by using labels that will create a favorable impression?

Labels should suggest that the contents are dainty and tasteful. We make labels that do this. Write us for particulars.

Consult our Trade Mark Bureau before selecting a new brand name—it may save you from conflicting with brands already in use.

The United States Printing and Lithograph Company

CINCINNATI
55 Beech Street

BALTIMORE
439 Cross Street

SMILE AWHILE

STRINGING HIM

"Hello, Mose, how long you all in jail fo?"
"Three weeks."
"What you done done?"
"Jes' killed a man."
"An' you all only got three weeks?"
"Dat's all. Den they's goin' to hang me."

AMPLY PROVIDED

Horatio—How do you like that $35 suit with two pairs of pants?

Algy—The material is excellent, but, by Jove, it's darn hot wearing both pairs at once—California Wampus.

If your boarding house keeper on leave won't give you a night key, tell her you are a night watchman. After the first night she'll believe you.

HIS MEASURE

"Pete is sure narrow-minded, isn't he?"
"Yeh. Why, that bird would cut his hand if he rubbed his forehead."—Notre Dame Juggler.

PROOF! TRY IT

Tae friend wife down a peg. Tell her she's not nearly as important as your pants. There are lots of places you can go without your wife.

UP-TO-DATE

An excited gentleman dashes into a store. An assistant inquires: "Do you wish anything, sir?"

"Yes, I have lost my wife!"

"Mourning department on first floor."—Kasper (Stockholm).

They were conversing on the Darwin Theory.

He—Just think, according to Darwin's Theory, your grandfather might have been an ape.

She—That doesn't worry me.

"No, but I'll bet it would have worried your grandmother."—Puppet.

PROMOTION

Sam—What am you doin' now?
Bo—I'se an exporter.
"An exporter?"
"Yep, the Pullman Company just fired me."—Johns Hopkins Black and Blue Jay.

THE KIND SHE WANTED

An East Side lady went into a delicatessen store. The clerk asked her what she would like.

"Have you got any pepper, mister?" she asked timidly.

"Yes, madam, we have pepper—three kinds, white, red and black pepper."

"I don't want those kinds," she said. "I want some writing pepper."

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIAL

HIS MAJESTY — THE MACHINERY-SUPPLY MAN.—When the canners assemble in their State or local Conventions, and again here at this mammoth National Convention, where nearly, if not, five thousand will take part, whose pocketbooks is it that are wide open in lavish entertainment of you? Who furnishes the banquets and the amusements—the luncheons to the ladies, the trip to Niagara Falls, the crowning social feature of this great Convention, the Friday night ball, to say nothing of all the many and lavish entertainments that have been given all over the country this past fall—The Canning Machinery and Supplies Association members, with whom many brokers heartily co-operate. They have been your hosts and they are your hosts, and at least you should know your host, and further, you should appreciate it. We know of no industry in the country that treats its customers so well as these generous "boys." Understanding the situation, everyone will feel grateful for their thoughtfulness and duly appreciative. They need not spend their money in this lavish way—you need them, their machinery, their supplies and their service—as much as you need crops for canning, but they are just that kind of men. And it is not a case of spending some of their huge profits, as some small-minded fellow may think. It is an extremely rare case where any firm or individual makes the profit he or they should make. Canning machinery is and has always been sold at too low a price. If you doubt this, get out into some other line of industry and see what they pay for less intricate, less particularly true pieces of machinery. You complain that the prices of cans are too high. How would you like to invest $1,250 to $1,500 in a double-seamer and then rent this out at $50 per year, to undergo all the careless handling and neglect that the average "renter," whether of house or machine, usually gives, and then, on top of this, maintain and keep in action a force of expert men to attend to these "rented" machines? Just figure it up for a moment and you will wonder how it can be done, and probably see why some, formerly, well-known can-making companies have quit the game. This latter feature, we believe, is all wrong and should be discontinued at once. The seamers should be sold outright, and then the owner-canner would take care of them, and the work from them would be better, and they would last longer. The present method makes for inefficiency, the owner-plan would make for efficiency. And what is more, we believe that all the can companies would willingly change the practice, but each one is afraid to make the start.

We have digressed into this simply to quiet any quackers who may think they are paying for these entertainments. They are not. And the ever-generous machinery and supply men, and the contributing brokers, deserve this word of commendation and thanks for their liberality. It is not made upon request or suggestion. Not a soul knows of it until this moment, when you read it.

THE BIG MACHINERY SHOW—Much of this issue is devoted to the welfare of the exhibitors, as they deserve, for their big Show is not only a most interesting one, but a most valuable one to the canners. Here the canner has displayed in one great room all that is best in machinery and supplies, that he may view them and buy to the best advantage. It is the great "market place" of the industry, a replica in substance of what is given in words all during the year in the pages of The Canning Trade. The advertiser helps the canner by calling his attention to the latest and best in both machinery and supplies; this is a real service to the man who knows the value of buying well, and getting the best for his money. It is not all benefit to the advertiser. And at the big Show the exhibitor, and the advertiser, give the buyer a chance to examine and see the thing and so buy, as it were, with his eyes open. Therefore the big Show holds a most important position in this big meeting, and deserves this special attention, and the careful attention of every visitor to Buffalo.

To help the visitor and make it easier for the exhibitor, we have platted the hall, and written the name of the exhibitor in his assigned booth. With this as a guide you can go direct to any exhibit you may wish to see; this makes for order, whereas without it, it is just one huge conglomeration of exhibits. And as a

We render the service---you take the tip: tell the advertiser that you appreciate seeing his offer in The Canning Trade.

further assistance, we give in this issue a brief write-up of each exhibit, mentioning what they will show and the names of your friends who will be found there.

THE PROGRAM.—The Program, reprinted in this issue, is not only a good one, but it is thoughtfully drawn. There is so much to be done in so short a time that there necessarily must be conflicts of meetings, and many men find that matters in which they are interested are to be discussed on the same morning in different meetings. The framers of this year's program have taken this into consideration and have assigned a definite time for each address. You will find this time just in front of each scheduled address, and that means that the speaker will have the floor at the time specified. As all the meetings will be held in the great Statler Hotel, it will not be hard to leave one meeting and drop in upon the other, in time for the address which you wish particularly to hear. And it will be further noted that the program is not over-burdened with addresses, and that the time assigned to each is short. This will make for more snappy action and better business.

BE PROMPT.—On behalf of the speakers, and for the sake of those who appreciate promptness and desire to reap a maximum of good from the considerations, we want to urge all to be present at the meetings in time. The canners may not be the worst set of men in the world in their dilitoriness, but they are a good ways from winning any medals for promptness in attending sessions of the Convention. Upon leaving for the Convention take one resolution: that if you are going to attend the meeting, that you will be there on time and not cause disturbance to both speaker and the audience by strolling in late. It is discourteous, impolite and often a rank nuisance to be late, because frequently some interested ones are striving to catch the particular point the speaker is making, and just then a late-comer drops in, makes confusion and causes the speaker's voice to be drowned and the interested ones lose the very thing they were most anxious to get. The meetings are comparatively short, and the days are long—from early morning to early morning—and all will have plenty of time for the chats with friends or customers. And with the Statler as the headquarters, it will not be hard to find anyone at any time, either at the hotel or at the Show. For everyone's sake, let everyone try to be prompt.

Growth of the Canning Industry

BY JAMES A. ANDERSON

President, The National Canners Association

THE canning industry has made rapid strides during the last few years by reason of the splendid co-operative work of all members belonging to the National Canners' Association. The untiring efforts of this organization have greatly improved the methods of handling food products, all the way from the growing of raw materials to the finished articles as canned foods. The great amount of scientific research work which has been conducted under the supervision of the National Canners' Association laboratories has raised the standard of canned foods to such a high level that many of the most noted and most reliable scientific authorities have voluntarily pronounced them the safest and most sanitary food that can be obtained for human consumption.

The methods of purchasing the raw products and paying for it in accordance with grade and quality make it more profitable for the grower to bring only the very best that the garden, orchard or field can be made to produce. The grading of the raw product is done by men and women of experience along these lines, and that which is not fit for human consumption is rejected by the canner. The raw product that is considered acceptable for canning purposes is washed and prepared under such strictly sanitary methods that it excels in quality and healthfulness any and all products brought fresh from the market, and also excels in the same way any product of home canning for the reason that no consumer in the home can afford to equip with the same scientific, sanitary equipment and process that the cannery must, of necessity, install for this purpose.

In view of these facts, it is only natural that, as the consuming public becomes acquainted with the real facts regarding canned foods, the use of them will increase. Our great improvement in methods of canning and production of quality is, doubtless, the principal reason for the great increase in consumption of these foods. There is every reason to believe that as this education goes on and more of the facts become actually known to the consumer, there will continue to be an increase in the demand for and the consumption of canned foods.

The method adopted by the National Canners' Association for taking care of any spoiled canned foods is going to have a further tendency to establish confidence in the mind of the consumer, and will go a long way toward eliminating all spoiled goods from the market, in that the Zone Warehouse Plan makes it possible for any or all spoiled goods to be studied by technical, scientifically trained men from the National Canners' Association laboratories and the reasons for such spoilage will be reported to the manufacturer, where the evil can then be readily corrected. The plan further provides for the destruction of all canned foods that are found to be unfit.

The plan as proposed makes every packer responsible for his goods, all the way down the line until they have been passed upon by the final consumer, and if these goods are found to be defective in any way, the canner who produced them must pay the invoice cost and freight on such goods, and in order that we might get a thorough check on such spoiled goods, the packer may order them shipped to a zone warehouse, where they will be examined for identification, for cause of spoilage and for positive and final destruction, so that they cannot get back onto the market and be re-sold at attractively low prices.

This work is not going to be cumbersome or impossible, as some distributors have declared it would be, as the percentage of spoiled goods is very low. But it is the desire of the canning industry to reduce the spoilage to a minimum, and, if possible, to eliminate it entirely. This can be done only by a proper study and analysis of the real causes of such spoilage, even though it may be very small on a percentage basis. The examination and study of the causes of such spoilage, made by competent men from the National Canners laboratories, together with the government food officials, cannot help but have the effect of reducing to a minimum, any and all kinds of spoilage in canned foods.

Food officials of the country are welcoming such a plan for the reason that it gives them an opportunity to familiarize themselves with any and all kinds of spoilage, the causes for same, and the remedy, thereby making their work effective and making it possible for them to protect the final consumer against illegitimate trafficking in spoiled canned foods by unscrupulous dealers who have, in the past, resorted to such unfair methods of obtaining a monetary gain at the expense of the original producer of raw products, the canner, the distributor and the consumer.

(*Continued on page 54*)



TOMATO—"The Landreth"

Price $6.00 per Pound

The Landreth is as red as The Landreths, Red Rock and two weeks earlier, ripening about the time of The Earliana.

The vine is short stemmed unusually healthy, astonishingly productive. The shape of the fruit is full bottomed, that is, round at the bottom, free from cracks, with very little cavity at the stem end.

The Landreth Tomato is, in appearance, after the order of the Chalk's Jewel, but is five days earlier, larger fruited, more productive, picking over a longer period, of better color, more solid, and does not crack.

Its ever-bearing qualities extend the picking season at least four weeks, giving the grower an epportunity for greatly increased profits, and large pickings, before there is likelihood of being killed by the frost.

VARIETIES

Bloomsdale	$10.00
The Landreth	6.00
Delaware Beauty	4.00
Landreths' Red Rock	3.50
Stone	3.00
Chalk's Jewel	3.00
John Baer	3.00
Earliana	3.00
Bonny Best	3.00
Paragon	3.00
Landreths' Ten Ton	3.00
Favorite	3.00
Success	3.00
Greater Baltimore	3.00
Royal Red	3.00
Perfection	3.00
Matchless	3.00

Write us for prices on Peas, Beans, Corn, Cucumber, Beet other Seeds for delivery after 1924 crop is harvested

SPOT SEEDS

Before buying for spot delivery your Alaska Peas, Beans, Corn, Tomato, Cucumber, Cabbage, Spinach, Beet, and other Seeds for Spring planting, let us quote you. We have a few Alaskas for spot delivery. Write us at any time for anything you may need.

FUTURE SEEDS

Write us what you want in futures of Peas, Beans, Corn, Beet, Cucumbers or other Seeds and we will quote, meeting the prices of other Good Houses.

We Grow All Varieties of Seeds

Some Canners think that we grow nothing but Tomato Seed This is not correct. We have growing stations in the West, and elsewhere, under our own management, and we grow Peas, Beans, Corn, Cucumber and other Seeds. While we specialize on Tomatoes, to Canners, yet we grow other varieties and we would like orders for Peas, Beans, Corn, and other varieties of Seeds for either spot or future delivery.

D. Landreth Seed Co.

Business Founded 1784

BRISTOL PENNSYLVANIA

The Oldest Seed House in America
140 Years in the Seed Business

Originated in 1878 to hand the canners into this service Club, The Canning Trade has never changed——



BUFFALO CONVENTION NEWS

ANNUAL CONVENTION, WEEK OF JANUARY 21st, 1924

National Canners Association—Canning Machinery & Supplies Association
National Food Brokers Association

BIG MACHINERY EXHIBITION BIG CANNED FOODS DISPLAY

EVERYBODY WANTED——EVERYBODY WELCOME

Buffalo welcomes you, and it is hoped it will be a warm welcome.

* * *

A lot of the old-timers recall the last Convention and the chilling blasts which greeted the Conventionites every day—driving the then popular derby out of fashion and bringing in the cap with ear tabs.

* * *

'Member that, and John Staff and big Bill Phinney?

* * *

It was a good Convention in spite of the cold, and it will be this time, too.

* * *

But why suppose it is going to be cold? If you stay away on that account, you will not only be foolish, but you will be left out in the cold, sure 'nuff.

* * *

"The Lord tempers the winds to the shorn lamb." You were shorn well enough at Atlantic City, in spite of the balmy weather there, weren't you? If not, come on up to Buffalo and give these expert Bonifaces a chance. And, then, again, there will be the machinery and supply boys down in the big Show, to finish any shearing left undone by Buffalo.

* * *

Seriously, however, Old Boreas can cut up his worst, and you will not be bothered, because you will meet in a magnificent big hotel, with every convenience and comfort, and can laugh at the weather. Then, the Machinery Hall is but a short step away—just good exercise and "a breather," and you will again be in warmth, hospitality and comfort.

* * *

Ogden Sells owns Buffalo, you know, and he will make his debut there as the head of the great new combination of machinery firms—the Sprague-Sells Corporation—and he'll fire the Weather Bureau if it does not furnish his guests with good weather.

* * *

Besides, the National Wholesale Grocers' Association is going to send its biggest guns to Buffalo, and promises to make it so hot on this Warehousing Plan proposition, in the settlement of swell claims, that the weather will not have a show.

* * *

We are not much attracted by the hint that Buffalo is right across from Canada, and that possibly a little cold weather will be necessary to produce the needed prescriptions to cure the colds; but for those who find in this a solace, we have our respect.

* * *

Buffalo is an attractive town, and anyone who has never seen Niagara Falls in all the glory of its frost and ice owes himself that treat. There will be much good business, as the program shows, and plenty of enjoyment, and it looks like everyone in the industry will be there to take part.

* * *

It will be worth a very long journey to see President "Jimmy" Anderson lead the promenade on the night of his ball—Friday, the 25th. This is the most pretentious social occasion ever attempted, and anyone who is anyone will be careful to be "among those present." The invited guests will be those on the official registration cards, and everyone must wear a badge while at the Convention. You get that badge when you register.

* * *

From all reports it seems positive that the Canners' Convention at Buffalo is destined to so far outshine all previous ones that thereafter canning history will date from the time of the Convention in 1924.

One prominent canner is quoted as having said: "I don"t know exactly why, but I can hardly wait for Convention to open. I'm like a youngster just before Christmas—even a couple of weeks seems a long time."

But when you stop to analyze the reason, you find it purely a problem in cause and effect. Both the Committee planning the entertainment and the Committee in charge of the industrial side of the Convention have been relentlessly burning the midnight oils in order to make their ends of the plans flawless.

The two mammoth exhibitions—the Food Show and the Canning Machinery and Supplies Show—demand the ceaseless attention of every member of both Committees. "External vigilance" is the watchword. It is the power which is carrying these exhibits far and above any which have ever gone before.

And at the same time it is the mystic influence which has stirred a genuine flame of enthusiasm among the canners all over the country. If the heavy influx of advance hotel reservations is any reliable indication, certainly the meeting at Buffalo will be a record-breaker.

And it should be!

For in a few days the Conventionites will be able to absorb a wealth of ideas from the experience of a hundred and one institutions in his own line and participating lines.

And then, if he still has a craving for mental pabulum of a commercial nature, let him wander over the Niagara frontier—for here is Commerce!

It is interesting to note that on the Niagara frontier is made nearly 70 per cent of all the different lines of goods recognized by the United States Census Bureau. And Buffalo, alone, has gained 475 new industries in five years.

Certainly from this almost unlimited array of manufacturing enterprises the canner who enjoys delving into the whys and wherefores of industrial America will find much well worth seeing and knowing about.

Buffalo has one of the largest, if not the largest, grain elevators in the world, and the largest plant for crushing linseed in the United States, producing over one-third of the country's requirements. Here, too, is a plant devoted to the development of aniline dyes, which is rated as the largest in the country, supplying a great part of all the American coal tar dye requirements. The stock yards at Buffalo rate as one of the five or six largest in the world. The world's greatest lumber market is located in Buffalo and the district immediately surrounding it.

Great steel plants, mammoth rubber factories, the home of one of the world's finest automobiles, several factories devoted to areoplane manufacture, textile mills, soap factories, furniture factories, paint and varnish plants, and a hundred other different manufactured lines comprise a list of imposing dimensions.

Buffalo is rimmed with a circle of industry—and the canners will be welcome wherever they go.

If, on the other hand, the visitor should prefer to spend part of his time in good times of a lighter nature, his opportunity will be a great one, and if he brings the family, they, too, will be well provided for in the way of entertainment.

There will be a goodly number of luncheons, musicales, dances and theatre parties for the ladies—and for the sterner sex, banquets, lectures and other entertainment of an appropriate nature, though, truth to tell, the men will doubtless be as keenly alive as the women to the dancing and theatre parties.

17TH ANNUAL CONVENTION

PROGRAM

BUFFALO JAN. 21-25, 1924

National Canners Association

National Food Brokers Association

Canning Machinery & Supplies Association

GREETINGS AND INVITATION

THE Seventeenth Annual Convention of the National Canners' Association will be held in Buffalo, the city in which the Association was founded. It has experienced a steady growth during the seventeen years, and is now one of the strongest national organizations of the country. The dark financial clouds which encompassed the industry have been practically dispelled, and all should attend this Seventeenth Convention with a feeling of optimism.

The program will be unusually attractive, and, following the precedent set at Atlantic City last year, the Convention will run five full days. Friday will undoubtedly be one of the most interesting days during the week. Entertainment will be provided for each evening of the Convention, and particular attention is called to Friday evening's program.

The Machinery Exhibit will be the equal of any heretofore held, and there will also be a Canned Foods Exhibit many times larger than the ones held previously.

A cordial invitation is extended to every member of the canning industry, to its friends and co-workers, including the machinery and supply men, brokers and distributors, to attend this Seventeenth Annual Convention.

JAMES A. ANDERSON, President,
National Canners' Association.

FRANK C. ENGELHART, President,
Canning Machinery and Supplies Asso.

CHARLES P. WHITEMAN, President,
National Food Brokers' Association.

HOTEL RESERVATIONS

THE New Statler will be headquarters hotel, and, while it will not be possible to accommodate all attenders at the Statler, there will be ample accommodations for everyone. However, these reservations should be made at once. Anyone who has not received a list of hotels and rates may secure a copy upon application to the National Canners' Association, Washington, D. C.

PROMPTNESS NECESSARY

THE program carries a new departure this year, in that schedule of the time when each address will be given is mentioned. This will be especially helpful in view of the fact that there are many meetings held at the same time, and will enable the attenders to hear addresses of particular interest to them. It will also be helpful to speakers who are on different programs.

MACHINERY EXHIBIT

THE Annual Exhibit of the Canning Machinery and Supplies Association will be held at the Broadway Auditorium, and will be open to the Convention Monday, Tuesday, Wednesday and Thursday from 1 P. M. to 6 P. M., and on Friday from 9 A. M. to 6 P. M. The Exhibit will not be open evenings.

CANNED FOODS EXHIBIT

FULFILLING the vision of those who have said for years that there should be a Canned Foods Exhibit commensurate with the size and importance of the canning industry, will be the Buffalo Exhibit. Of course, there have been attempts at Canned Foods Exhibits, and such projects have been talked of for years; nevertheless, it really took concrete form at the Atlantic City Convention three years ago, where it consisted merely of a few sample canned foods shown on a table in glass dishes. At Louisville the following year several members accepted the invitation of machinery exhibitors to show samples in the booths at Machinery Hall. The results seemed to justify the attempt last year at Atlantic City to hold an exhibit in a separate building, which might be thrown open to the public during afternoons and evenings. Here, also, State and local associations were invited to participate, and a creditable exhibit was held in the Steel Pier.

At Buffalo, in Elmwood Music Hall, the plan in use last year at Atlantic City will be followed out, and will be on a very much larger scale. Quite an increased number of State and local associations and individuals will exhibit. As an added attraction, we have secured the services of a Home Economist of national reputation, who will demonstrate meals prepared entirely from canned foods, and will lecture on topics of interest to housewives both afternoons and evenings during the entire week.

RAILROAD TRANSPORTATION

REDUCED railroad rates of a fare and a half for the round trip to Buffalo for the Annual Convention the week of January 21, 1924, have been granted by practically all passenger associations.

Identification certificates will be furnished upon request to the Secretary of the National Association of which the applicant is a member. Under the permit issued by the railroads, the use of these certificates is confined to members of the associations to which the reduced fares have been granted. Officers, stockholders and dependent members of the families of such members are entitled to the reduced rates. It is necessary to present the certificates to the ticket agent when tickets are purchased, in order to secure the benefit of these rates.

Tickets will be on sale from January 17 to 23, inclusive, except in Colorado, Idaho, Montana, New Mexico, Oklahoma, Texas, Utah and Wyoming, where the time limit will be from January 16 to 22, inclusive, and except in Arizona, British Columbia, California, Nevada, Oregon and Washington, where the time limit will be from January 15 to 21, inclusive.

Return tickets must be validated in Buffalo on the date of the beginning of the return journey, and passengers must travel the same route as coming and reach the original starting point in most instances prior to midnight of February 1. Where sale of tickets begins January 16, the return limit is extended to midnight of February 2. Likewise, on tickets sold January 15, the return limit is extended to February 3.

Members of the various associations should write promptly to the Secretary of their National Association for identification certificates and furnish him with the names of persons for whom the tickets are desired, in so far as possible.

ENTERTAINMENT

THE Entertainment Committee in its program tells the full story of what is in store in its foreword, from which we quote the following:

"We promise you that every minute of the National Canners' Convention, not devoted to business, will be crammed to overflowing with wholesome fun."

The American Can Co. will extend its hospitality on Thursday evening, and on Friday at 9 P. M. the Committee has arranged for an informal ball, with a buffet supper.

Special entertainment will be provided for the ladies. On Tuesday a luncheon and musicale will be held at the Hotel Statler in the Fillmore Room. On Wednesday a trip to the Food Show is planned, busses leaving the Hotel Statler for Elmwood

Music Hall each half hour. On Thursday there will be a trip to Niagara Falls, with luncheon at The Inn, Niagara Falls, Ontario. On Thursday evening there will be a theatre party, and on Friday evening the President's Ball.

BROKERS' DINNER

AS usual, the Brokers' Association will be sponsor for the Brokers' Convention Dinner, Tuesday evening, January 22, 1924, in the Ball Room, Hotel Statler, Buffalo, N. Y. All canners who attend the Convention are invited to the dinner. An interesting program is being prepared. Gen. Herbert M. Lord, Director of the Budget Bureau, Washington, will speak. It is necessary to make advance reservation for seats, and these reservations should be sent to the office of the National Food Brokers' Association, Fletcher Trust Building, Indianapolis, Ind., not later than January 19. Dinner tickets will be $5.00 each.



JAMES A. ANDERSON
President
National Canners Association

RAW PRODUCTS EXHIBIT

WE are fortunate in again having a splendid exhibit planned by the U. S. Department of Agriculture under the auspices of the Association's Bureau of Raw Products Research. This exhibit will be shown in Elmwood Music Hall, and, as in the past, will be an attractive and instructive feature for the canners. A number of experts from the U. S. Department of Agriculture's staff will be in attendance and available to canners and those interested in crop problems.

CONVENTION CITIES

THE following are the convention cities of the National Canners' Association:

1908	Cincinnati
1909	Louisville
1910	Atlantic City
1911	Milwaukee
1912	Rochester
1913	Louisville
1914	Baltimore
1915	New York
1916	Louisville
1917	Cleveland
1918	Boston
1919	Chicago
1920	Cleveland
1921	Atlantic City
1922	Louisville
1923	Atlantic City
1924	Buffalo

MONDAY MORNING, JANUARY 21ST

9:00 A. M.—N. C. C. Board of Directors' Meeting, Chinese Room, Hotel Statler.
James A. Anderson, Morgan, Utah, President, National Canners' Association, presiding.
Report of President.
Report of Finance and Executive Committee.
Recommendations of Administrative Council.
Address—"Co-operation Between the Housewives and the Canners." Mrs. Julian Heath, Founder and President, National Housewives League, Inc.; Chairman, Home Economics Committee of New York City Federation of Women's Clubs; representing the business of home-making.
Report of Royal F. Clark, Chairman of Conference Committee with Distributors.
Manufacturing Costs.

(All canners especially invited to attend this meeting. In addition to Mrs. Heath's address and the topics mentioned, matters of vital importance to the entire industry will be discussed.)

MONDAY AFTERNOON, JANUARY 21ST

2:00 P. M.—Opening Session—Ball Room, Hotel Statler.
James A. Anderson, Morgan, Utah, President, National Canners' Association, presiding.
Invocation—Rev. Charles D. Broughton, Rector, Church of the Ascension, Buffalo, N. Y.
Announcement of Committees.
2:30 P. M.—Address—Ogden S. Sells, Director, Canning Machinery and Supplies Association, Hoopeston, Ill.
2:45 P. M.—Address—Charles P. Whiteman, President, National Food Brokers' Association, Oklahoma City, Okla.
3:00 P. M.—Address—Dr. C. A. Browne, Acting Chief, Bureau of Chemistry, Washington, D. C.
3:20 P. M.—Address—J. W. Herscher, President, National Wholesale Grocers' Association, Charleston, W. Va.

(The address and recommendations of the President and the report of the Secretary and Treasurer will be furnished in printed form.)

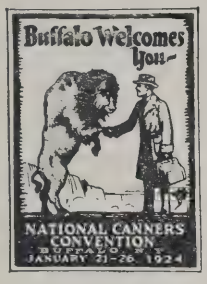
MONDAY EVENING, JANUARY 21ST

8:00 P. M.—General Session—Ball Room, Hotel Statler.
James A. Anderson, Morgan, Utah, presiding.
Music.
Report of Committee on Nominations and Election of Officers.
8:30 P. M.—Address—Philip A. DePuyt, Rochester, N. Y., President, National Association of Retail Grocers.
8:45 P. M.—Address—Mrs. Anna B. Scott, Cooking Expert and Food Economist, Philadelphia North American.
9:15 P. M.—Address—J. H. McLaurin, Jacksonville, Fla., President, American Wholesale Grocers' Association.

TUESDAY MORNING, JANUARY 22ND

10:00 A. M.—Tomato Section—Ball Room, Hotel Statler.
George E. Diament, Cedarville, N. J., Chairman, presiding.
Richard Stringham, Woods Cross, Utah, Secretary.
Announcement of Committees.
Chairman's Report.
10:30 A. M.—Address—Dr. W. D. Bigelow, Washington, D. C.
10:50 A. M.—Address—"Raw Stock Standardization," Charles W. Hauck, Investigator in Marketing, U. S. Department of Agriculture, Washington, D. C.
11:10 A. M.—Address—"Community Plant Bed Project," A. D. Radebaugh, County Agricultural Agent, Elkton, Md.
11:30 A. M.—Address—"Tomato Products in Indiana," John S. Souder, Greenfield, Ind.
Discussion.
Report of Committees.
Election of Officers.

Sanitary Cans for 1924.



IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

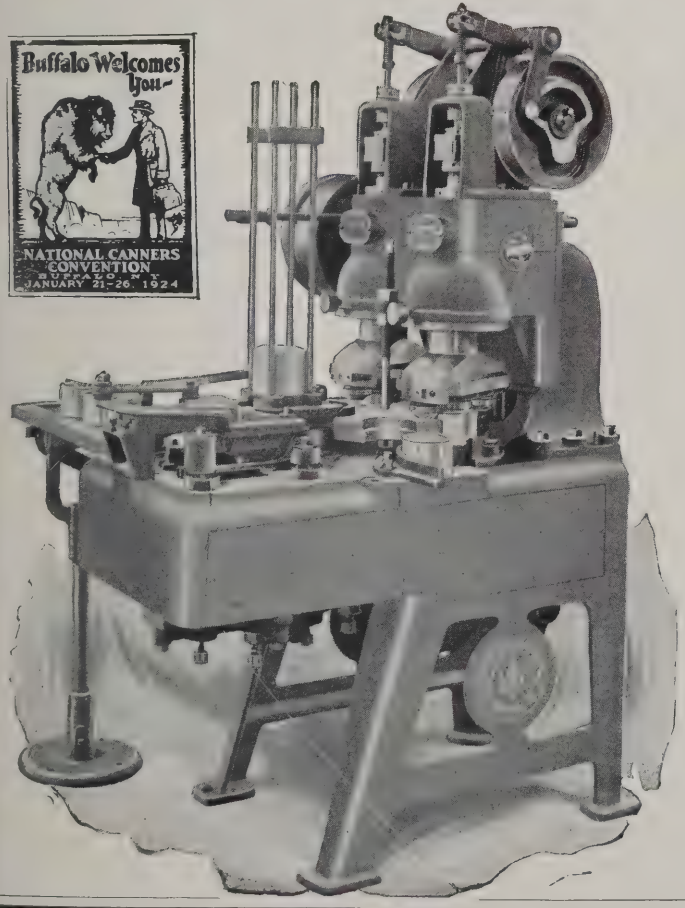
Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.



TROYER-FOX

Two Spindle Double Seamer, with Automatic End Feed

An ideal Double Seamer for the can maker. First and Second operations made on different chucks. Every can passing through the same set of rolls. Every seam alike. Roll adjustments locked, the second operation having a spring toggle, which allows for the difference in thickness of the plate.

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CAN MAKING and CANNERS MACHINERY

SALES REPRESENTATIVES

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Metropolitan Bldg., Sydney, N.S.W

THE H. S. GRAY CO.,
832 Fort St., Honolulu. T. H.

Instance this issue: an advance copy of the program of the greatest business session of the industry, and all details:---

10:00 A. M.—Pumpkin Section—Iroquois Room, Hotel Statler.
E. S. Thorne, Geneva, N. Y., Chairman, presiding.
Richard Stringham, Woods Cross, Utah, Secretary.
Announcement of Committees.
Chairman's Report.
10:30 A. M.—Address—Dr. W. D. Bigelow, Washington, D. C.
10:50 A. M.—"Essentials of a Good Pumpkin Pack," H. L. Herrington, Ogden, Utah.
11:10 A. M.—Address—"Production of Pumpkin for Canning," C. G. Woodbury, Washington, D. C.
Discussion.
Report of Committees.
Election of Officers.

10:00 A. M.—Joint Session, Wax and Green Bean Section and Baked Bean Section—Chinese Room, Hotel Statler.
Evan Reicheldorfer, Chillicothe, Ohio, Chairman, Wax and Green Bean Section.
Steuart Hemingway, Syracuse, N. Y., Secretary.
Merritt Greene, Jr., Marshalltown, Iowa, Chairman, Baked Bean Section.
Evan Reicheldorfer, Chillicothe, Ohio, Secretary.
Announcement of Committees.
Reports of Chairmen.



FRANK C. ENGLEHART
President
Canning Machinery & Supplies Association.

10:30 A. M.—Address—"The Growing of String Beans," C. H. Sears, Chillicothe, Ohio.
10:45 A. M.—Address—"Buyer's Viewpoint of String Beans," L. J. LeMay, Rochester, N. Y.
11:00 A. M.—Address—"Are Baked Beans Profitable to Pack?" Leland S. Argall, Marshalltown, Iowa.
11:15 A. M.—Address—"Supplying Dry Beans for Canners."
11:30 A. M.—Address—"Canning Processes of Baked Beans," Wm. H. Harrison, Des Moines, Iowa.
11:45 A. M.—Address—Dr. W. D. Bigelow, Washington, D. C.
Discussion.
Report of Committees.
Election of Officers.

10:00 A. M.—Beet Section—Fillmore Room, Hotel Statler.
Dr. T. O. Goeres, Lodi, Wis., Chairman, presiding.
George F. Greb, Shawano, Wis., Secretary.
Announcement of Committees.
Chairman's Report.
10:20 A. M.—Discussion—"Standardization of Grades," George Greb, Shawano, Wis.; J. H. Garrahan, Luzerne, Pa.
10:50 A. M.—Address—"What the U. S. Department of Agriculture Will Do With the Standards as Recommended," Dr. F. C. Blanck, U. S. Department of Agriculture, Washington, D. C.
11:10 A. M.—Address—"Processing Beets in No. 2, 3 and 10 Tins," Dr. W. D. Bigelow, Washington, D. C.
11:30 A. M.—Address—"Experience With Beet Toppers," Chas. Karch, Hartford, Wis.
Discussion.
Report of Committees.
Election of Officers.

TUESDAY AFTERNOON, JANUARY 22ND

1:00 P. M.—Luncheon and Musicale to the Ladies—Fillmore Room, Hotel Statler.
Hosts: Canning Machinery and Supplies Association.
6:30 P. M.—Brokers' Dinner—Ball Room, Hotel Statler.

WEDNESDAY MORNING, JANUARY 23RD

10:00 A. M.—Pea Section—Ball Room, Hotel Statler.
Charles H. Hunt, Oswego, N. Y., Chairman, presiding.
Fred A. Stare, Columbus, Wis., Secretary.
Announcement of Committees.
Chairman's Report.
10:20 A. M.—Address—"Pea Aphis Studies—1923 Developments," J. E. Dudley, Jr., Madison, Wis.
10:40 A. M.—Address—"Wisconsin Label Requirements," W. E. Nicholoy, Madison, Wis.
11:00 A. M.—Address—"The Relation of the Degree of Contamination to Sterilization," Dr. J. Russell Esty, Washington, D. C.
11:20 A. M.—Address—"Grades of Canned Peas," Dr. F. C. Blanck, Washington, D. C.
11:40 A. M.—Address—"Statistics," Fred A. Stare, Columbus, Wis.
Discussion.
Report of Committees.
Election of Officers.

10:00 A. M.—Fruit Section (First Session)—Chinese Room, Hotel Statler.
Edward S. Reynolds, Sturgeon Bay, Wis., Chairman, presiding.
Fred. L. Monnet, Santa Clara, Calif., Secretary.
Announcement of Committees.
Chairman's Report.
10:30 A. M.—Address—"The Pacific Northwest and Its Relation to the Growth of the Fruit Canning Industry," Leon S. Lyon, Eau Claire, Wis.
11:00 A. M.—Address—"A New Hypothesis of Perforations," Dr. E. A. Kohman, Washington, D. C.
11:30 A. M.—Address—"The Value of Cutting Demonstrations," C. D. Minton, Forest Grove, Oregon.
Discussion.

WEDNESDAY AFTERNOON, JANUARY 23RD

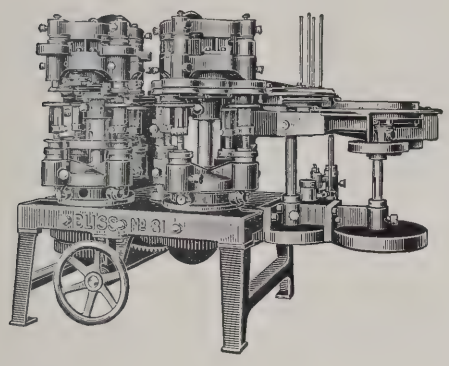
1:00 to 5:00 P. M.—Trip to the Food Show.
Busses leave Hotel Statler and Elmwood Music Hall each half hour.
6:00 P. M.—Meeting of Scientific Research Committee—Parlor A, Hotel Statler.
Henry Burden, New York, Chairman.
7:00 P. M.—Subscription Dinner Dance—Ball Room, Hotel Statler. Limited to five hundred tickets.

THURSDAY MORNING, JANUARY 24TH

10:00 A. M.—Corn Section—Ball Room, Hotel Statler.
Joseph N. Shriver, Westminster, Md., Chairman, presiding.
S. C. Bell, Waterloo, Iowa, Secretary.
Announcement of Committees.
Chairman's Report.
10:30 A. M.—Address—"1923 Progress in the Study of Corn Black," Dr. G. S. Bohart, Washington, D. C.
10:50 A. M.—Address—"The Circulating System in Canning Corn," S. C. Bell, Waterloo, Iowa.
11:10 A. M.—Address—"Effect of Variety on Quality," C. A Magoon, Assistant Physiologist, Bureau of Plant Industry, Washington, D. C.
11:30 A. M.—Round Table Discussion—"How Can Consumer Demand for Canned Corn Be Increased," Discussion led by C. J. Mitchell, Eureka, Ill.; E. B. Cosgrove, Le Sueur, Minn.
Report of Committees.
Election of Officers.

10:00 A. M.—Fruit Section (Second Session)—Chinese Room, Hotel Statler.
Edward S. Reynolds, Chairman, presiding.
10:15 A. M.—Address—"A Possible Bulletin on Canned Fruits and Its Advantages," H. M. Loomis, Washington, D. C.
10:35 A. M.—Address—"The Difficulties Confronting a National Standardization of Canned Fruits and the Possible Solution by Means of Sectional Standards," Preston McKinney, San Francisco, Calif.
11:00 A. M.—Address—"A Consumer's Viewpoint of Interpretative Labeling of Canned Fruits," Miss Anne Lewis Pierce, New York Tribune, New York City.
Report of Committee on a Uniform S. A. P. Contract for Canned

The Sealer of Security



Patented

"BLISS PACIFIC"
No. 81 Double Seamer

Simple and sturdy in construction.
Open and accessible.
100–150 Tight cans a minute.
No jams.
For the security of your pack, this should be your closing machine.
Ask a user,—he *knows*.

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.



Patent Pending

The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

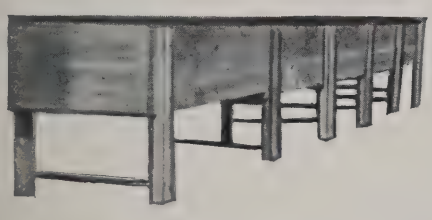
PERRYMAN, MD., December 7, 1923

We just want to write you in regards to the splendid success we had with your boxing machine this year. It cased three thousand cases per day for us for forty-two days. I do not think we lost a minute's time with it during the entire season. I would say it was one hundred percent perfect.

Yours truly, F. O. Mitchell & Bro.

WILL BE EXHIBITED AT BUFFALO
Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

TANKS--TOWERS--WATER SYSTEMS



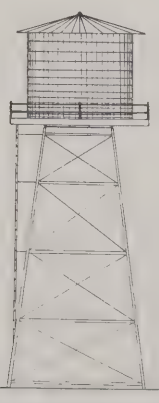
TANKS

Wood or Metal
Any Size, Any Shape, for

Blending	Pulp
Storage	Mixing
Washing	Pasteurizing
Fire Protection	Water Supply

TOWERS

For
Tanks
Bells
Flags
Transmission
Radio



Wood Stave Pipe --- Silos

THE BALTIMORE COOPERAGE COMPANY
BALTIMORE, MARYLAND

——a directory of the great Machinery and Supplies Show, with plat of the hall, and directions how to find your supplyman:--

Fruits—James Moore, Rochester, N. Y.
Report of Committees.
Election of Officers.

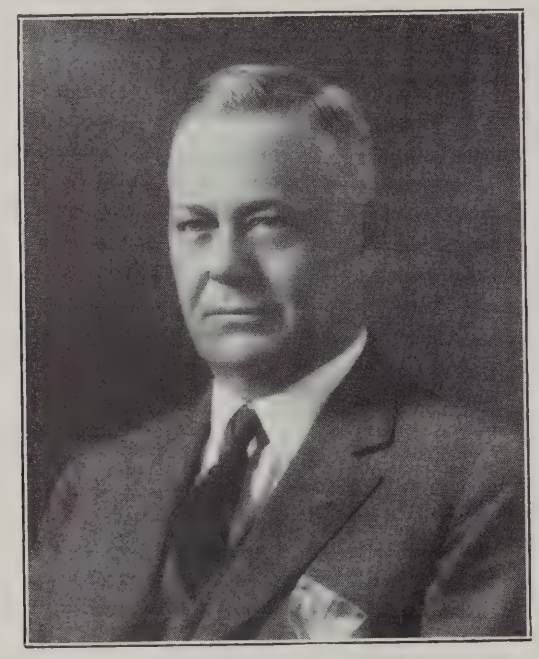
10:00 A. M.—Kraut Section—Iroquois Room, Hotel Statler.
W. W. Wilder, Clyde, Ohio, Chairman, presiding.
Roy Irons, Clyde, Ohio, Secretary.
Announcement of Committees.
Chairman's Report.

10:15 A. M.—Address—"Fermentation of Kraut," Dr. Edwin LeFevre, Bureau of Chemistry, Washington, D. C.

10:30 A. M.—Address—"Chemical and Bacteriological Analysis of Sauerkraut," Dr. E. E. Fred, University of Wisconsin, Madison, Wis.

10:45 A. M.—Report of Nominating Committee.
Election of Officers.

(Closing of Kraut Section, immediately followed by meeting of National Kraut Packers' Association, to be held in same room.)



CHARLES P. WHITEMAN
President
National Food Brokers Association

NATIONAL KRAUT PACKERS' ASSOCIATION

Opening Session

W. W. Wilder, Clyde, Ohio, President, presiding.
Roy Irons, Clyde, Ohio, Secretary.

11:00 A. M.—Address—"The Quality Market," Earle W. Bachman, Chicago, Ill.

11:15 A. M.—Address—"Sauerkraut Campaign Up to Date," R. J. Mooney, President, Conover, Mooney Co., Chicago, Ill.

11:30 A. M.—Report of Secretary-Treasurer.

11:45 A. M.—Address—"New Developments of the Sauerkraut Proposition," Wm. Clendenin, Chicago, Ill.

Presentation of advertising plan for 1924 and 1925.
Round Table Talks:
Cabbage Seed.
Acreage.
Grading.
Unfinished Business.

10:30 A. M.—Trip to Niagara Falls for the Ladies—Leave Hotel Statler at 10:30 A. M. in special busses. Luncheon at The Inn, Niagara Falls, Ontario, and return to Hotel Statler by 5:00 P. M. Hosts: Canning Machinery and Supplies Association.

THURSDAY EVENING, JANUARY 24TH

8:15 P. M.—Theatre Party—Tendered by the American Can Co.
Magestic Theatre—"The Magic Ring."
Teck Theatre—"The Greenwich Village Follies of 1922."

FRIDAY MORNING, JANUARY 25TH

9:30 A. M.—General Session—National Canners' Association—Ball Room, Hotel Statler.
James A. Anderson, Morgan, Utah, President, presiding.

Reports of Committees

Membership—Dr. T. O. Goeres, Wisconsin, Chairman.
Finance—James Moore, New York, Chairman.
Refinancing—Advertising and Inspection—W. R. Roach, Michigan, Chairman.
Conference—Roy F. Clark, Wisconsin, Chairman.
Resolutions—Richard Dickinson, Illinois, Chairman.
Scientific—Henry Burden, New York, Chairman.
Adjustment—N. J. Griffith, New York, Chairman.
Foreign Trade—Walter Behr, California, Chairman.
Definitions and Standards—E. F. Trego, Illinois, Chairman.
Pea Labeling—E. B. Cosgrove, Minnesota, Chairman.
Raw Products Research—C. H. Sears, Ohio, Chairman.
Standardization of Tinplate for Canners' Cans—Dr. W. E. Elwell, Maine, Chairman.
Traffic—E. S. DePass, Wisconsin, Chairman.

FRIDAY MORNING, JANUARY 25TH

Reports of Chairmen of Sections

Corn Section—Joseph V. Shriver, Maryland, Chairman.
Pea Section—Chas. H. Hunt, New York, Chairman.
Tomato Section—Geo. E. Diamant, New Jersey, Chairman.
Fruit Section—Edw. S. Reynolds, Wisconsin, Chairman.
Wax and Green Bean Section—E. W. Reicheldorfer, Ohio, Chairman.
Kraut Section—W. W. Wilder, Ohio, Chairman.
Baked Bean Section—Merritt Greene, Jr., Iowa, Chairman.
Pumpkin Section—E. S. Thorne, New York, Chairman.
Beet Section—Dr. T. O. Goeres, Wisconsin ,Chairman.
Grape Fruit Section—Ralph Polk, Indiana, Chairman.

FRIDAY AFTERNOON, JANUARY 25TH

2:00 P. M.—Board of Directors' Meeting—Ball Room, Hotel Statler.

This will be the first meeting of the 1924 Board of Directors, and every member is urged to attend.

Topic—"Membership Dues for 1924."

FRIDAY EVENING, JANUARY 25TH

9:00 P. M.—President's Ball (Informal)—Ball Room, Hotel Statler.

Dancing 9:00 P. M. to 2:00 A. M. Buffet Supper 11:00 P. M. to 12:00 P. M. Hosts: Canning Machinery and Supplies Association.

PROGRAM

TWENTY-FIRST ANNUAL MEETING OF THE NATIONAL FOOD BROKERS' ASSOCIATION

MONDAY MORNING, JANUARY 21ST

9:00 A. M.—Meeting of Executive Committee—Parlor A, Hotel Statler.

10:00 A. M.—Meeting of Board of Directors—Parlor A, Hotel Statler.

TUESDAY MORNING, JANUARY 22ND

9:30 A. M.—Opening Session—Georgian Room, Hotel Statler.
Call to Order.
Roll Call and Minutes of the Previous Meeting.
Report of the President, Charles P. Whitman.
Address—James A. Anderson, President, National Canners' Association.
Address—Frank C. Engelhart, President, Canning Machinery and Supplies Association.
Address—J. W. Herscher, President, National Wholesale Grocers' Association.
Address—J. H. Laurin, President, American Wholesale Grocers' Association.
Address—W. W. Frazier, III, President, American Specialty Manufacturing Association.
Appointment of Committees on Nominations and Resolutions.
Report of the Secretary.
Report of the Treasurer.

TUESDAY EVENING, JANUARY 22ND

6:30 P. M.—The Brokers' Convention Dinner—Ball Room, Hotel Statler.
President Charles P. Whiteman, presiding.
Reservation of dinner tickets should be made prior to Januaary 19th, by application to Secretary Paul Fishback, 1010 Fletcher Trust Building, Indianapolis, Ind.
Tickets are $5.00.

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery



Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

Don't Fail to see Our

1924 Model New Perfection Pea and Bean Filler

also our *Universal Tomato Filler* for Tomatoes, Cut String Beans, Apples, Cherries, Beets etc., at the Canners Convention in Buffalo January 21st, to 25th.

Spaces 221 - 222 and 223

We will have a full line on exhibition including several new and up-to-date machines.

Call on us and look them over



AYARS MACHINE COMPANY

SALEM, NEW JERSEY

BROWN BOGGS CO. LTD., HAMILTON, ONT., Sole Agents for Canada.

——and a word as to what each exhibitor has to show you; a help in your buying. Before the Show! Service!

WEDNESDAY MORNING, JANUARY 23RD

9:30 A. M.—Second Session—Georgian Room, Hotel Statler.
Reports of Committees:
Executive—H. A. N. Daily, Philadelphia, Chairman.
Advisory—Walter A. Frost, Chicago, Chairman.
Legislative—A. M. Jeffrey, Omaha, Chairman.
Financial—Gilbert S. Bacon, Chicago, Chairman.
Arbitration—Walter B. Timms, New York ,Chairman.
Membership—Walter J. Townsend, New York, Chairman.
Reports of other Committees as desired by their Chairmen.
Address—Royal F. Clark, National Chairman, Canned Foods Week Committee.
Consideration of Amendments to Constitution and By-Laws.
Report of Committee on Resolutions.
Report of Committee on Nominations.
Election of Officers.
Installation of Officers.

THURSDAY MORNING, JANUARY 24TH

9:30 A. M.—Third Session—Georgian Room, Hotel Statler.
Executive Session. Members in good standing will be admitted.

FRIDAY MORNING, JANUARY 25TH

10:00 A. M.—Parlor A, Hotel Statler.
Meeting of the New Board of Directors, followed by Meeting of the Executive Committee.
Adjournment.

PROGRAM

CANNING MACHINERY AND SUPPLIES ASSOCIATION

SUNDAY EVENING, JANUARY 20TH

7:00 P. M.—Meeting and Dinner—Officers and Directors—Hotel Statler.

WEDNESDAY MORNING, JANUARY 23RD

10:00 A. M.—Annual Meeting—Hotel Statler.
Call to Order.
Reading of Minutes.
Report of President Frank C. Engelhart.
Report of Treasurer, Thomas A. Scott.
Report of Secretary, John A. Hanna.
Address—James A. Anderson, President, National Canners' Association.
Address—Charles P. Whiteman, President, National Food Brokers' Association.
Address—"The Superintendent," Vice-President Ernest E. Finch.
Address—Royal F. Clark, Vice-President, National Canners' Association.
Address—Frank E. Gorrell, Secretary, National Canners' Association.
Reports of Committees.
Unfinished Business.
Election of Officers.

The Exhibits and Exhibitors in Machinery Hall.

A glimpse at the big Show, what you may expect to find there, and where, NOW while it is of value to you, and to the exhibitors, rather than after the Show has closed for a whole year.

THE Big Show in the Broadway Armory is more than a mere display of machinery and supplies to induce your orders and get your business; it is a real educational feature if the right use be made of it. Ordinarily the crowd drifts in, looks about, glancing at this and at that, until they find the one something which they have come to see or to buy. But in that crowd will always be found a goodly number of keen observers; men who look closely into everything shown, because they realize that it would not be there if it did not have a place in their industry. These close observers are generally the successful men of the industry, and naturally when an opportunity arrives they are always ready, and so can take advantage of it.

If it is true—and it is—that every man can learn something from every other man, it must be doubly true that every booth in this immense hall can teach every Conventionite much that will prove to his advantage. And the fortunate thing about it is that the teachers are willing, eager and painstaking, and ever anxious to impart that knowledge. The canner should enter this great aggregation of the best there is canning, preserving and food preparing machinery, and the supplies that are used, as if he were taking a post-graduate course in the college of successful business. And he ought to make the most of this golden opportunity.

Since the earliest beginnings the canners have been schooled and drilled in the up-building of the mechanical size of their business; all and every energy has been exerted upon the increase of production and the heightening of efficiency in the cannery; almost to the exclusion of other necessary features of the business—the selling and marketing of the goods, for instance. As an industry the canners are lopsided in their ability as expert producers, and lamentably weak as distributors.

Yet it cannot be denied that the mechanical perfection of the plant is of the utmost importance, and every canner must constantly study and keep wide-awake upon this point. That above all things, is what this Big Show is for.

And it is to help him in this study that we have prepared the plan of the Hall, showing who are exhibiting and their locations, and to further assist we give a brief summary of what will be exhibited and where to find it. This can be but a mere hint, for we want you to go to the booth and see for yourself and learn what is to be learned. In this way we serve both the exhibitor and the Conventionite. Are we mistaken in thinking that this is of more service to you both now, before and during the Show, than afterwards?

THE EXHIBITORS

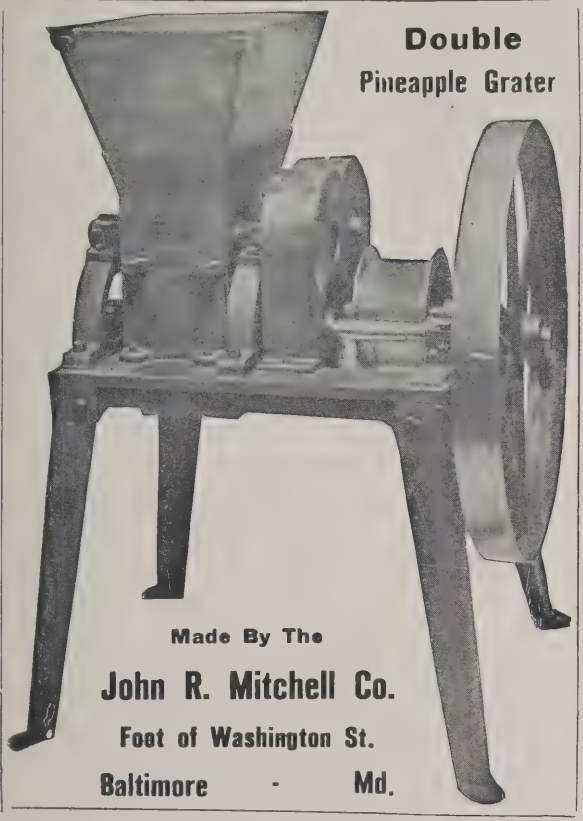
The plan of the Hall is so clear that we need make no explanation of it; other than to say to the exhibitors that we invited each one of them to supply definite information, as to what they would exhibit and who would represent them, but strange to say most of them failed to comply with the request. If the description of their booth is not such as they would wish, they can thank no one but themselves. If there are any exhibitors missing, their names not in their booths, and no description of them in the list, it is because they had not been assigned spaces when the plat was made, and their names were not included in the list of exhibitors as furnished us. We waited until the lastest possible moment before completing the plat. We would as willingly have included them as those here given.

As we have constructed this as a guide and directory of the exhibitors we will consider them in alphabetical order.

Allen, John H. Seed Co., Sheboygan, Wis., 168 Fourth Ave., will show a full line of their canners' seeds. D. D. Rowlands, President; W. B. Lucas, Vice-President of the firm, and smiling, popular "Bob" Richardson, since this seed firm is represented by the brokerage firm of Staub, Richardson Company of their town, will be in attendance.

Aluminum Seal Co., New Kensington, Pa., 8 First Ave., make bottle seals for bottles and jars and the machines for applying them, and always have an extensive attractive exhibit. They claim qualities for their caps above many others.

American Can Company, with Factories and Offices Everywhere, will have an extension booth against the right wall at 1 to 4 First Ave., and will show you everything in tin cans that you could wish to see, and the machines for handling them. Their booth is always a marvel of beauty and noted for its hospitality. And your favorite salesman will be there to greet you, as well as all the officers of this big, aggressive company. They



Made By The

John R. Mitchell Co.

Foot of Washington St.

Baltimore - Md.

JOS. M. ZOLLER & CO., INC.

CANNED FOODS, CANS, BOXES, PACKERS' SUPPLIES *BROKERS*

Phones: PLAZA 1140 & 4484

205-206-207 Phoenix Bldg. BALTIMORE, MD.

CANNED GOODS EXCHANGE
YEAR 1923–1924

President	W. H. Killian.
Vice-President,	C. Burnett Torsch
Treasurer,	Leander Langrall
Secretary,	William F. Assau.
COMMITTEES	
Executive Committee,	Benj. Hamburger, Chas. G. Summers, Jr., J. O. Langrall.
Arbitration Committee,	C. J. Schenkel, Frank A. Curry, T. Preston Webster, John W. Schall, Harry Imwold.
Committee on Commerce,	D. H. Stevenson, H. E. Jones, J. A. Killian, E. F. Thomas, G. S. Henderson.
Committee on Legislation,	E. C. White, Geo. T. Phillips, George N. Numsen, W. E. Robinson, Thos. L. North.
Committee on Claims,	Fred. W. Wagner, Leroy Langrall, R. S. Wrightson, Norval E. Byrd, Jos. M. Zoller.
Hospitality Committee,	W. E. Lamble H. W. Krebs, Robt. A. Sindall, Robt. A. Rouse, Jas. F. Cole.
Brokers' Committe,	F. A. Torsch, Herbert C. Roberts, H. L. Fleming.
Committee on Agriculture,	William Silver, H. P. Strasbaugh, Albert T. Myer, Jos. N. Shriver, Samuel J. Ady.
Counsel,	Jno. C. Beeuwkes
Chemist.	Leroy V. Strasburger

LANGSENKAMP

Will Exhibit at Buffalo

SPACES

35–36–37–38 2nd Ave.

Make Our Booth Your Trysting Place and Inspect the Latest Models of

Kook More Koils

Indiana Pulpers

Indiana Chili Sauce Machines

Copper Steam Jacket Kettles of various Types

See the Kern Indiana Finisher, "Its All Metal"

Also the Last word in Inspection Tables

Which "Turns Em Over"

No. 10 Pulp and Catsup Filler

With other Accessories of Vital interest to the Packer

F. H. Langsenkamp

130–142 E. Georgia St.,

Indianapolis Ind.

Have you met the cannie canners from Canada?
There're good canners and good fellows—

will be the hosts on Thursday night at the two big theatre parties. But it will be "President" Phelps this year!

American Metal Cap Co., Brooklyn, N. Y., 169 Fifth Ave., always have an attractive booth showing their fine line of metal caps for bottles, jars, etc., and the closing machine for putting them on. They will feature this year the American Cap and Dexeal, with a complete line of band caps, screw caps, slipon screw catsup caps, etc. They will be represented by C. H. Werner, President; Chas. Hammer, P. C. Doyle, E. B. Kramer.

Max Ams Machine Co., New York City, 173 Fifth Ave., Will have on display the latest and most inproved double seaming machines, an exhibit that is always most interesting with its many rapidly and smoothly working models. Mr. Chales Ams, with his many assistants, will be on hand to great you. These will include: C. D. Trubenbach, E. B. Peet, S. Murckie, J. K. Fitzgerald, H. S. Freeman and M. D. Hopkins.

The opportunity is offered here to study the latest and best in Double Seaming machines. Dr. Carl Lips will demonstrate the famous Amscan Sealing compounds, which have been much simplified.

Anchor Cap and Closure Co., Brooklyn, N. Y., 42 Second Ave., will have a big and attractive exhibit of their famous bottle caps and closing machines, and of the goods on which they are used. They will show a new member of their Cap Family this year, the one-pieced lithographed catsup chili-sauce and mayonnaise dres-cap. The exhibit will be larger than ever before and contain about six different types of sealing machines. The big dinner will be given in the Chinese Room, Hotel Statler, Wednesday evening at 6 o'clock.

Anderson-Barngrover Mfg. Co., San Jose, Cal., 61 First Ave., will exhibit the "Standard" open type continuous Cooker and Cooler; "Economy" type Syruper with can drainer attachment. The A-B Cap Marker and the A-B Water Type Exhaust Box. This latter machine is a new member of their family of exhaust boxes, some of which hold as many as 1125 No. 3 cans at one time. Mr. W. C. Anderson, Mr. Gomes, Mr. Gorsline and Mr. H. C. Randall will be present.

Angelus Sanitary Can Mach. Co., Los Angles, Cal., 62 Second Ave., will show you the famous Angelus Double Seamer, for which they not only make strong claims, but which many users heartily back up.

Appomattox Box Shook Co., Petersburg, Va., 115 Third Ave., will bring to the show some of the fine box shooks they make down in Ol' Virginnie, and a good box shook is a much desired thing now-a-days.

Arabol Mfg. Co., New York, 108 Second Ave., will make their debut as exhibitors at a Canners Convention this year, but not as adhesive manufacturers, for they have been busy at that for many years. They are the largest paste makers in the world, and from the fact that they have been on the scene in Buffalo for some time, we expect some kind of a surprise. Come see it.

Atlantic Can Company, Baltimore, 132 Fourth Ave., will have as they term it 'a place of rest' with a few more added chairs and costumers to take care of their customers and friends. President James A. Cole will be assisted in receiving by H. K. Smith, C. A. Langrall and O. V. Spedden. Drop in and learn how good Altantic Cans really are, and the service too.

Ayars Machine Co., Salem, N. J., 221 Fifth Ave., is the booth which all those seeking up-to-date filling machines will visit. This exhibit always contains machines which attract and hold the attention of canners. This company has been making canning machinery for years, and will show this year their new 1924 Perfection Pea and Bean Filler, and the Universal Tomato Filler—so-called—which might well be called the "Handy" Filler because it will handle almost any kind of goods. They will likewise show their Rotary Syruper, Rotary Exhauster, Straight line Exhaust; Corn Shaker, Liquid Plunger Filler, etc. Chas. H. Ayars, D. M. Ayars, J. C. Butcher and C. N. Williams, with a full crew of demonstrators will be there.

Bernardin Bottle Cap Co., Evansville, Ind., 144 Fifth Ave., will have on exhibition 'the cap beautiful' which is a screw cap for catsup bottle etc., and you may depend upon this will be an interesting booth to visit and inspect. They have been making these caps for years and are experts. They furnish them lithographed, lacquered and embossed, and justly make high claims for them.

J. W. Bauer, Havre de Grace, Md., 238 Gorrell Blvd., makes a can opener that will not fail to win your approval. Make it a point to see this. They are adjustable to open any size can for a No. 2 to a No. 10, and they cut the entire top out clean. It is the can opener you have been looking for.

Bel-Fast Adhesive Co., Rochester, N. Y., 82 Second Ave., will show you a line of canners' adhesives—pastes and gums, such as you need.

Berlin Canning Machinery Works, Berlin, Wis., 218 Fifth Ave., are making their debut this Convention. They are well known to the milk canners and to the Western canners, for they have a fine line of canners' machinery. Mr. Chapman will be present, and he is a live-wire. It is one of the most extensive lines and right up to date. Don't fail to see it.

E. W. Bliss Company, Brooklyn, N. Y., 236 Garrell Blvd., will show their splendid line of can making machinery and Double Seamers. They are all thoroughbreds and look it, as anyone versed in fine machinery can tell. Can maker's problems will be solved here, and canners' too.



FRANK E. GORRELL
Secretary
National Canners Association

The Charles Boldt Glass Co., Cincinnati, Ohio, 28 Second Ave., make a full line of glass bottles, jars and other such requisites, and usually have a very attractive booth.

The J. Bolgiano Seed Co., Baltimore, 118 Fourth Ave., are seedsmen of long standing, and will have on display the full line of their canners' seeds. They may have what you are looking for, and will carefully take care of your wants. They will show a new Tomato "The Monumental". F. D. Manning and J. Ernest Smith will be on hand.

F. W. Bolgiano & Co., Washington, D. C., 167 Fifth Ave., like their name-sake above, are also seedsmen, making a specialty of canners' requirements. They will have a big line to show you, and agreeable salesman to wait on you.

Brown, Boggs Co., Hamilton, Ont., Can., 221 First Ave., are the Canadian representatives of most machinery manufacturers and the Canadian delegates will make this booth their headquarters. This is always a popular booth. You will find them with the Ayars Machine Company—and a jolly welcome.

Burt Machine Co., Baltimore, 150 Fourth Ave., will have on display their fine labeling machines of all kinds and boxing machines. This is a fine line of well-known machinery—for not many men attempt to label cans by hand any more. If you do, see these machines and be converted. A new thing this year is what they call a Mechanical Inspector, which automatically eliminates shiners, and a continuous label feed, making it possible to replenish the labels without stopping the machine. J. L. Whitehurst, C. H. Wild, H. A. Miller and C. F. Jones will be present.

Boutell Mfg. Co., Rochester, N. Y., 33 First Ave., will have on exhibition a fine line of apple peeling and coring machinery, a display that any man handling apples should see by all means.

Buffalo Box Company, Buffalo, N. Y., 170 Fourth Ave., is one of the local firms taking in this Convention, and may depend upon it they will have a booth well worth inspecting. Drop in not only to welcome them, but to talk over your box problems.

For a Better Pack of Peas at a Greater Profit

USE

HAMACHEK IDEAL VINERS and VINER FEEDERS

Examine these machines at the National Canners' Convention, Buffalo, January 21 to 25, 1924

FRANK HAMACHEK = Kewaunee, Wisconsin

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

Established 1880

MAX AMS

CLOSING MACHINES

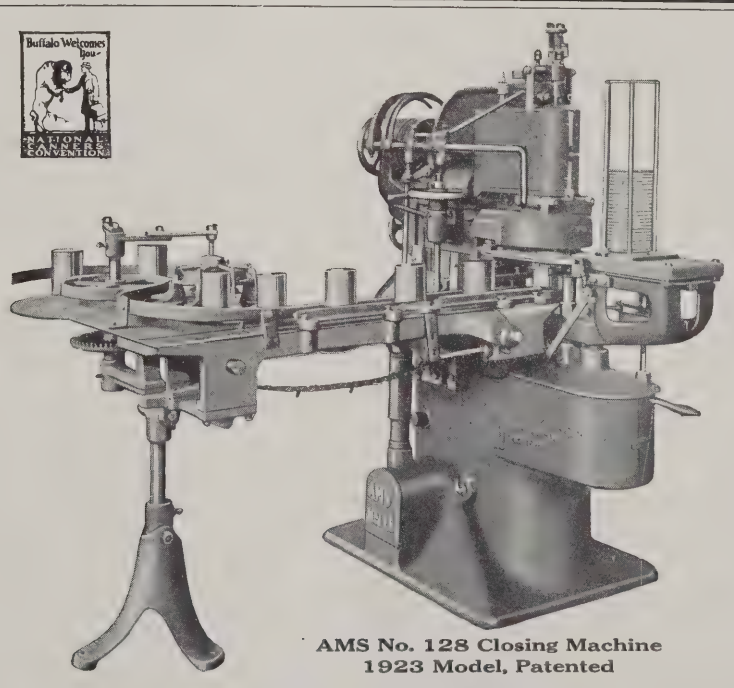
for

Sanitary Cans

STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

MAX AMS MACHINE CO. NEW YORK CITY. FOR ALL ANITARY CAN YSTEMS PRODUCTS

THE MAX AMS MACHINE COMPANY

101 Park Ave., New York, N. Y.

BRANCHES: Chicago, Ill., 20 East Jackson Blvd.
Rochester, N. Y.. 705 Commerce Bldg.
London, England, 50 & 51 Lime St., E. C. 3

Do you know any other journal like it? It is the oldest, most highly respected, most influential of them all--The Canning Trade.

Calvert Lithographic Co., Detroit, Mich., 113 Third Ave., face you as you enter. There you will find samples of fine label work, the high art lithography that makes the label distinctive, and a ready willingness to help you emprove your label. They are experts.

Cameron Can Machinery Co., Chicago, 195 Fifth Ave., will show some of the smoothest working, quietly running can-making machinery and double seamers in the show. They can take care of your requirements in can making from the ground up. Mr. Cameron and his aids are always kept busy explaining the lines. You will be welcome.

The Canning Age, New York City, 6 Second Ave., the monthly journal of the industry, will have a well-appointed booth in charge of Mr. R. Palmer and J. T. Ogden.

Capstan Glass Co., Connellsville, Pa., 39 First Ave., will be another one of the new exhibitors in the Show, and it will be an attractive one, as they will show both a full line of their glass tumblers, and glassware for the industry, but goods packed in them. G. C. Rieman, President will be assisted by S. S. Furst, C. W. Gearhart, D. Corin, S. S, Shaw, C, W, Vessy, G. P. White, R. B. Brown, J. J, Pahle and Hugh Crawford,

Chicago Solder Co., Chicago, 26 Second Ave., will have on exhibition an Automatic Corn Feeder for Corn Cutting machines—and you want to see it. Frank C. Englehart of this firm, is President of the Canning Machinery and Supplies Association and will be a busy man at this Convention.

Chisholm-Scott Co., Columbus, Ohio, 75 Third Ave., will not have one of the famous Chisholm-Scott Viners on display. This will be headquarters for pea canners, and you'll find a warm welcome awaits you. They are too well known to need it, and they report being sold up to capacity on their Bean Snipper. But their Mr. Urschel will show one of his Cherry and Currant stemmers. "Thom" Scott, Sherlock McKewen, S. H. Ryder, Frank Copeland and Mr. Urschel will receive.

E. B. Clark Seed Co., Milford, Conn., 147 Third Ave., are famous growers of seed corn and other canners' seeds, and will have on display the full line of their products. Connecticut grown seeds are famous.

Cleveland Cooperage Co., Cleveland, Ohio, 189 Fifth Ave., will have on display a full line of barrels and kegs for cider, vinegar, pickles, kraut, condensed milk, fruit juice, and other food products. President Chas. C. Berry will be assisted by Geo. B. Lee.

Closure Service Corp., Brooklyn N. Y., 101 Third Ave., is another one of the new exhibitors, who will show you a line of bottle caps and machines, which they believe spell service to the user. These bottle closing exhibits are always neat booths, and the operation of capping the bottles, jars etc. most interesting. Ask to see it.

Colonial Salt Co., Akron, Ohio, 166 Fourth Ave., are the makers of Liberty Canners' Salt, with which a steadily increasing number of canners are becoming familiar, as contended users. Let Elwood show you what good salt means in canning. He's a real Buffalo, you know, and his friends consider him "the talk of the earth." Assisting the 'Col' you will find: J. C. Barr, D. E. Brigham and L. H. Elliott.

Continental Can Company, Inc., New York City, 210 Fifth Ave., will have its big exhibit constantly crowded with the contented users of its famous cans and closing machines. With plants in many sections it has customers everywhere, and everywhere boosters. The welcome sign will loom large here.

Coons Mfg. Co., Rochester, N. Y., 207 Fifth Ave., will show you the latest in apple peeling machines, and we promise you will find it an interesting display. You will meet there B. C. Coons, L. L. Mitchell, J. J. Gery and Jas. Finzer.

Crown Cork & Seal Co., Baltimore, 176 Fourth Ave., are the makers of the famous Crown Cork for sealing bottles and jars of all kinds and the machines which put them on. They will show Catsup Capping Machines, and machines for large-size crown seals. E. J. Costa, John R. Wilbor and a full quota of department representatives will be on hand.

Dewey & Almy Chemical Co., Cambridge, Mass., 47 First Ave., pride themselves alike on the quality and the completeness of their Dewalco Line. Their exhibit will include Dewalco Labeling Adhesives for every need of the canner and bottler, and Dewalco Sealing Compounds, Seam Dopes and Soldering Fluxes for the can manufacturer. Particular interest will doubtless be shown in their new non-inflammable Gold Seal Lining Compound, made from rubber latex. They also hope to be able to show photographs of their new factory at Oakland, Cal. With their main factory at Boston and their branch in Oakland, they are in an excellent position to give prompt service to their friends in this country as well as to their rapidly expanding export trade.

Diamond Chain Mfg. Co., Indianapolis, 181 Fifth Ave., will have some samples of their chain drives for various canning machines, and representatives on hand to explain. H. I. Markey, experienced in power transmission, will be glad to solve your problems for you.

Diamond Crystal Salt Co., St. Clair, Mich., 48 Second Ave., will display their high-grade salt for canners' uses. A good salt is an important item, and this company has a big reputation. They will be represented by W. J. McRea, J. J. LeClare and F. B. Miskell.

F. G. Dickerson Co., Chicago, 219 Fifth Ave., usually make a very attractive display of milk-handling machinery. Their condensed-milk fillers and other machinery are finely made and extensively used.

Economic Machinery Co., Worcester, Mass., 206 Fourth Ave. Did you ever see them label bottles as quick as a wink of an eye? They'll show you it at this exhibit—and put the label on any part of the bottle you want. The World Labeler is working in many big food factories.

Elyria Enamel Products Co., Elyria, Ohio, 54 Second Ave., will show you glass-lined tanks, kettles, pipes, etc., for use by catsup and condiment makers. This is an attractive exhibit, and an educational one. See the big kettle and examine its fine lining.

Edw. Ermold & Co., New York City, 187 Fifth Ave., always have a most attractive exhibit, showing the immense numbers of products labeled on their bottle-labeling machines. Their booth resembles a high-class retail store, and you'll be glad you saw it. They will show their latest-improved New Ermold Labeler, the ultimate in bottle-labeling machines. Another machine will apply body and neck labels. "We are today labeling window shades, hoe handles, Blank books, and, of course, the usual line of packers' bottles," they say in explaining the diversity of their machines. W. A. Guthrie, W. E. Blauvelt, J. H. Wieland and Wm. Leonhardt will be there.

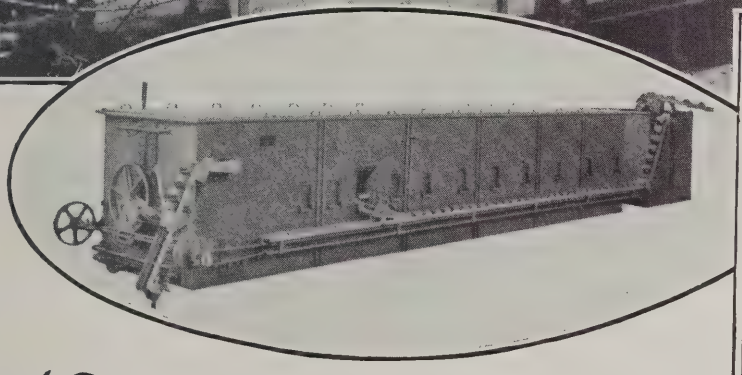
A. T. Ferrell & Co., Saginaw, Mich., 177 Fifth Ave., are makers of pea and bean handling machinery, cleaners, conveyors, etc., a fine exhibit of high-class machinery which you will do well to inspect. They will show this year the Giant Rotary Pea Grader, the 147 Clipper Pea Canner, and the Sanitary Continuous Cup Conveyor, and Mr. A. T. Ferrell will be assisted by L. C. Mendenhall and E. J. Eschenbaugh.

The Filler Machine Co., Philadelphia, 201 Fifth Ave., will have an interesting exhibit of their bottle-filling and handling machinery. Condiment makers and tomato product houses will find this just what they are looking for. They will show four filling machines, one for filling jams and jellies, one for heavy mayonnaise, a single-cylinder horseradish filler, and a small hand-power filler. John McMahon, B. F. Adams, N. B. Chaveas, V. B. Salisbury and John F. Geyer will greet you.

J. B. Ford Company, Wyandotte, Mich., 25 First Ave., have been preaching the use of their Sanitary Cleaner and Cleanser —Wyandotte—but we suggest that you ask them to show you some of the wonderful things this Wyandotte will do. You will be glad you went and became acquainted with this cleaner. You will find at their booth H. H. McClanahan, A. Baumgarten, J. D. Gibby, J. J. Harris and C. B. Robinson.

H. Gamse & Bro., Baltimore, 143 Third Ave., will be represented by Wm. F. Rightor, Jr., Robert L. Eirich and Herman Gamse. The three representatives are going to Buffalo with the idea of assisting canners and jobbers to bring their labels up to date, and any label buyer who is not altogether satisfied with his label design will do well to confer with one of these representatives. Due credit should be given H. Gamse & Bro. for originating the idea of the "Canned Foods" Seal, which is being used by canners, brokers, jobbers and supplymen throughout the United States. The National Canners' Association com-





A-B COOKERS AND COOLERS MAKE GOOD

Hundreds of satisfied customers testify to the unfailingly dependable operation of these rugged, simple and safe sterilizing units which is not the result of favorable circumstances, but the logical recognition of good reliable service.

The A-B Cooking Unit is more than a product of steel and iron— it is an essential in the production of *uniformly cooked products*, a determining factor in the progress of its users because it facilitates the handling of the pack giving the most in output and quality for the least cost of operation.

Full Particulars From Any Of The Following Offices—

Durability

Not a matter of speculation with A-B Cookers and Coolers but actual performance over a period of years reveals the facts that sturdiness and correct workmanship enables them to resist hard usage and even time, long after less durable machines have come and gone.

The Anderson - Barngrover ideal of building a wealth of surplus strength into every part of this equipment to increas its years of usefulness— means a permanent installation and continued satisfaction ten years from *now* with your purchase of today.

ANDERSON-BARNGROVER MANUFACTURING CO.

Main Office and Factory, SAN JOSE, CALIFORNIA

BALTIMORE, MD.
S. O. Randall's Son
409 Marine Bank Bldg.

PORTLAND, ORE.
Cyd Gaskill
92 First Street

CHICAGO
S. G. Gorsline
844 Rush St.,

LOS ANGELES
Earl Anderson
227 Thorne Street

SAN FRANCISCO
A. G. Caldwell
103 Pine Street

There is a Club drive on: each member is to bring in another member; in time for the first Convention report

plimented Mr. Gamse very highly on this valuable idea, which is helping to keep alive the movement of "Canned Foods Week" every year. Leave your orders for Seals with them.

Frank Hamachek, Kewaunee, Wis., 232 Fifth Ave., will have one of his fine Viners on exhibition, and if you are not acquainted with this important piece of machinery, call and examine it. He also makes Viner Feeders, and has a very handy chain-adjuster, for chain drives. These machines are used all over the country, lima bean canners finding them "just the thing."

Hansen Canning Machinery Corp., Cedarburg, Wis., 215 Fifth Ave., will have a crowded exhibit, inspecting and learning more about their new Filling machines and other canning machinery for which they have become famous. P. C. Winner and his assistants will spend a busy week.

Hazel-Atlas Glass Co., Wheeling, W. Va., 79 Third Ave., are among the leading bottle makers of the country. They handle all kinds of glassware. This year they will show the Hazel Vacuum Capping Device, with samples of food products packed in it. H. S. Brady, J. S. Algeo, Robt. Euwer, W. A. Richards, B. F. Roberts and A. L. Cochran will be there.

Hogg & Lytle, Ltd., Toronto, Can., 126 Fourth Ave., are seedsmen of long standing in the industry, coming from Canada for this exhibit. They have the full line of canners' seeds, and you will find a welcome awaits you.



HENRY W. PHELPS
President
American Can Company
Host at Thursday Evening's Theatre Parties

Hohmann-Nelson Co., Eau Clair, Wis., 73 Third Ave., will have on display their line of canners' thermometers, steam gauges, and time and temperature recorders. They are old hands at supplying canners with these instruments, and know their needs.

Huntley Mfg. Co., Silver Creek, N. Y., 229 Fifth Ave., will show three models of cherry pitters, tomato washers, scalders, etc., string bean machinery and a full line of pea machinery. Their newly improved pea grader gives perfect grades and big capacity. A low-priced pea washer will attract attention, for this is the well-known Monitor line. W. M. Buchholtz, W. A. Chapman, W. B. Sutton, A. D. McPherson and B. L. Brooks will be on hand.

Illinois Glass Co., 112 Second Ave., will show a fine line of glassware, bottles, jars, jugs and other receptacles of that kind. Messrs. O. Thompson, C. L. Drum, H. Schmidt and C. F. Levis will be on hand, and C. M. Schofield will show the moving picture "The Story of a Bottle."

Invincible Grain Cleaner Co., Silver Creek, N. Y., 205 Fifth Ave., will show their Invincible Corn Husker, pea cleaning and other machinery, and altogether a most interesting exhibit. This Corn Husker has a big reputation for its work, and should be seen and examined. All local representatives will be here to greet customers. Bert Eesley, of Fremont, Ohio, district; F. H. Morley, Jr., who cares for the Chicago territory; C. Williamson, who looks after the Philadelphia section. In Baltimore, A. K. Robins & Co. represent them.

Karle Litho. Co., Rochester, N. Y., 70 Second Ave., will have an attractive booth displaying the line of labels they make for canners and others. They have a fine plant in Rochester and produce some of the well-known labels.

Karl Kiefer Machine Co., Cincinnati, Ohio, 13 First Ave., may be counted upon as the Mecca for preservers and all condiment makers, as they have a line of machinery for this trade that answers nearly all purposes. Bring your wants to them and they will show you how to straighten them out—and will do so gladly. They will show the new Kiefer Rotary Vacuum Catsup Filler, both 18 and 24 tube sizes. It's a wonder. Also, Kiefer Rotary Bottle Washer and Sterilizer; the Piston type Viscor Filler, which handles jams, jellies, preserves, syrups and similar products, and the new Keifer Screw Capper, Belt Conveyors, etc. E. E. Finch, A. J. Sterling, M. C. Finn and Jos. Eckhoff will be on hand.

N. B. Keeney & Son, Inc., LeRoy, N. Y., 95 Third Ave., are seed growers of note, and will have on exhibition a full line of their seeds for canners. They are well known as pea seed growers, being somewhat of specialists in this line. It will be noted the company has recently been incorporated. They will be represented by F. T. Woodruff and J. F. Miggins.

Kieckhefer Container Co., Milwaukee, Wis., 138 Fourth Ave., will make their exhibit of both wooden and fibre boxes for canners. They thus can answer the demands of any canner for a good container.

Fred. H. Knapp Co., Yonkers, N. Y., 66 Second Ave., will show you some neat and smoothly working labeling machines, such as are used by many of the best canners. The Knapp Labelers and Boxers play a big part in many canneries—helping to get 'em out quick and neatly.

D. Landreth Seed Co., Bristol, Pa., 87 Third Ave., grow and test their seeds before selling to canners. They will show you the whole line, neatly displayed. They have been growing seeds for canners for many years—have been in the business since 1784—and they ought to know how—the oldest seed house in America. S. Phillips Landreth, J. A. Hicks and Thomas Mahon will take care of your wants.

F. H. Langsenkamp, Indianapolis, Ind., 36 Second Ave., will again be much in evidence with a splendid exhibit of the latest type of Pulping, Finishing and Cooking Equipment. He personally will have charge of his exhibit, assisted by E. C. Prange, S. B. Lindley, Irvin Conway and H. C. Randall.

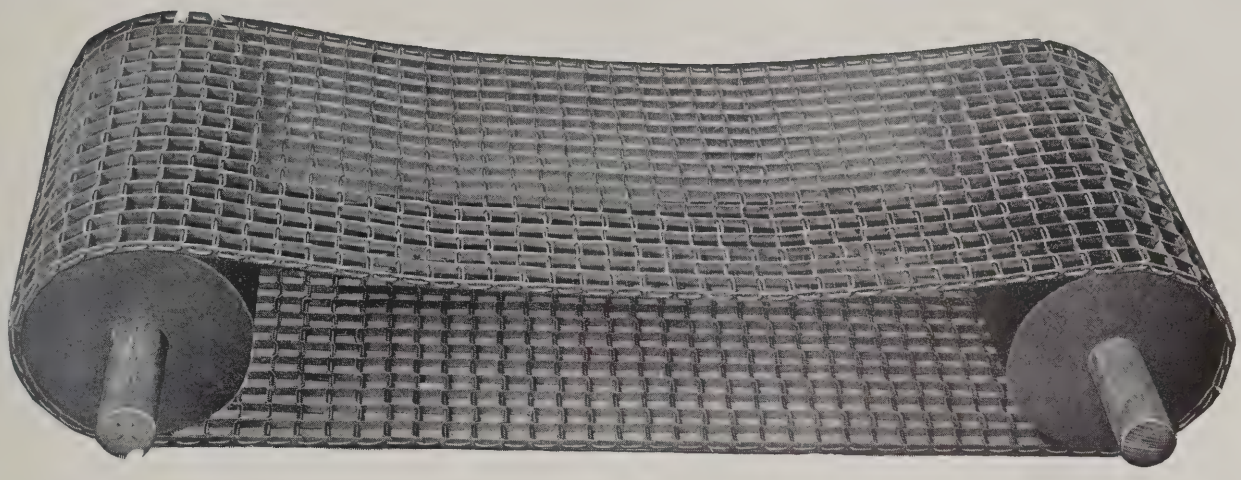
Leonard Seed Co., Chicago, 107 Third Ave., are the men who introduced the narrow-grained sugar corn. They make a specialty of canners' seeds; have immense trial gardens in the best growing sections, and they will have their full line on display.

The McKenna Brass & Mfg. Co., Inc., Pittsburgh, 183 Fifth Ave., will be represented at Buffalo by Mr. Otto Horix, the president, and Mr. D. M. Hauger, manager Haller Branch. There will be on display a complete line of Haller filling machinery of both the automatic, semi-automatic and hand-operated types and the fruit and berry washer.

Metal Package Corp., of New York, 93 Third Ave., are canmakers on a large scale. If we said the Boyle Can Co., a lot of you would place them in a minute. This is the company that succeeded the Boyle Co. and extended the business. They are a live-wire lot, With the Boyle plant in Baltimore and factories in New York, they produce a large output of packers' cans and specialties. President A. E. Bruns will be assisted by S. Carl Cooling. J. M. Brooks, J. R. Noel, S. R. Miner and Edward Murphy. They supply the latest type of sealing machines and care for a wide circle of canners.

Mid-West Box Co., Chicago, Ill., 74 Second Ave., are large makers of corrugated and fibre boxes, and may show a moisture-proof fibre box that will interest any canner. Ask them to demonstrate it.

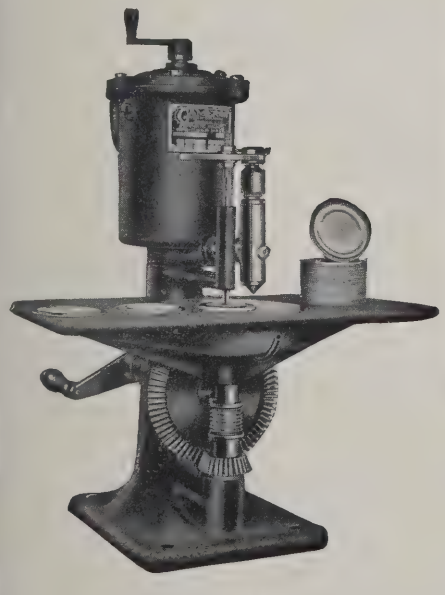
HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



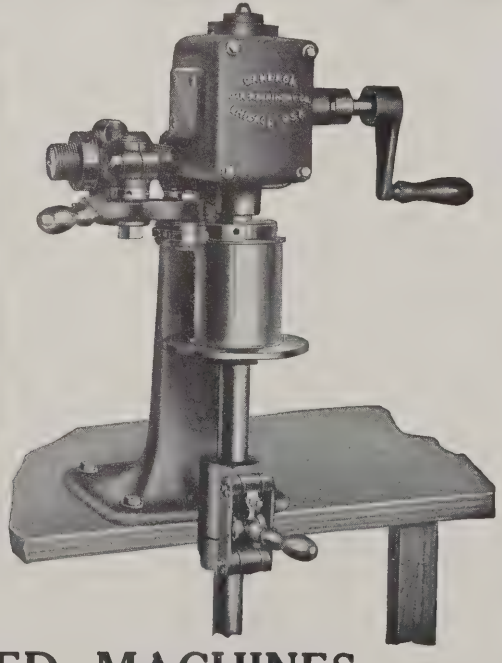
The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

MANUFACTURED BY

LA PORTE MAT & MFG. CO. **La Porte, Indiana**







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.**

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—in time you get the 1924 Almanac of The Canning Industry, which will be out shortly.

Morgan Machine Company, Rochester, 57 First Avenue, are makers of box-nailing machines. They usually have one of these machines nailing up boxes, driving a series of nails at once, putting a box together with any given number of nails, quicker than you would believe.

Morral Bros., Morral, Ohio, 220 Fifth Ave., will have on exhibtion the famous Morral Husker, and it will husk corn during the show. They have a single machine of large capacity and double machine of twice that capacity. The Morral Corn Cutters are well-known machines, and because they cut Golden Bantam corn are attracting renewed attention.

McDonald Machine Co., Chicago, 50 Second Ave., always display some finely made and smoothly working can-making machinery. They can supply anything in this line, being specialists in it. Just watch one of their automatic-fed die presses at work.

National Seal Co., New York, 53 Second Ave., will exhibit the Duplex Seals for glass containers, Titenrite Seals for tin containers, as also the new Duplex Seal and Nozzle for tins, just out, and Single and Multi-power Closing Machines for affixing these seals. They will be represented by R. A. Peterson and A. P. Stiansen.

Nivison-Weiskopf Co., Cincinnati, 134 Fourth Ave., the label printers, and may be counted upon to have an attractive display. They have been taking care of many canners with dispatch and in a satisfactory manner.

O. & J. Machine Co., Worcester, Mass., 58 Second Ave., catch the eye of the man packing gallons. They have a labeling machine that answers this problem as you wish it. It is well worth loking into. The O. & J. Automatic Labeler which will be exhibited is used by food packers generally for the labeling of bottles, jars, etc., and for spot labeling No. 5 and No. 10 cans at a rapid rate. Condiment makers will find this exhibit helpful and interesting.

Geo. J. Olney, Westernville, N. Y., 240 Gorrell Blvd., will show you a corn mixer with many fine points. It has stood the test of time and proven its worth. Look into it while at the Convention.

Owens Bottle Machine Co., Toledo, Ohio, 105 Third Ave., are among the largest makers of glass bottles, tumblers, etc., in the country. They control the bottle-making machinery, and can take care of all your wants in the glass line.

J. M. Paver Co., Chicago, 81 Third Ave. As the always popular Paul Paver says: "We will just have a few chairs and a table, so our friends can sit down and talk over matters in general." He will be attended by W. F. Mathews, I. J. Goode and I. L. Stone. They have nothing but hospitality to show, but they'll show plenty of that.

The Permutit Co., New York, 243 Gorrell Blvd., will hold "clinics" on the question of the effect of hard water upon foods. Their water-softening system is well known and becoming more generally used. Find out the facts of this important question while at the Convention. They welcome inquiries.

Peerless Husker Co., Buffalo, 17 First Ave., have a line of canners' machinery that is at the front for the quality both of its work and of the construction of the machines. The leader is their Corn Husker, but it is being pressed hard by a whole grain corn cutter, a circular exhaust box and many other strictly up-to-date machines for the canner. Don't miss seeing this line. It will be noted that this company is maintaining its own booth in addition to the Sprague-Sells Corporation, next door. Between the two of them you can spend many profitable hours among the leading canners' machinery. The Sells Bros. and all the well-known Sprague representatives will be on hand to take care of you.

The Pequot Mfg. Corp., Long Island City, N. Y., 162 Third Ave., are makers of corrugated fibre shipping cases, and they will exhibit a full line of these and the machines with which to seal them. This makes an interesting show, and it will be presided over by F. S. Oppenheim, vice-president of the company, and he welcomes inspection.

Pfaudler Co., Rochester, N. Y., 191 Fifth Ave., make glass-lined tanks, kettles, etc., for condiment and other purposes. Theirs is always a most interesting exhibit, well worth careful inspection.

Phelps Can Co., Baltimore, 93 Third Ave., will have a neatly appointed booth to accommodate their many customers. The Phelps can is steadily forging ahead, as they have complete equipment from tinplate mills to the finished product. They can furnish their customers with that feeling of security about their can supply. It's a "comfy" feeling during the season.

Phoenix-Hermetic Co., Chicago, 27 First Ave., are the manufacturers of Phoenix Metal Closures for jars, bottles and tumblers. This year they will feature their Phoenix Compo Cap and No. 21 Automatic Continuous Banding Machine. R. T. Mott, J. H. Dommergue, S. B. Shrope, J. A. O'Donnell, T. L. Taliaferro, L. T. Crabbe, S. L. Hawley, A. J. Mackenzie and H. L. Lonsdale will be in attendance.

A. W. Pinger Co., Minneapolis, Minn., 125 Third Ave., are large manufacturers of wooden boxes, caring for some of the largest contracts in the trade. The welcome sign will be found hanging on their booth, and they will be glad to talk over your box problem.

J. W. Pratt Co., Farmington, Me., 239 Gorrell Blvd., will show a Power Radial Fruit and Vegetable Slicer. This machine will slice prepared fruit into 2, 4, 6 or 12 equal pieces without additional change of parts. The usefulness of this little machine is evident. They are selling it this year.

The Reeves Pulley Co., Columbus, Ind., 165 Fourth Ave., will show their variable speed transmission, which can be used on all kinds of canning machinery to regulate the speed of the machine. It is well known and well tried and extensively used.

J. B. Rice Seed Co., Cambridge, N. Y., 31 First Ave., is one of the best-known seedsmen, as well as one of the largest, in the business. All the big canners know this, and most of the small ones. They will have samples of their immense selection of canners' seeds all of the dependable kind. Mr. H. M. Hodges and Charles P. Guelf will be there to take care of their friends—and their friends know how well they can do this.

Rochester Folding Box Co., Rochester, N. Y., 148 Fourth Ave., will show visitors their line of fine corrugated and fibre boxes for canners. They always have an attractive display, well worth looking into.

A. K. Robins & Co., Baltimore, 224 Fifth Ave., will have on display many of the machines most used in the cannery, and the big National Tomato Peeling Machine about which all have heard. This will be a busy spot during the show, but they will welcome inspection and answer all questions. This is the great cannery supply firm for the Eastern section of the country in particular, but for all the country as a fact. Genial and popular "Bob" Sindall has been busy changing the style of this company from his individual plaything to an incorporated company, to take care of the growing importance of the business. But he says it is a close corporation. He'll be there with Harry Stansbury, Mr. Kreiner and other helpers.

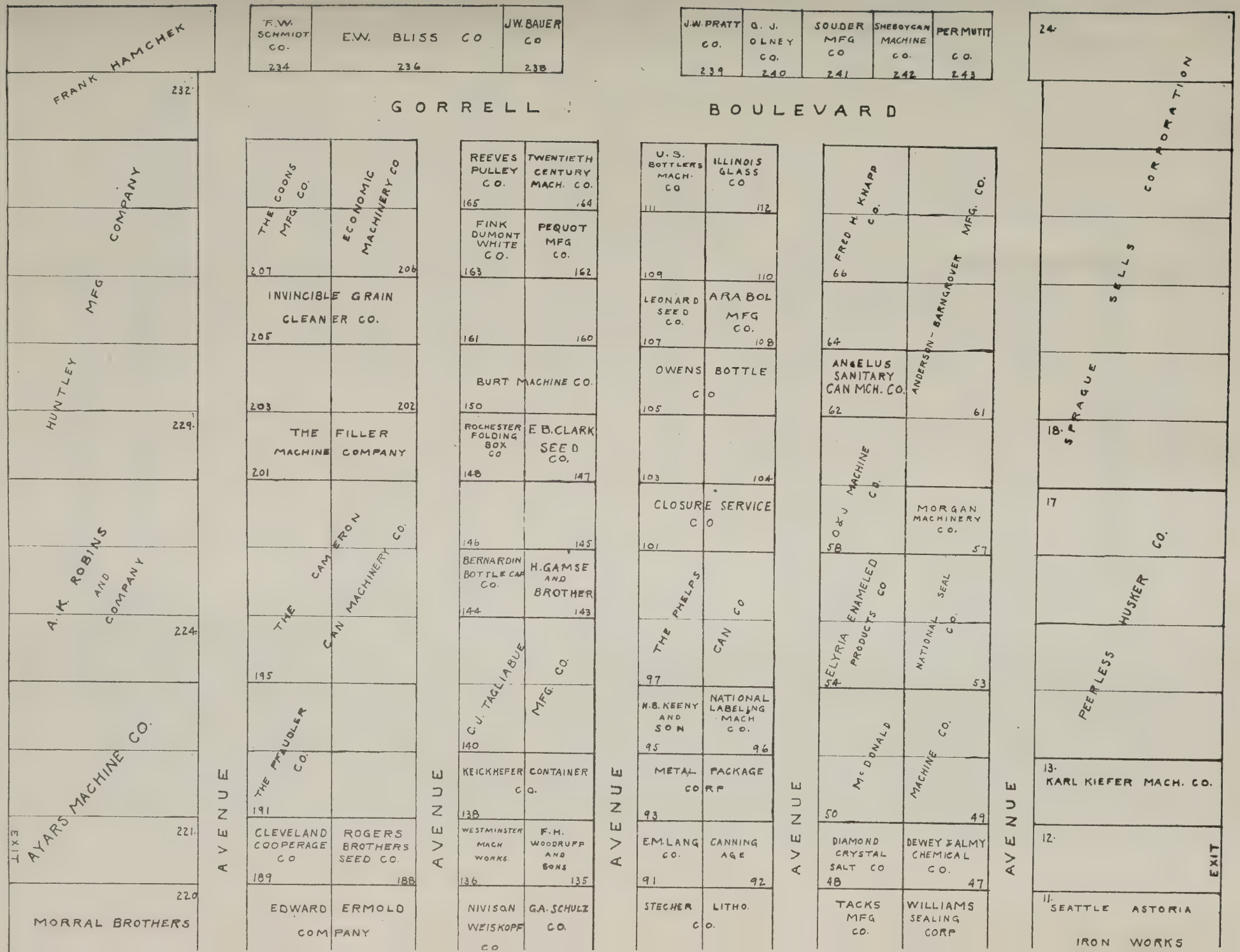
Rogers Bros. Seed Co., Chicago, 188 Fourth Ave., are seedsmen with a big reputation. They have some famous strains of corn, bean and pea seed, and a Refugee Stringless bean you should know more about, if interested. They will have a well-appointed booth, showing their full line, in charge of O. J. Swain and Walter M. Jones.

S. M. Ryder & Sons, Niagara Falls, N. Y., 117 Third Ave., have not told us what they are going to "show"; but they used to have a famous can-marking machine, and in the revival of this important practice such a machine would be most welcome. Let's go down to visit them and find out. The visit alone is worth the trouble. The "S. M." in this firm is the "Sam" Ryder of Chisholm-Scott fame. 'Nuf sed? You bet.

The Ryede Mfg. Co., Rochester, N. Y., 116 Fourth Ave., make a can opener that you should know about, and probably you will be wanting some of them. This is the kind of educational work you should not neglect; yet after every Convention we are asked: "What had that good can opener at the Show?"

A. Geo. Schultz Co., Milwaukee, Wis., 133 Third Ave., makers of solid fibre shipping cases, can be counted upon to have an attractive booth. Their aim is to make the kind of a case the canners need, and they are "out after this business." Schlitz made Milwaukee famous, and Schultz believes he can.

THE BIG SHOW.


FRANK HAMCHEK
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E.W. BLISS CO 236
J.W. BAUER CO 238
J.W. PRATT CO. 239
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CORPORATION
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TACKS MFG CO.
WILLIAMS SEALING CORP
AVENUE
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DIRECTORY
of
MACHINERY HALL

Allen, J. H., Seed Co., 168 Fourth Ave.
Aluminum Seal Co., 8 First Ave.
American Can Co., 4 First Ave.
American Metal Cap Co., 169 Fifth Ave.
Ams, Max, Machine Co., 173 Fifth Ave.
Anchor Cap & Closure Corp., 42 Second Ave.
Anderson-Barngrover Mfg. Co., 61 First Ave.
Angelus Sanitary Can Mchy. Co., 62 Second Ave.
Appomattox Box Shook Co., 115 Third Ave.
Atlantic Can Co., 132 Fourth Ave.
Ayars Mach. Co., 221 Fifth Ave.
Arabol Mfg. Co., 108 Second Ave.

Bauer, J. W., Co., 238 Gorrell Blvd.
Bel-Fast Adhesive Co., 82 Second Ave.
Berlin Canning Mchy. Works, 218 Fifth Ave.
Bernadin Bottle Cap Co., 144 Fourth Ave.
Bliss, E. W., Co., 236 Gorrell Blvd.
Boldt, The Chas., Glass Co., 28 Second Ave.
Bolgiano, The J., Seed Co., 118 Fourth Ave.
Bolgiano, F. W., & Co., 167 Fifth Ave.
Boutell Mfg. Co., 33 First Ave.
Brown, Boggs Co., 221 Fifth Ave.
Burt Mach. Co., 150 Fourth Ave.
Buffalo Box Factory, 170 Fourth Ave.

Calvert Lithographic Co., 113 Third Ave.
Cameron, The, Can Machinery Co., 195 Fifth Ave.
Canning Age, 92 Second Ave.
Capstan Glass Co., 39 First Ave.
Chicago Solder Co., 26 Second Ave.
Chisholm-Scott Co., 75 Third Ave.
Clark, Everett B., Seed Co., 147 Third Ave.
Cleveland Cooperage Co., 189 Fifth Ave.
Closure Service Co., 101 Third Ave.
Colonial Salt Co., 166 Fourth Ave.
Continental Can Co., 210 Fifth Ave.
Coons Mfg. Co., 207 Fifth Ave.
Crown Cork & Seal Co., 176 Fourth Ave.

Dewey & Almy Chem. Co., 47 First Ave.
Diamond Crystal Salt Co., 48 Second Ave.
Dickerson, F. G., Co., 219 Fifth Ave.
Diamond Chain Mfg. Co., 180 Fifth Ave.

Economic Mchy. Co., 206 Fourth Ave.
Elyria Enameled Prod. Co., 54 Second Ave.
Ermold, Edward, & Co., 187 Fifth Ave.

Ferrell, A. T., & Co., 177 Fifth Ave.
Filler, The, Machine Co., 201 Fifth Ave.
Ford, J. B., Co., 25 First Ave.
Fink-Dumont-White, Inc., 163 Fourth Ave.

Gamse, H., & Bro., 143 Third Ave.

Hamachek, Frank, 232 Fifth Ave.
Hansen Canning Mchy. Corp., 214 Fifth Ave.
Hazel-Atlas Glass Co., 79 Third Ave.
Hogg & Lytle, Ltd., 126 Fourth Ave.
Hohmann-Nelson Co., 73 Third Ave.
Huntley Mfg. Co., 229 Fifth Ave.

Illinois Glass Co., 112 Second Ave.
Invincible Grain Cleaner Co., 205 Fifth Ave.

Karle Lithographic Co., 702 Second Ave.
Karl Kiefer Machine Co., 13 First Ave.
Kesney, N. B., & Son, 95 Third Ave.
Kieckhefer Container Co., 138 Fourth Ave.
Knapp, Fred H., Co., 66 Second Ave.

Landreth, D., Seed Co., 87 Third Ave.
Lang, E. M., Co., 91 Third Ave.
Langsenkamp, F. H., Co., 36 Second Ave.
Leonard Seed Co., 107 Third Ave.

McKenna Brass & Mfg. Co., 183 Fifth Ave.
Metal Package Corp., 93 Third Ave.
Mid-West Box Co., 74 Second Ave.
Morgan Machine Co., 57 First Ave.
Morral Bros., 220 Fifth Ave.
McDonald Machine Co., 50 Second Ave.

National Labeling Mach. Co., 96 Second Ave.
National Seal Co., 53 First Ave.
Nivison-Weiskopf, The, Co., 134 Fourth Ave.

O. & J. Machine Co., 58 Second Ave.
Olney, Geo. J., 240 Gorrell Blvd.
Owens Bottle Co., 105 Third Ave.

Paver, The J. M., Co., 81 Third Ave.
Permutit Co., 243 Gorrell Blvd.
Peerless Husker Co., 17 First Ave.
Pequot Mfg. Co., 162 Third Ave.
Pfaudler, The, Co., 191 Fifth Ave.
Phelps Can Co., 97 Third Ave.
Phoenix-Hermetic Co., 27 First Ave.
Pinger, A. W., Co., 125 Third Ave.
Pratt, J. W., Co., 239 Gorrell Blvd.

Reaves Pulley Co., 165 Fourth Ave.
Rice, Jerome B., Seed Co., 31 First Ave.
Rochester Folding Box Co., 148 Fourth Ave.
Robins, A. K., & Co., 224 Fifth Ave.
Rogers Bros. Seed Co., 188 Fourth Ave.
Ryder, S. M., & Son, 117 Third Ave.
Ryede Mfg. Co., 116 Fourth Ave.

Schulz, A. Geo., Co., 133 Third Ave.
Schmidt, F. W., Pea Harvester Co., 234 Gorrell Blvd.
Seattle-Astoria Iron Works, 11 First Ave.
Sheboygan Machine Co., 242 Gorrell Blvd.
Simpson & Doeller Co., 127 Third Ave.
Sinclair-Scott Co., 30 Second Ave.
Souder Mfg. Co., 241 Gorrell Blvd.
Southern Can Co., 124 Fourth Ave.
Sprague-Sells Corp., 18 First Ave.
Stecher Lithographic Co., 89 Third Ave.
Sloan Seed Co., 34 Second Ave.

Tacks Mfg. Co., 46 Second Ave.
Tagliabue, C. J., Mfg. Co., 140 Fourth Ave.
Taylor Instrument Co., 83 Third Ave.
Thermokept Corp., 6 First Ave.
Twentieth Century Mchy. Co., 164 Third Ave.

U. S. Bottlers Mchy. Co., 111 Third Ave.
U. S. Can Co., 10 First Ave.
U. S. Printing & Lithographic Co., 120 Fourth Ave.

Warner, Lansing B., 69 Third Ave.
Westminster Machine Works, 136 Fourth Ave.
Wheeling Corrugating Co., 216 Fifth Ave.
Williams Sealing Corp., 45 First Ave.
Woodruff, F. H., & Sons, 135 Third Ave.
Woodruff, S. D., & Sons, 114 Fourth Ave.
Worcester Salt Co., 32 Second Ave.

Information Booth, THE CANNING TRADE—71 Third Ave.

The First Report
of
The Convention
will be given in

THE CANNING TRADE
of
February 11th, 1924
Complete in every detail—while it is news.

* * *

The wise exhibitor will follow up his efforts of this week, and continue his exhibit by advertising in this and subsequent issues. This is the one sure way of cashing on the "leads" you have made at the Convention, while they are hot. And of starting new ones!

First in the field, first in service, first in the appreciation of the industry——

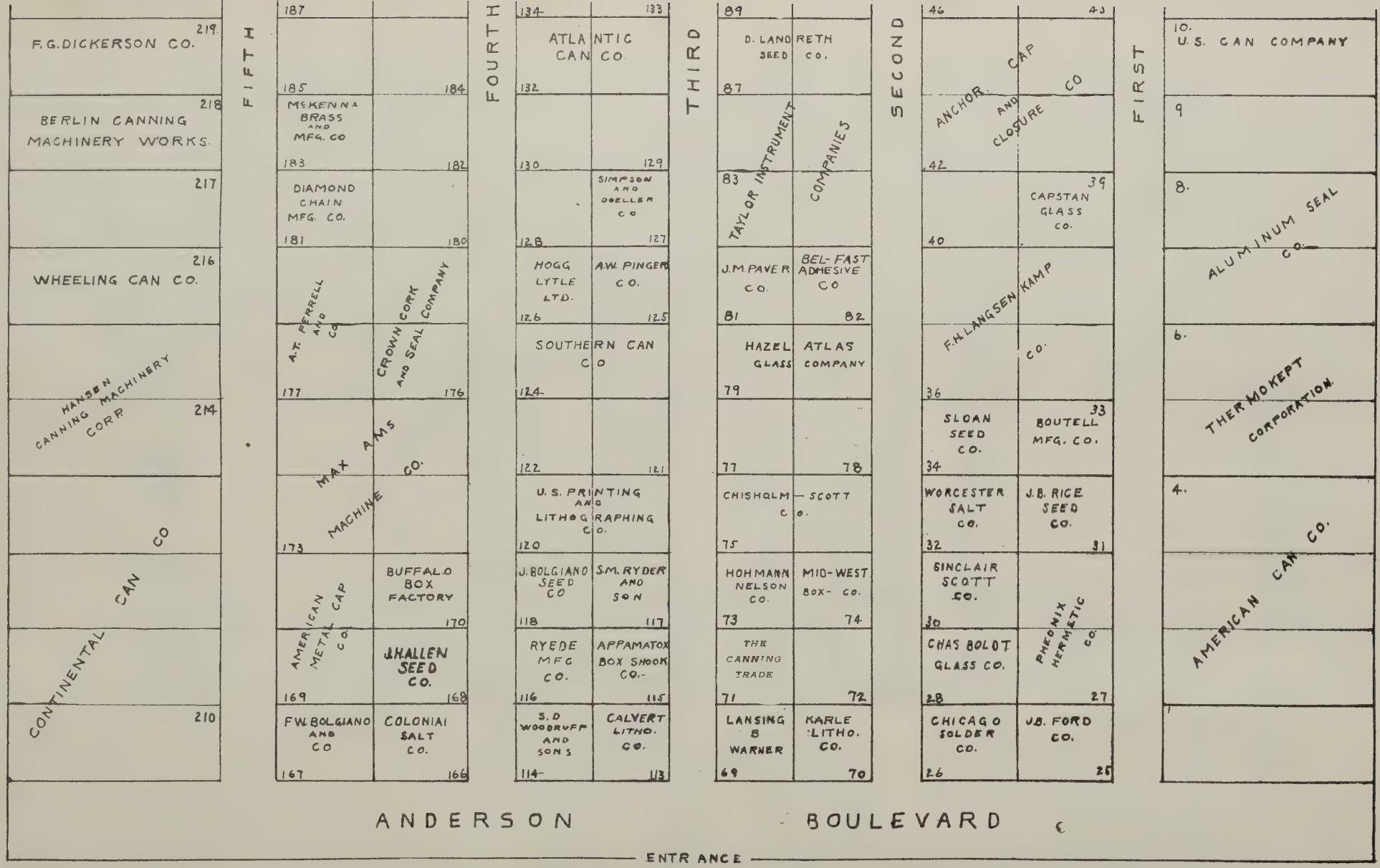
THE CANNING TRADE
Baltimore,

Call at our booth—71 3rd Ave.,

Arthur I. Judge,
Editor.

Arthur J. Judge.
Advertising Mngr.

Take This With You



FLOOR PLAN OF THE BROADWAY AUDITORIUM

CANNING MACHINERY & SUPPLIES EXHIBIT

BUFFALO JANUARY 21ST TO 25TH, 1924

Taken from official Blueprint.

As arranged up to time of going to press.

ARTISTIC
LABELS

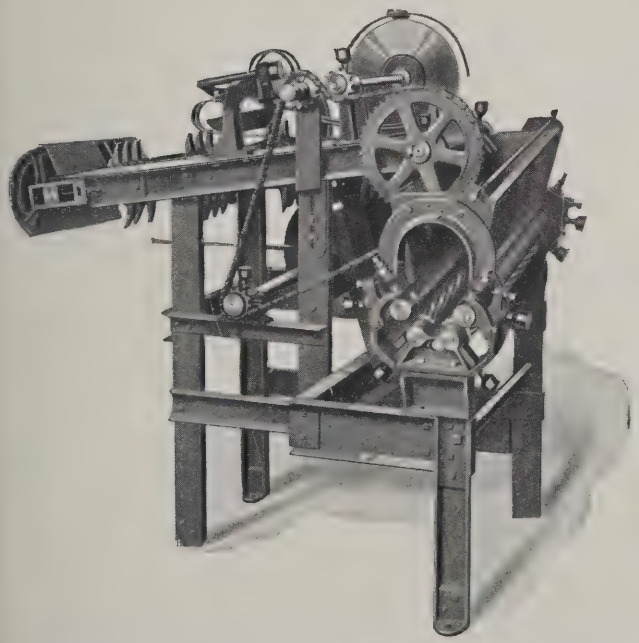
PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

THE 1924 MODEL
Invincible Green Corn Husker

(*The only all steel roll Husker*)



Comes nearer to being perfect than any other Corn Husker ever offered the trade.

Regardless of whether the corn is the small original Golden Bantam or the Largest variety of Evergreen—The INVINCIBLE will husk it with entire satisfaction, without waste.

The INVINCIBLE has at least one quarter fewer parts than any other corn Husker.

See it on exhibit at the Buffalo Convention.

Our Guarantee obligates us to a complete fulfillment of all our claims and promises.

INVINCIBLE GRAIN CLEANER COMPANY, Silver Creek, New York

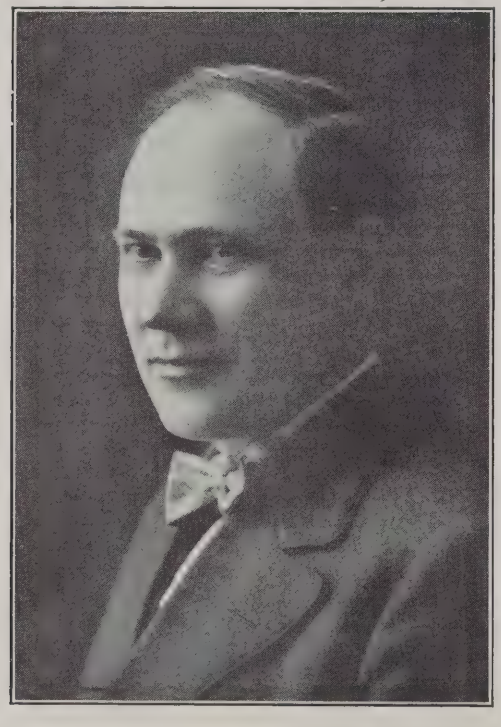
Join the biggest club in the canning industry The Canning Trade Club--, dues $3.00 per year. Full time service:—

F. W. Schmidt Pea Harvester Co., New Holstein, Wis., 234 Gorrell Blvd., are the makers of pea-harvesting machinery—a very much-needed item in these days of rapid increase in pea production. Call and see this offering.

Seattle Astoria Iron Works, Seattle, Ore., 11 First Ave., will have an interested crowd of canners constantly around their famous Troyer-Fox Non-Spill Closing Machines. These closing machines have a wonderful record, and all canners are anxious to know more about them. Here is the chance, and it should not be neglected. They make a line of can-making machinery that is becoming famous. Take advantage of this opportunity to see it.

Sheboygan Machine Co., Sheboygan, Wis., 242 Gorrell Blvd., make a Pea Washer and Separator which pea canners have pronounced "fine." They will have it on exhibition. Examine it and find the strong points upon which its reputation rests.

Simpson & Doeller Co., Baltimore, 127 Third Ave., well-known label printers,, will have a finely appointed booth to take care of their many customers, and all will be welcomed. Walk in and make yourself at home, and learn more about this big label house and its facilities. The Doellers will be there to greet you and to talk over that better label proposition. The youngest old salesman on the road, "Pere" Kroneau, and his big son, Harry, will be among those present to care for a long list of customers whose wants they understand.



ROYAL F. CLARK
Vice President
National Canners Association

Sinclair-Scott Co., Baltimore, 30 Second Ave., are the makers of the famous Colossus and Nested Pea Graders. Yes, you know them; exery pea canner does. This year they will show a model of the Nested Grader and what you have been looking for for a long while, a Nested Sample Grader. Here it is. Come and see it. Better do it early, for there is a rush for graders. Mr. Rife, Sr., will be at the Convention this year to renew old acquaintances, for he is one of the best-known men of the industry. His son, C. Edwin Rife, who has been standing the burden of Convention duty lately, will, of course, be there.

Sloan Seed Co., Los Angeles, Cal., 34 Second Ave., will be there, represented by Nichols, North & Buse Co., showing a full line of canners' seeds. Look them up.

Souder Mfg. Co., Bridgeton, N. J., 241 Gorrell Blvd., nearly always have something of interest to the tomato canner, and they may be depended upon to produce a surprise for the show. See the Souder Continuous Cooker and other useful devices they have.

Southern Can Co., Baltimore, 124 Fourth Ave., is marching right along to the top as one of the biggest and best appointed can companies of the country. They have the plant and the facilities, and are producing the can that canners like. They will have a neat booth to care for their many customers, in charge of E. Everett Gibbs, the president, assisted by L. Burbank, F. J. O'Brien, Guy Bollinger, W. Chauncey Crawford and Wm. B. Smith, the manager of the Double Seamer department. They will exhibit plain and decorated cans of all sizes and descriptions.

The Sprague-Sells Corp., Chicago, 18 to 24 First Ave., will have the same lavish display of canners' and preservers' machinery as the Sprague Co. formerly had, but a rejuvinated line this year. President Ogden Sells has weeded out the old and less worthy and kept only the best, and added where needed, so that he will present a complete outfitting equipment and of the best. He will be there, as will popular "Bab," Leland A. Babcock, and a big corps of salesmen to handle the crowd. It takes a 400-page catalogue to mention the things this firm has for canners' uses—and we haven't the room. "If it's used in a cannery, they have it."

Stecher Litho. Co., Rochester, N. Y., 89 Third Ave., have one of the finest lithographing plants in the country, and do some of the finest label work. Ask them to help you devise a real, honest-to-goodness label, and they will gladly comply. All the popular representatives of this big house will be there to welcome you.

Tacks Mfg. Co., Utica, N. Y., 46 Second Ave., are the well-known makers of Tackstick for attaching labels to cans. They make all kinds of adhesives, or, rather, adhesives for all kinds of purposes, and you will find their booth an interesting place.

C. J. Tagliabue Mfg. Co., Brooklyn, N. Y., 140 Fourth Ave., makers of canners' thermometers and time and temperature recording instruments of every kind, will have a booth where you can profitably spend much time learning the need of accuracy in these matters. Ask to see the TAG Automatic Temperature Controllers, the TAG Automatic Pressure Controllers, the TAG Recording Thermometers. You can't know too much about your processing requirements. H. D. Cooke and Messrs. White, Anderson, Mason and Day, Jr., will be in charge.

Taylor Instrument Co., Rochester, N. Y., 83 Third Ave., are well known as makers of thermometers and recording instruments, automatic controls for processing, and instruments of this nature. Call on them and let them demonstrate how they can rid your processes of uncertainty. Being right near home, Mr. Fred K. Taylor will have his whole force at the service of visiting canners, and will show an installation of "the Tycos method of jelly kettle control," a distinctly new and original method. They promise a surprise in a radically new process thermometer. Don't fail to see it.

Thermokept Products Corp., New York City, 6 First Ave., will present a new idea to many—a new and modern automatic machine for sealing tins in vacuum. This is becoming a popular question in the industry, and here is the opportunity to study it and see the results. S. G. Gibson, F. F. McColl, W. W. Williamson, N. P. Bach, H. H. Gluntz and W. B. Phillips will be there.

The 20th Century Machinery Co., Milwaukee, Wis., 164 Third Ave., again become exhibitors, and all who know their line of machinery will be glad of that fact. Their pulping machinery and other special machines will be on hand, and Mr. Scarborough with his assistants ready to explain.

U. S. Bottlers' Machinery Co., Chicago, 111 Third Ave., are headquarters for bottlers' supplies, machinery for bottling and bottle handling, and will present the visitor with a most interesting display. They can solve your bottling troubles or problems. Somebody is always asking where to obtain bottling machinery or supplies. Here is the answer.

U. S. and Virginia Can Companies, the one at Cincinnati, Ohio, and the other at Roanoke, Va., will have a booth at 10 First Ave. They are what might be called the Western and Eastern or Southern branches of a big can compaany, with many customers. They make a fine can and you will find their booths

VIRGINIA CANS



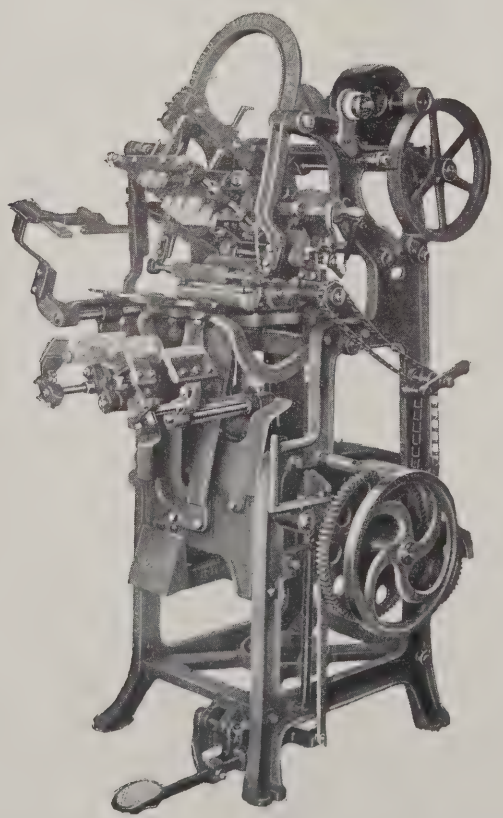
Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

R O A N O K E, - V I R G I N I A

ERMOLD LABELERS



have "That Something" in their operation that has made them the recognized standard of the packing trade.

Your entire glass line can be SUCCESSFULLY labeled on an ERMOLD.

Edward Ermold Company

Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets

NEW YORK CITY.



"Weekly market information by experts; digest of important news matters: weekly bulletins on laws or trade actions"--

crowded with customers. Long years of service have proven their dependability.

U. S. Printing and Litho. Co., Cincinnati, 120 Fourth Ave., will have one of the show places in the hall. They have branch factories in Brooklyn and Baltimore and make a very good proportion of the labels used on cans, bottles, etc. They can take care of your label problems in fine shape. This year, in addition to an attractive array of modern canned foods labels, they will show advertising for canners in the shape of window and counter displays. A. C. Osborn, Richard Dorsey, T. E. Lester, C. C. Pollock, T. S. MacMechan, Albert Weis, J. W. Hautman and C. F. Bowen will be on hand.

Lansing B. Warner, Inc., Chicago, 69 Third Ave., are cutting another juicy melon this year—returning $490,000 in insurance premiums to their subscribers. If you are a subscriber, call and find the size of your check; if not, get in line, place your insurance with this Bureau and make sure of a check for next year.

Westminster Machine Works, Westminster, Md., 135 Fourth Ave., will present one of the new machines in the Show—the Kyler Boxer. It is a little machine, substantially built, to put the cans into the cases without hurting the labels, and built to stand strain just when most needed. A. H. Kyler is a well-known labeling and boxer man, and he has put into his machine the things the canner needs there. Be sure to see it.

Wheeling Corrugating Co., Can Division, Wheeling, W. Va., 216 Fifth Ave., is the successor of the Wheeling Can Co. and a subsidiary of the Wheeling Steel Corporation. In their booth they will have one of the well-known 100-D Double Seamers, and a Wheeling No. 75 Double Seamer, running on packers' cans. S. J. Davies will be assisted by H. J. Humphrey, H. Schrader, J. P. Wells, P. O. White and F. Hougham. They are unusually well situated to take care of this can business, both as to supplies and location. Call on them.

The Williams Sealing Corp., Decatur, Ill., 45 First Ave., will have an attractive display of Kork-N-Seal products, both in glass and tin. They will exhibit the Korn-N-Seal Nozzle, which they are just placing on the market. This nozzle when applied to cans makes it possible to use the Kork-N-Seal cap on products packed in tin cans. W. R. Lord and others will be there to meet you.

F. H. Woodruff & Sons, Milford, Conn., 135 Third Ave., will have on display their line of canners' fine seeds of every description. They have been long in the business and know what the canners need.

S. D. Woodruff & Sons, Orange, Conn., 114 Fourth Ave., like their relatives above, are seedsmen of long standing with the industry, and will show the whole line of canners' seeds. They will cheerfully answer any questions. Watson N. Woodruff, who has been attending these Conventions for a quarter of a century, will be on hand, together with S. D. Woodruff II. and John J. Merwin.

Worcester Salt Co., New York City, 32 Second Ave., make and supply a great many canners with their salt. Worcester Salt is famous for its purity, and most canners have learned that a good salt is cheap, but that poor salt is expensive at any price. Let them show you. Last year, for instance, they report having shipped in one train 52 cars to the Wisconsin canners from their Encrose, Mich., plant. Mr. Lorenzo Benedict, the president, will be assisted by "Santy," as everybody knows him, A. F. W. St. John, the vice-president; H. Fierstein and J. F. Spain.

The Canning Trade Booth, 71 Third Ave., will keep open house to canners and the supplymen. If we have helped your selling in this brief recital, we are glad; and we know we have because the industry wanted this information—not after it had gone home, but now, while they could see you. The industry knows how well we serve it; but there are yet some supplymen who have not learned the secret. They would save money and make money by talking it over with us at our booth. We are old travelers in the lanes they are most anxious to traverse—the direct road to this Billion Dollar Industry.

SALT OF QUALITY.

"Gives The Flavor—You Favor."

CHEMICAL and analytical tests have proven that KERR quality is best for canning.

A generous sample is yours for the asking. A free trial will convince you that it is pure and economical to use.

Order Your Sample of KERR'S Special Canners Salt Today.

ALEXANDER KERR, BRO. & COMPANY, INC.

BALTIMORE Refineries: PIFFARD, N. Y. PHILADELPHIA

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

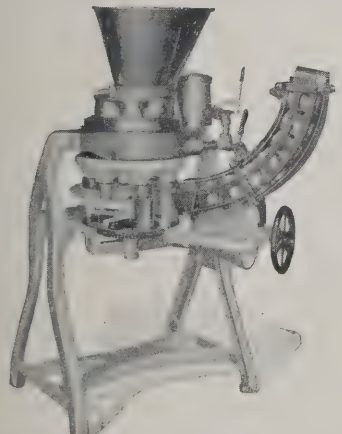
We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

1924 MODEL
HANSEN PEA AND BEAN FILLER



1—All undesirable features of the old **Hansen** have been eliminated.

2—It has only **one-half** the gears, **one-half** the shafts, **one-half** the clutches, **one-third** the brackets or supports, and occupies only about **one-half** the floor space of any other filler on the market.

3—It has **no brine tank,** no float valve, no stuffing boxes, no hopper agitator and **no funnel rubber.**

4—It has eliminated **all waste**, for it is impossible to overflow the can. It has no brine tank to overflow. It **stops automatically** in case the cans fail to reach the filler. The mixing head and plates are entirely enclosed, making it impossible for brine to escape should the plates become damaged or cut.

5—It is the **only filler** that complies with the laws of sanitation, because it can be taken apart and **really cleaned.** Besides, the brine is **not exposed** in any way to flies or dirt, because the briner encloses the brine instead of being surrounded by brine in an open tank.

Send for Catalog and Complete Information.

Hansen Canning Machinery Corporation,

Cedarburg, Wisconsin.



Experience and the Swells Question

Copy of Letter to Broker by Mr. W. O. Hoffecker, of the J. H. Hoffecker Canning Co., Smyrna, Delaware.

ANSWERING your favor, beg to say that I am very sorry there should apparently be any difference, amounting virtually to a fight on, between the manufacturers (canners) of such an enormous supply of the world's foods, and the distributors (wholesale grocers) of same. These two organizations, canners and grocers, should work hand in hand and with the utmost cordiality and friendship, but it seems to me instead of this dwelling together in peace and harmony, we live and go along like cats and dogs.

I distinctly recall several years ago now, while I was a member of the executive committee of the National Canners' Association, sitting up until 3 o'clock in the morning with a committee from the Wholesale Grocers' Association, fighting over the buyer's label proposition, and it has gone along almost constantly since, first one antagonism and then another, as between the canners and wholesale grocers. There must be an end to this strife some day, I think, and as a step has been started by the chain stores somewhat against the wholesale grocers, this selfishness, which seems to be the basis of their attitude, may force the canners to undertake the sales distribution of their products direct to the retailers to get away from this constant irritation between canners and jobbers.

Now, I am not making this as any threat whatsoever, for threats or the spirit of threats are not at all conducive to harmony or adusting differences, but the attitude of the wholesale grocer pure and simple is not to deal justly with the canners, but to obtain what in effect is an additional trade discount, which I think is an outrageous attitude for the jobbers to take.

So far as our company is concerned, and I believe it is the position of every honest and upright canner, we stand back of every can of our output, from factory to consumer, and if the goods are a year old we are entirely willing to redeem them if it is an honest and legitimate claim. We are likewise absolutely against making a present to every jobber to whom we sell goods of an additional trade discount in lieu of swells which he never has and, therefore, has no legitimate claim for.

The central warehouse for spoiled foods does seem to me the most practical and best way out of our trouble, because the health officers in so many of the cities, together with the Federal Government at Washington, have prohibited the returning of swells to the packer. To put your house to the trouble and expense of going to the retail store where claims for swells may be made, is impracticable, and to put ourselves in the hands of dishonest buyers, for our experience has been that all the buyers are not honest any more than are all the canners honest, is deplorable.

Several years ago you sold two carloads of tomatoes for us. They filed a claim for 11½ cases of swells. We ordered them back, and when they came back, they shipped them in a barrel; the barrel contained peaches, pumpkins, apples, peas and corn, and four other brands of tomatoes than our own, instead of there being 11½ cases there were 11 cans that belonged to us. Now this sort of thing probably every canner has experienced to a greater or less extent.

A gentleman was in our office only this week from Baltimore, who said that there are certain jobbers, that he could give the names of, who keep on hand swells until they burst, and put in a claim after claim on the same lot of swells, because there are so many packers who will not go to the expense of paying freight on them to have them returned, and consequently keep paying claims on swells on the some goods over and over. Now, since this rascally practice is a fact, it must be remedied, and the zonal warehouse plan is the best remedy I have yet heard suggested.

In addition, we have had it happen over and over again where the cans that were evidently cut as samples, were returned to us as spoiled cans; another infernally rotten practice on the part of the jobber.

Now the Bureau of Chemistry has given its consent to the trial of this plan and so have the health commissioners of several states and cities. Further with the establishing of these warehouses all over the country it will practically do away with the interstate shipment of these canners' foods. For instance, a warehouse in Philadelphia goods anywhere in Pennsylvania can be shipped to Phipadelphia without entering Interstate Commerce.

Now the special advantage of this zone warehouse plan is that goods will be examined by experts representing the National Canners Association and representative of food officials will be invited to co-operate or participate in such examinations. Both canner and distributor will be notified of the time and place of examination, and be given an opportunity to have a representative present if they so desire. Examinations will be followed up not only to determine whether the goods are spoiled, but also the cause for spoilage, giving the canner an opportunity to apply a remedy. Is this not in the very best interests of the industry and likewise in the very best interest of public health?

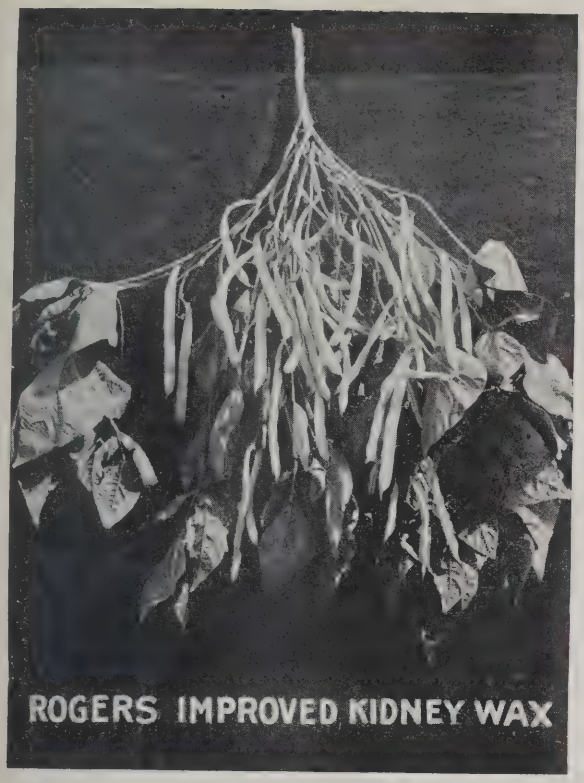
The thing we are trying to do is first, to make absolutely sure that spoiled canned foods are not allowed to be trafficked on or doctored by reprocessing or otherwise, and then resold; that is the first consideration. Next to make every canner stand on his own feet. If he has a case of spoiled goods due to any one of the many causes, for the most part within his control, and he fails to exercise proper care, he should stand his own loss and not roll any part of it back on the canner who is careful and does not have his excess amount of swells. Now that certainly is equitable, and this zonal warehouse plan makes that proposition entirely workable. This plan of charging a flat allowance is absolutely unfair because it makes the careful man suffer the burdens of the careless packers, and therefore puts a premium on carelessness and unsanitary conditions in the canners factory.

The next point that you make is as to an undue amount of notoriety created by these zonal warehouses. That does not appeal to me at all for the reason that every merchant handling canned foods is subject to spoilage and is writing to make claim for it. The greatest publicity and notoriety comes in the retail stores where the customer either sees and objects to the spoiled can, or buying and taking it home and finding it spoiled, comes back for an adjustment with the merchant from whom she purchased, and usually not in a very pleasent state of mind, and hence not careful in her expressions no matter whether there is no one else present in the store or whether the store is crowded. I think there is infinitely more publicity given to spoiled foods and a black eye to any label or brand this way than can happen in a thousand years from the publicity of the zonal warehouse, for if the fact of canned goods spoilage was known only to the canner and to the jobber, it would even then not be, in my judgment, a serious proposition, but when it is known to everybody, what possible effect can it have in the way of publicity?

In the next place, what portion of the population of the city of Philadelphia do you think would know anything about a zonal warehouse for the receipt of spoiled canned foods being in existance in Philadelphia if one were established there?

The jobbers have driven their stake to obtain this additional trade discount of ½ of 1%, and they are like a drowning man grabbing at every straw to support them in their effort to set up this regulation and some of the reasons they have assigned are, to me, the most absurd and ridiculous that I think any reasonable man could hatch up.

Keep in mind that for ourselves, and I feel sure we are speaking for all honest canners and for the great rank and file of the National Canners Association, we start out with the proposition to stand by every can of our goods from factory to consumer, and if it spoils we are ready to make it good by refunding the amount paid for same. Next, we do not wish to pay any part of any other canners' swell claim. Next, we are unalterably opposed to making jobbers an additional trade discount allowance. Next,



Rich, creamy, slender oval pods, 5 to 6 inches in length, free from rust, perfectly straight and entirely stringless.

Seed: white, with very small, black eye. Plant: robust, about 18 inches high, erect, bushy and very prolific.

We know of no wax variety more desirable for home, market gardener, or canners' use.

Now booking contracts, future delivery, 1924 crop.

Other Originations:
Rogers Stringless Refugee G. P.
Rogers Green Admiral Peas,
Rogers Winner Peas.

Rogers Bros. Seed Co.
Originators
Breeders & Growers
Chicago U. S. A.

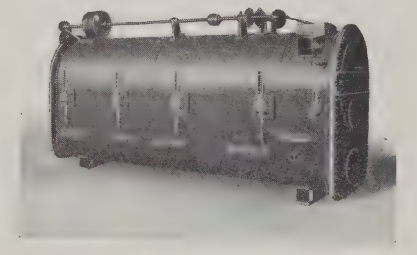


We Manufacture for Canner:
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
COOLING TANKS
TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
EXHAUST BOXES

For Milk Packer:
SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS
(CORPORATE NAME SCHAEFER MFG. CO.)
BERLIN, WIS.. U. S. A.

What better occasion than this Convention--to bring your friends to our booth, and have them subscribe.

we are committed to the examination by expert chemists to determine not only the fact of the spoilage, but the cause for same, and that the best suggestion to accomplish these results is the zonal warehouse proposition. In addition to the National Canners Association, every local canners association that has held a convention this year has gone on record in favor of the plan, and I believe and feel perfectly sure that the coming National Canners Convention at Buffalo will go on record overwhelmingly in favor of this proposition.

Now if the canners will all hold together and not sign contracts for the ½ of 1% allowance, but care for their swell claims on this zonal warehouse proposition, and the jobbers should likewise refuse to, but except on their plan of contract, these two organizations would be at lagerheads proper, and if no solution could be amicably reached, it would logically, I dont say actually, result in the jobbers going into the canning business and the canners going into the distributing business, for I do not believe the canners are going to abandon their plans and quit business, and should such a thing happen, the Lord have mercy on the people living in the cities for food supply; or do I believe that the great rank and file of the jobbers want to go into the canning business, and it therefore, seems to me that it behooves the level-headed jobbers and the level-headed canners to get together in a friendly way and agree upon something and at least let us all be willing to try out this zonal warehouse plan for one year, and see how it works. We have tried the ½ of 1% allowance, and know from our experience that it is an awfully unjust proposition. Brother Ned went over our books for the past fifteen years and our claims are under ¼ of 1%, and in those fifteen years are included years when we had poor results from our closing machines, making an undue amount of swells because the cans were not tightly closed. But this year, when we labeled up our goods, and everything in the house is labeled, we did not have swells amounting to 1/75 of 1%, practically none at all. For instance, out of 13,000 cases of No. 2s or 312,000 cans we had 21 cans spoiled. Twenty-one cans out of 312,000. Now ½ of 1% would mean 1560 cans and with this jobbers plan, we would therefore be giving away 1540 cans as swells that were as good as any case of the entire lot.

I submit to you in all honesty, do you consider this a fair proposition?

Now the swells in our No. 3's were just a little more than this, but still such an amount would amount to very little.

I have written you thus very fully because I am very keenly alive to this proposition, and with my past experience on committee meetings with the jobbers, I do not like their attitude, It has been entirely too selfish and to dictatorial, just like Mr. Hannegan put over at the Adelphia last week.

We sold goods last year through both your good selves and Jessup and Roberts on the old basis of allowance for swells and I exceedingly hope that you both will able to find enough customers to take our output this coming year on that same basis, otherwise, we will feel I am afraid, that we will have to gun around among other brokers, to see if they cannot find purchasers on the square basis, before we will submit to this additional trade discount allowance of ½ of 1%.

Very truly yours,
W. O. HOFFECKER.

GEN. HERBERT M. LORD AT THE CONVENTION

As the special speaker at the big banquet of the National Food Brokers' Association, Tuesday evening, January 22nd, Gen. Herbert M. Lord, Director of the Budget Bureau, Washington, will be present, with the consent of President Coolidge. As a business man it would be hard to imagine one of higher caliber than the director of the United States Budget, and the brokers are to be congratulated upon securing such a man of eminence. What he will have to say will be listened to very attentively by all present, and it will be well worth attention. The brokers are business men, and they will appreciate this business address. Incidentally this banquet is not confined exclusively to brokers, but all are invited, and will be welcomed to the limit of the banquet hall, but reservations must be made in advance. Paul Fishback, Indianapolis, will take care of such reservations.

All indications are that the

NATIONAL CANNERS ASSOCIATION CONVENTION

at the

Broadway Auditorium, Buffalo, N. Y.

will be the greatest and best in the history of the Association.

A most cordial and hearty welcome awaits all members and visitors at the

WYANDOTTE BOOTH
25 First Ave.,

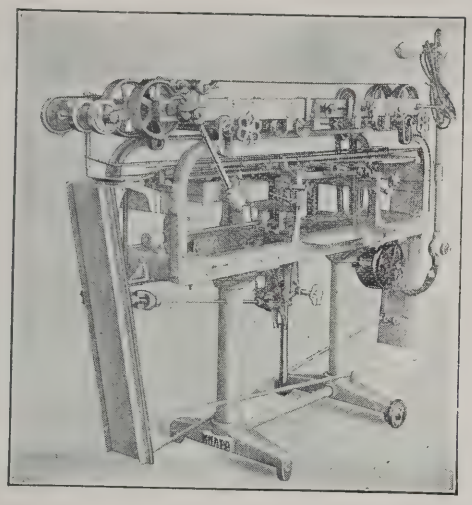


Remember the date

January 21–25, 1925



The J. B. Ford Co. Sole Mnfrs. Wyandotte. Mich.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.

LABELING, WRAPPING and BOXING MACHINES

GENERAL OFFICES
YONKERS, NEW YORK

CHICAGO OFFICE — 53 West Jackson Blvd.

PACIFIC COAST REPRESENTATIVES:
Anderson Barngrover Mfg. Co.
104 Pine St., San Francisco.

UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg Salt Lake City

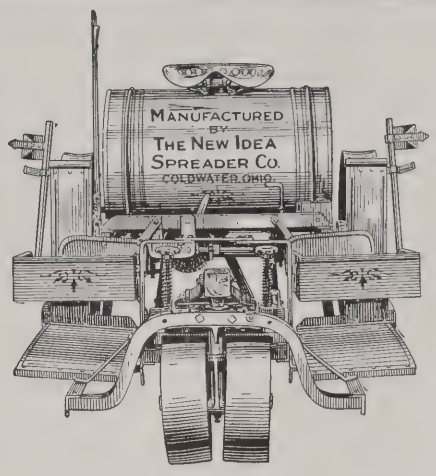
CANADIAN REPRESENTATIVES:
Brown Boggs Company, Ltd.
Hamilton, Ont. Canada.



Knapp Euipment can also be secured through

Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.



Bigger, Better Crops From Your Growers

AT EVERY canning season the same problem confronts you—how to get bigger, better crops from your growers. Proper transplanting is one of the big factors in crop production. That's why it will pay you to find out about the

NEW IDEA TRANSPLANTER

Here is the most efficient transplanter ever built. Has revolutionized transplanting. Handles *any* transplanting job. The driver's seat is in *back* of the plant setters where he can make sure that every plant is properly set, watered and covered. The result is better planting, bigger crops!

A Few NEW IDEA Features

Plant setters sit in front of the driver's seat, where he can direct the operation. This is an exclusive feature.

Plant boxes are removable for replenishing, Water tank has 50 gallon capacity, and flow is adjustable.

Planting depth up to 4½ inches.

Pole lock keeps rows straight.

Pack wheels are on flexible frame to follow irregularities of the soil.

All working parts made for long trouble-free service.

It will actually pay *you* to buy this machine to loan to your growers, or recommend it to those who can buy for themselves. Send us a list of their names and we will gladly give them full information.

Write Us Today

THE NEW IDEA SPREADER CO.
COLDWATER OHIO

You can't imagine how close we are to our readers, each issue is like a personal letter between us.

FRUIT AND VEGETABLE PACKS IN NORTHWEST

THE 1923 packs of canned fruits and vetables in Washington, Oregon and Idaho have just been compiled by the American Can Company. The total pack for the district over that of 1922 is about 500,000 cases, showing the growing importance of the canning industry in the Pacific Northwest.

Oregon Fruit Pack.

Commodity—	1919	1920	1921	1922	1923
Apples	343,816	96,074	297,885	207,415	358,972
Apple Butter	27,356	25,160	....	....	....
Apple Cider	17,702	18,043	....	....	....
Apricots	6,815	....	....	....	....
Blkcap. Rasp	17,544	20,668	8,671	25,284	24,315
Blackberries	122 804	81,896	258,833	240,248	173 270
Cherries	120,181	147,728	142,429	173,463	168,889
Grapes	360	....	....	....	....
Gooseberries	9 268	14,726	9,687	14,215	35,450
Loganberries	204,022	195,075	227,482	268,304	226,673
Lgnbry. Pres	7,884	....	....	....	....
Plums	22,927	4,672	9,046	12,360	1,408
Pear Butter	1,152	400	....	....	....
Pears	171,245	198,357	181,303	397,216	288,846
Quince	75	61	30	....	....
Rhubarb	1,536	2,873	269	1,667	3,124
Raspberries	30,045	33,910	30,040	40,017	89,026
Rspbry. Pres	3,336	....	....	....	....
Peach Pres	1,720	....	....	....	....
Plum Butter	2,068	....	....	....	....
Strawberries	19,944	37,242	46 641	103,227	159,091
Strawbry. Pres.	2,597	....	....	....	....
Prunes	79,887	65,181	83,424	191,563	165,741
Peaches	17,861	....	....	....	....
Peach Butter	1,590	....	....	....	....
Prune Butter	....	600	....	....	....
Jams, Jellies, Preserves	....	75,958	2,204	7,548	22,752
Apple But. S	....	....	6,493	....	....
Mis. Fruits	....	....	....	334	15,804
	1,233,735	1,018,624	1,304,457	1,793,854	1,733,361

Washington Fruit Pack.

Commodity—	1919	1920	1921	1922	1923
Apples	384.464	229,659	603,719	384,102	747,651
Apple Butter	10,604	18,774	41,531	4,649	....
Apricots	325	1,591	63	383	....
Blkcap. Rasp	48	278	....	3,247	1,817
Blackberries	253,992	150,119	260,206	226,465	207,794
Blkbry. Pres	908	....	....	....	....
Cherries	107,177	175,735	51,670	154,320	188,225
Gooseberries	7,027	4,808	10,835	8,472	15,331
Gsebry. Pres	4,739	....	....	....	....
Huckleberries	7,863	6,811	7,875	99	23,764
Loganberries	66,624	43,000	16,157	74,456	90,673
Plums	13,382	5,720	999	3,500	10,997
Plum Butter	1,292	....	....	....	....
Pears	164,734	174,785	194 458	430,614	358,013
Prunes	43,382	39,860	17,558	71,013	102,841
Peaches	15,345	1,619	63	4,050	....
Rhubarb	9,402	22,642	5,225	10,225	21 282
Raspberries	100,385	90,699	63,991	84,832	185,777
Strawberries	19,484	17,358	23,751	72,808	96,396
Pear Butter	....	1,104	....	....	....
Jams, Jellies, Preserves	....	19,373	9,447	15,470	13,410
Mis. Fruits	....	....	....	382	3 774
	1,211,177	1,003,936	1,307,548	1,549,087	2,067,745

Fruit and Vegetables Packed in Idaho.

Commodity—	1919	1920	1921	1922	1923
Apple Cider	....	1,200	....	....	....
Apples	30,518	27,025	47,071	41,139	52,027
Apricots	....	....	....	....	....
Cherries	23,694	30,398	17,684	29,813	42,341
Plums	3,317	....	....	....	....
Pears	2,070	18,993	....	5,691	2,450
Prunes	12,869	5,060	....	765	2,600
Peaches	116	....	....	1,190	2,000
String Beans	982	4,300	....	....	150
Tomatoes	21,689	31,619	....	29,926	26,074
Apple Butter	....	4,900	....	....	....
Pear Butter	....	150	....	....	....

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.



ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

THE NATIONAL

TOMATO PEELER

Will Be on Exhibition in our Booth at 224 Fifth Ave.
See it, examine it, learn what a Saving it effects

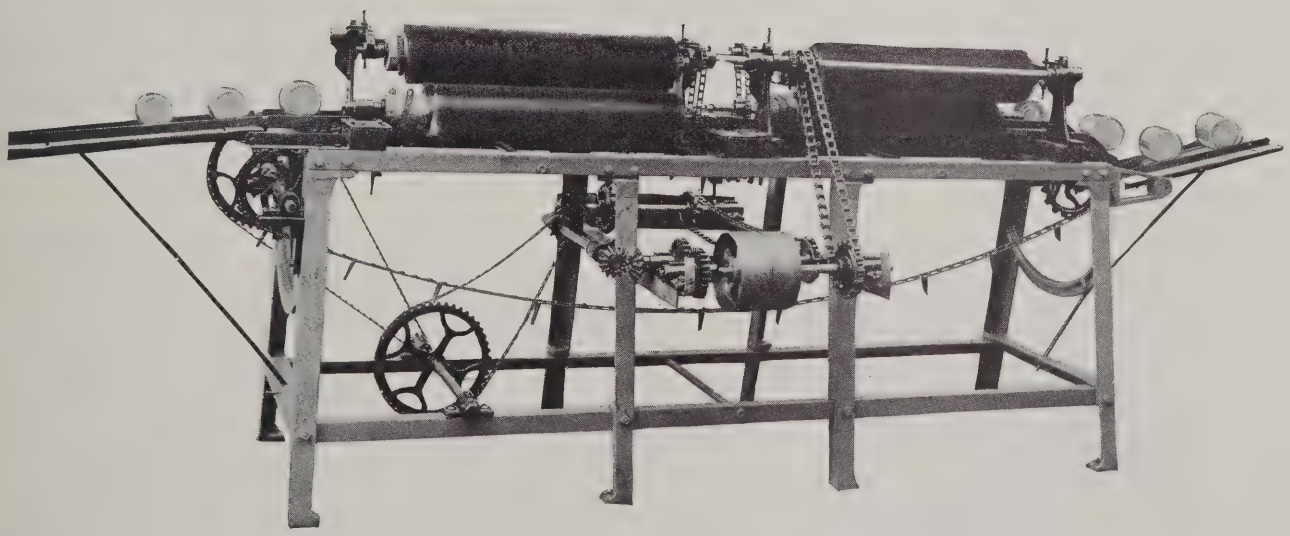
THIS IS THE HOUSE OF SERVICE



RETORTS
All Sizes



ROBINS ROTARY
Tomato Washer, Durable,
Practical, Economical.



ROBINS-BECKET CAN CLEANING MACHINE
This illustrates the Double Machine for cleaning tops and bottoms and bodies. We also make a Single Machine for cleaning tops and bottoms. Cleans cans from flats to No. 10's

A. K. ROBINS & COMPANY, Inc.

Manufacturers of Canning Machinery BALTIMORE, MD.

In Attendance

R. A. SINDALL, *President* HARRY STANSBURY, *Vice President*
PHIL KEINES CHAS. NORBERG JOHN EVANS

Hang the money! We wouldn't exchange this close fellowship and chance to be helpful for anything on earth.

Prune Butter...	....	125	....	....	....
Strawberries ...	....	500	1,154	622	5,597
Corn	....	4,000	8,500	11,000	28,000
Pumpkin	....	175	....	....	....
Gooseberries ..	....	....	419	371	1,070
Peas	....	....	....	8,350	10,000
Grand total..	95,255	128,445	74,828	129,387	172,309

Washington Vegetable Pack.

Commodity—	1919	1920	1921	1922	1923
Asparagus	577	....	....	....	....
Beets	18,491	7,260	2,549	3,507	2,153
Corn	1,811	1,363	985	7,700	4,600
Carrots	747	462	....	....	....
Pickles	10,409	14,685	23,462	38,023	18,660
Peas	50	400	140	....	24,557
Kraut	21,323	21,548	41,983	103,129	54,800
String Beans...	45 696	46,867	25,204	133,533	57,251
930 1,818	699	2,538	....	.....	Cabbage
Squash	....	10,382	....	....	....
Spinach	....	4,824	8,396	16,050	29,380
Pumpkin	....	893	287	28,634	24,825
Tomatoes	....	12,236	....	31,691	26,629
Mis. Veg.....	....	....	....	310	....
	99,104	123,458	103,665	364,395	243,785

Vegetables Packed in Oregon.

Commodity—	1919	1920	1921	1922	1923
Beets	3,608	8,513	11,919	25,659	68,085
Corn	1 034	1,244	700	2,050	5,204
Catsup	375	....	....	....	....
Carrots	2,650	13,658	8,158	23,514	56,342
Cabbage	1,142	1,917	....	1,937	4,168
Onions	2 017	....	....	....	2,026
Pickles	3,034	6,315	1,529	282	6,176
Peas	5,017	....	....	....	....
Parsnips	44	....	1,703	585	695
Squash	5,428	1,108	4,159	....	....
Spinach	1,040	1,912	100	....	....
Pumpkin	7,146	1,971	1,627	35,870	62,445
Kraut	30,314	38,657	9,365	47,735	58,918
String Beans...	31,578	10,858	10,218	23,880	37,810
Tomatoes	21,351	1,828	3,714	19,730	16,899
Turnips	149	279	436	1,106	....
Cauliflower and Broccoli	....	1,363	117	439	3,068
	115,927	89,623	53,745	182,787	321,836

ARE YOU PREPARING TO TAKE ADVANTAGE OF CANNED FOODS WEEK OPPORTUNITIES?

An Outline of the Magnitude of National Canned Foods Week, Which Is to Be Held March 1-8, 1924, and All Branches of the Industry Will Unite in Country-Wide Canned Foods Demonstrations.

CANNERS, food brokers and wholesale and retail distributors are beginning to grasp the importance and possibilities of National Canned Foods Week, to be held throughout the country March 1-8, 1924. Co-operating in this campaign are the following:

National Association of Retail Grocers
National Wholesale Grocers' Association
American Wholesale Grocers' Association
National Food Brokers' Association
Canning Machinery and Supplies Association
National Chain Store Grocers' Association
Glass Container Association
National Canners' Association.

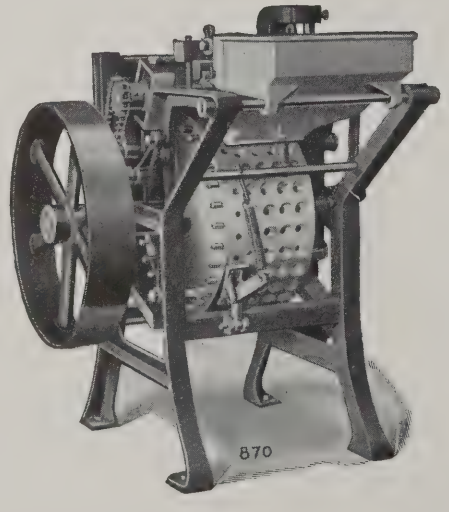
All State retail grocers' associations have been invited to participate.

Indicative of the magnitude of the campaign are the enormous quantities of red, white and blue window streamers now being sent out from Canned Foods Week headquarters. This literature is being distributed as follows:

Window streamers (full-sized paper)..400,000
Window streamers (miniature paper)..600,000
Window streamers (full-sized cloth)... 60,000

The full-sized muslin streamers will be for use on automo-

On Your Way To Buffalo.



Of course, you are going—everyone is. Dont miss it. It's an education of itself.

While you are there, a short trolley ride takes you to Silver Creek. Come out and see how and where your favorite canning machinery is made. You will understand better why it stands up so well. Call at our Booth at the Convention.



Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

P. O. Drawer 25 SILVER CREEK, N. Y.

SPECIAL AGENTS
A. K. ROBINS & CO.
Baltimore, Md.
BROWN BOGGS CO., Ltd.
Hamilton, Ont.
KING SPRAGUE CO.
353 E. 2nd. St., Los Angeles, Cal.

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling **West Virginia**

NEW YORK OFFICE
Room 1313-32 Broadway

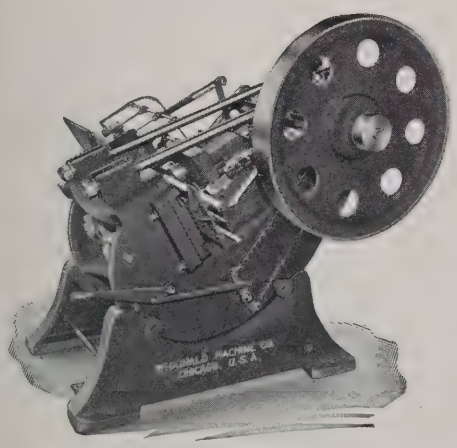
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

No. 32 Automatic Strip Feed Press



Although similar to our other Automatic Strip Feed Presses, this particular size is especially adapted to the rapid production of deep drawn metal articles.

Of extra heavy design with chrome nickel crankshaft and solid steel flywheel, the Press is well suited for single or double die operations requiring excessive strain. Large diameter shaft bearings allow ample rigidity and extra long slides maintain a perfect alignment of dies.

The Press is provided with compound change gears for variable cuts and simple adjustments for different lengths of material.

The automatic feeding insures a high uniform output and eliminates the dangerous hand operation.

The Press is equipped with automatic release which immediately stops feeding mechanism when subject to undue strain.

Adidtional particulars on this press or any other automatic can producing equipment gladly furnished upon request

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**



When we tell a man to advertise we merely advise him to let the canners know what he has to offer.

bile trucks, delivery wagons and general outdoor display. They will be able to stand almost any kind of weather. In addition to these, there will be a miniature paper streamer adapted to small windows, doors, pleasure touring cars and auto-truck windshields.

There will be intensive drives in many of the larger cities, such as Chicago, St. Louis, Boston, Washington, D. C., Indianapolis, Baltimore, and other places. An interesting fact is that Honolulu will participate, as was done in such notable fashion last year, and already window streamers have been sent to the Hawaiian Islands. By means of bulletins and other methods of communication State retail associations have been urging their members to get behind the campaign. Among those first cooperating in this respect are Ohio, Colorado, Maine and New York. State canners' associations already heard from are the Tri-State, Maine, New York, Ohio, Indiana, Wisconsin, Minnesota, Iowa, Nebraska, Colorado, Utah, California, and many others.

Canned Foods Week in Buffalo will be held during the Convention week, beginning January 21, 1924, and will tie up Canned Foods Week, the Canned Foods Exhibit and the National Convention.

Chicago and Other Rotary Clubs to Help Celebrate Canned Foods Week—The National Canned Foods Week Committee has been advised that the Chicago Rotary Club, on Tuesday, March 4, 1924, will give a Canned Foods Week dinner, at which all foods served will be from cans packed by a Rotarian canner. After the dinner the empty cans will be brought in on tea carts for the edification of the diners, to show them how much they have eaten. There will be other novelties, such as canned foods films.

Following close upon this announcement comes a letter from another friend of the Canned Foods Week Committee, which reads, in part, as follows:

"For your information will say that the writer has talked with a number of Rotarians at various conventions, and Canned Foods Rotary Luncheons will be held during National Canned Foods Week at Indianapolis, Indiana; Columbus, Ohio; Chillicothe, Ohio; Circleville, Ohio; Cleveland, Ohio, and Seymour, Ind., in addition to the one scheduled for Chicago.

"It is quite probable that the writer will send a circular letter to every Rotary Club in America, calling its attention to National Canned Foods Week and asking that a special effort be made to feature their luncheon during that week with canned foods. We believe that a lot of good can be accomplished in this way, and if you have any suggestions to make regarding it, we will be pleased to have them."

The National Canned Foods Week Committee, with such dinners as the above in mind, is now at work outlining a typical canned foods menu. It will be sent upon request to anyone interested in getting up such a meal.

Success of 1923 Canned Foods Week Cited—"That the 1923 Canned Foods Week was a success everywhere, and went considerably ahead of last year, is shown by a questionnaire sent out to retailers," says the report of the National Canned Foods Week Committee, of which Royal F. Clark, of Beaver Dam, Wisconsin, is Chairman, and Russell B. Kingman, of Orange, New Jersey; John A. Lee, of Chicago; H. L. Herrington, of Ogden, Utah, and Bismark Houssels, of Los Angeles, are district chairmen. "Out of the first one hundred and twenty-nine replies received, only nine reported no increase in business. The rest reported increased sales all the way from ten to one thousand per cent."

CANNING ITEMS, NEWS AND NOTES

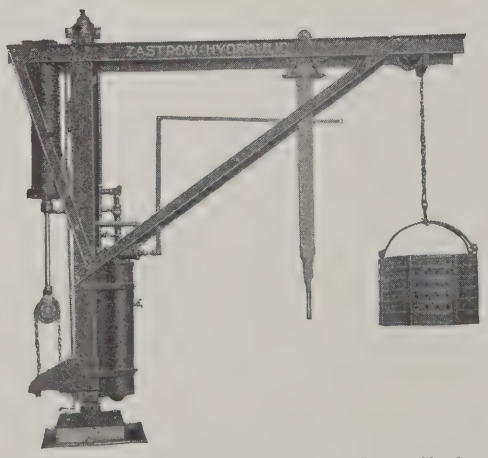
Seaford, Del.—Mr. E. Greenabaum, head of the well-known firm of canners, is reported dangerously ill, as we go to press. His family and friends are much worried about him.

Dover, Del.—Mr. Scott has taken over the Allwn cannery here, and will handle the pea acreage and pack during the coming season.

Echo, Oreg.—H. Kuska is one of a committee looking into the establishment of a cannery at that place. They want full information as to equipment and supplies for fruits.

New Orleans, La.—The Empire Manufacturing Co., 1028 Bienville street, write that they intend going into the canning business, and want full information regarding soups and home-made stew in cans and glass.

ZASTROW'S PROCESS ROOM EQUIPMENT



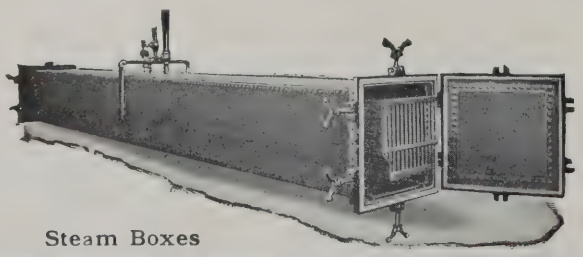
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.

Buffalo Welcomes You
NATIONAL CANNERS CONVENTION

The Home of the Peerless Husker Co.

THE PEERLESS HUSKER COMPANY welcomes you to Buffalo, its own home town.

While you are here we want to make your visit a pleasant one. If there is anything our officers or representatives can do to add to your enjoyment, don't hesitate to tell them.

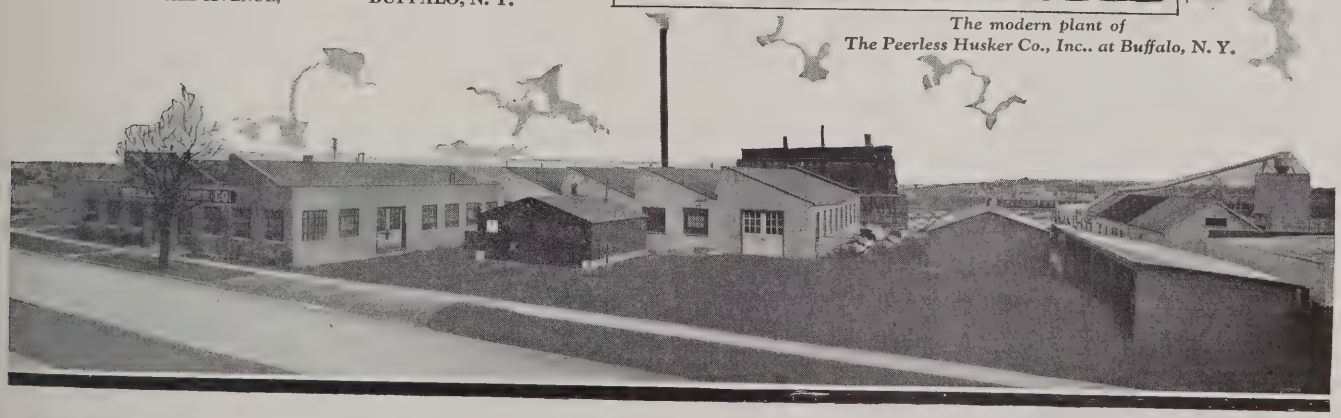
Of course you will visit the PEERLESS PLANT and see for yourself how Peerless Huskers, Syrupers, Exhausters, Corn Washers and other Canning Machinery is made.

"Welcome" is written large on our door mat and we invite you all to come.

THE PEERLESS HUSKER COMPANY, INC.

CORNWALL AVENUE, BUFFALO, N. Y.





The modern plant of The Peerless Husker Co., Inc.. at Buffalo, N. Y.

SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

This advertisement is published jointly by the Peerless Husker Company, Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Ill.

Exhibitors! Continue your exhibit through the pages of the first Convention issue—The Canning Trade of Feb. 11th, 1924.

Cheraw, S. C.—Evans Orchard Co. are in the market for peach-canning machinery and cans, and wish to get in touch with supply houses, labor, etc.

South Hanson, Mass.—The United Cape Cod Cranberry Co. are building another plant at Wareham, Mass., equal in capacity to this plant, and expect to have it ready by next fall.

Costa & Cie, Margao, India Portuguese, write us for name and address of manufacturers of the following: Machine for slicing fish, hand and power; pulping machine for mango fruit and guava, hand and power; pork-cutting machine for cutting pork in pieces 1 inch to 2 inches square, for making sausage, hand and power; guava-paring machine, hand and power; machine for grating and grinding chillies (red pepper), hand and power; and a like machine for cocoanut; makers of bottles for chutneys and jars for jams and jellies; box-making machines and nailing machines. Reply direct.

Milwaukee, Wis.—Direct factory branches warehouses have been established in San Francisco and Los Angeles by the Chain Belt Co. of this city. These are in addition to the houses in Spokane, Seattle and Portland, Oreg.

Selbyville, Del.—James C. Townsend, only brother of Ex-Gov. J. G. Townsend, Jr., died at his home in Selbyville, Delaware, Monday, December 31, 1923. His pleasing and cheerful manner will long be remembered by his many friends among the canners and canning supply men. He was a member of the firm of J. G. Townsend, Jr., & Co., and was associated with his brother in the lumber and several other industries in Southern Delaware. He is survived by a widow and one son, Covington.

Buffalo Welcomes You.

TO ALL MEMBERS OF NATIONAL CANNERS' ASSOCIATION, NATIONAL FOOD BROKERS' ASSOCIATION AND CANNING MACHINERY AND SUPPLIES ASSOCIATION

Dear Sir:

For the past few weeks you have been reading in the trade papers a little bit about earlier Buffalo, a little bit about the business side of the coming Convention, and a little bit about the entertainment that has been provided for you. We have tried to arouse your enthusiasm about coming, and now this is our final word.

There have been canners' conventions in the past, and there will be canners' conventions in the future, but we do believe that having attended those that have passed and after attending those to come, that there will be something about the Buffalo Convention which will be unforgetable.

Awaiting the opportunity to welcome you, we are

Sincerely yours,

THE ENTERTAINMENT AND PUBLICITY COMMITTEE, CANNING MACHINERY AND SUPPLIES ASSOCIATION.

Per Chairman, MILLAR N. SELLS.

PRESIDENTS' BALL; TO ALL PAST AND PRESENT PRESIDENTS OF THE THREE ASSOCIATIONS.

THE Entertaiment Committee of the Canning Machinery & Supplies Association, will hold an informal Ball on Friday Evening, January 25th, at nine P. M., in the Ball Room of the Hotel Statler, Buffalo, N. Y.

This Ball will give all who desire an opportunity to pay honor and homage to all of the men who in the years since 1907 have served their respective Associations as President. We believe it desirable and proper at this time to take advantage of the opportunity the Buffalo Convention affords to honor these men, for it was here in Buffalo that the National Canners Association was born just seventeen years ago.

A special invitation is being sent to each one of these men, and we are going to try and have them all in a receiving line,



FILTERS

FOR

FRUIT JUICES-CIDER-VINEGAR---

Snow-white cotton filtermasse in Kiefer Filters gives beautiful luster and brilliance to fruit juices without lessening the flavor or imparting a foreign taste.

No other agent is necessary and your product has that cleanliness and polish that brand it an unusually good product.

We make many different types and sizes of filters for clarifying all kinds of liquids.

Write for catalog.



The Karl Kiefer Machine Co.

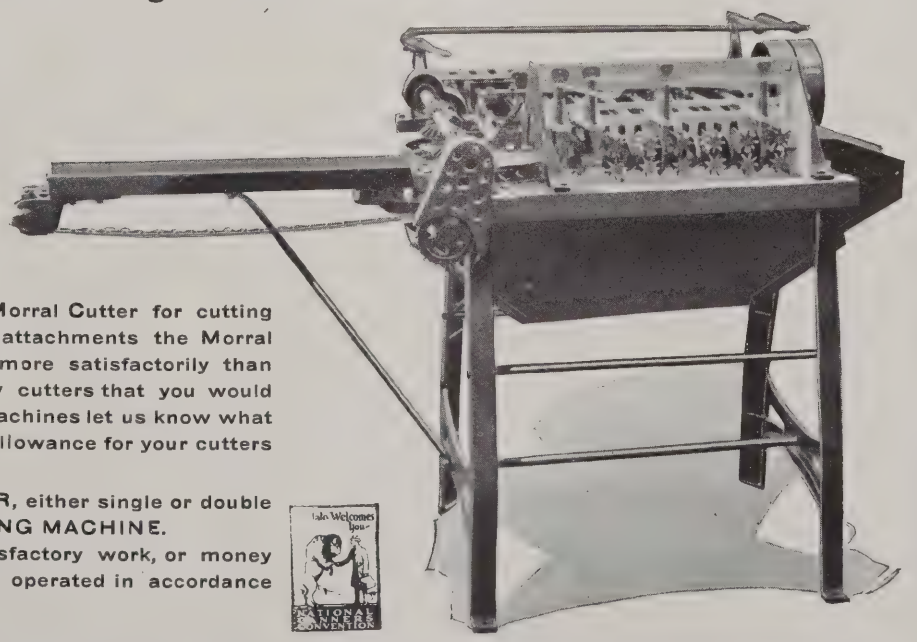
CINCINNATI, OHIO

KITTREDGE LABELS CHICAGO

THE MORRAL CORN CUTTING MACHINE
Either Single Or Double Cut

THE MORRAL CORN CUTTING MACHINE is the most durable, simple and efficient cutter you can buy. It has the most positive feed of any cutter in use.

The Morral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.



We furnish special attachments for the Morral Cutter for cutting Golden Bantam Corn and with these attachments the Morral Cutter will cut the Golden Bantam Corn more satisfactorily than any other cutter in use. If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.

We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.
Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.

t will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio

We join the advertiser's force of salesmen, and call WEEKLY upon more prospects than he could reach in a year.

where those who wish can pay them their respects.

We wish each and every one who attends the National Convention, to consider this as an invitation to attend the Presidents' Ball, and we can assume them that there will be plenty of dancing, good music, and that we have even looked after the cravings of the inner man, and have ordered a buffet luncheon to be served along about midnight of this evening.

Come and bring your wife, and help to make the Buffalo Convention the largest ever.

WALTER SEARS ENTERS BROKERAGE BUSINESS

Mr. Walter J. Sears has announced to his friends that he will enter the merchandise brokerage business in Chillicothe, Ohio, representing manufacturers of canners' and grocers' supplies. As Mr. Sears has a wide acquaintance in the food industry throughout the country, his new undertaking has met with such a favorable response as to promise success.

In this connection Mr. Sears made the following statement: "As is generally known, I have given most of my time during the past year to the reorganization of the Sears & Nichols Canning Co. The Reorganization Committee has placed in my hands the sale of the first and refunding bonds, as provided by the Plan of Organization which has been approved by the Creditors' Committee and the court, and which has been submitted to the stockholders and creditors. My new enterprise will not in any way interfere with the work of restoring the old company, to which I am fully committed, but will, in fact, provide a working organization which will greatly aid to that end."

The announcement came in the following form:

WALTER J. SEARS & COMPANY
Chillicothe, Ohio

I desire to advise my friends that I have entered the merchandise brokerage business in this city, under the name of Walter J. Sears & Co., and will specialize in canners' and grocers' supplies. My long experience in the canning industry and my wide acquaintance with the grocery trade has equipped me to understand the needs of both the buyers and sellers.

I will count it a pleasure to be of service to you.

Respectfully,

January 8, 1924. WALTER J. SEARS.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Brokers
Cor. Custom House Avenue CANNED FOODS
BALTIMORE, MARYLAND

Winter Time Is Experiment Time.

Let me help you—

Improve The Quality Of Your Product.

LeROY V. STRASBURGER
303 Phoenix Building
Baltimore, Maryland



Continental Canners' Adhesives

FOR LABELING TIN, GLASS OR PAPER CONTAINERS

BY HAND OR AUTOMATIC MACHINE

Cold Pick-up Gum
Hot Cement
Lap End Paste
Dry Cold Water Paste

THE CONTINENTAL MFG. CO. INC. ADHESIVE "C" PASTES PHILADELPHIA, PA.

Hand Tin Paste
Machine Tin Gum
Hand Glass Paste
Machine Glass Gum

Uniform in Quality Twelve Years' Success

WRITE FOR PRICE LIST

The Continental Mfg. Co., Inc.

HOPE & NORRIS STS. PHILADELPHIA, PA.

Originators of Industrial Pastes since 1911



CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No. 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.25	1.10
Standard, No. 3, f.o.b. County	1.20	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.32½	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard. No. 2, f.o.b. County	.90	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz.	....	37.00
Flats, ½ lb, case 4 doz.	....	20.00
Flats, ¼ lb.	....	13.25

OYSTERS*

Standards 5 oz.	1.50	1.40
Standards, 4 oz.	....	¶1.35
Standards, 10 oz.	3.00	2.80
Standards, 8 oz.	Out	¶2.60
Selects, 6 oz.	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ⅛s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

You don't know how well we can serve you unless you read each issue.
The value is there, but you may have been missing it.

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JANUARY 14, 1924

WEEKLY REVIEW

Passing Out of the Dullest Time of the Year—Business Is Loafing and Enjoying Contemplation of Good Year Finished and Better Year Ahead—Buyers Are Stirring—Offers Below Market Meeting Quiet Refusals—Tomato Holders Are Advancing Ideas—Tomato Futures Wait.

BUYING APPROACHES—"The last half of the month of December and the first half of the month of January always, or nearly always, form the dullest period of the year," said T. J. Meehan & Co., in their weekly circular letter of January 5th, and this very aptly describes the real situation. Experienced canners and market operators do not expect anything else during this time, and all men recognize that the nearness of the big annual Convention likewise exerts its influence towards holding off buying. There are those who hint that the buyers are holdiing off their purchases as a club over the industry until they have held their parley upon this Warehousing Plan at the Buffalo Convention. We place small stock in such considerations—the buyers need the goods, but for some unaccountable reason, buying in all lines of industry has fallen into a slump the past few weeks, and canned foods cannot expect to be an exception. This slump is not due to any loss of confidence or even hesitation, we believe, but comes probably from the realization that business in the future appears very bright, and having had a good year just closed, they have stopped to take breath and enjoy the situation before again getting into the heat of battle. Business, like the individuals, has gotten into the fashion of "taking it easy," and so instead of jumping in to make things hum with the beginning of 1924, they have sat back, said to themselves "we will get it anyway, so what's the hurry," and there you are. Does labor sweat as it used to do? Do any men work as they used to work? It is not the style, and business must be what the individuals make it. Probably never before in the history of this country has such a satisfactory balance sheet been struck as that at the close of 1923, and it will do no harm to have this breathing spell.

This dullness will not last, and, in fact, it is disappearing as we write. The canners who are fortunate enough to hold spot stocks have been waiting for the promised period of active buying, and they are somewhat impatient, or we should more properly say anxious to see that period arrive. They have but a little while to wait now. The buyers are making inquiries, and putting out feelers—having their brokers tender offers at a shade under the prices they know are prevailing—fishing, it might very well be termed, figuring that all they catch is just that much better for them. When the industry recognizes the way the game is played it will be ready to meet them with the proper resistance, and if reports be true, they are meeting them in just that way, and as a result the fishing is very poor. In other words these tenders are being turned down as not interesting to the holders. Following this will come the genuine offers at market prices, and when those holders who are anxious to sell have cleaned out, the man who looks ahead will be able to ask and receive his price. Everyone recognizes that stocks of all kinds are low, that consumption is at a terrific pace, and that while there will probably be no undue scramble for goods, they will be cleaned out of canners' hands long before new goods can be produced. The whole market situation is, therefore, in a very strong position.

TOMATOES—There is nothing new or of much interest to report on this item. The one feature is that holders are growing firmer in their ideas, and it is said steadfastly refusing to consider anything under the full market price. It is reported that unlabelled tomatoes are very scarce and hard to find. The market prices are nominally just where they have been for a month or more, but many handlers have moved their ideas up to the inside price. In other words, while 1s are quoted at 62½c to 65c, holders will not listen to less than 65c, and so on down through all quotations: No. 2s, 90c to 95c, with more wanting $1.00; No. 3s, $1.35 to $1.40 and on good standards higher prices demanded. No. 10s are nominally $4.75 to $5.00, actually about the latter figure only. Other markets report the buyers covering their immediate wants in tomatoes, and it will not be surprising to see active buying at or before the Convention, and certainly shortly afterwards, if there are any tomatoes left. Dealers' and jobbers' stocks are known to be low, and once they start to restock the supplies, which are all in the East, will quickly disappear.

There is not much heard in the matter of future tomatoes. Canners of that article in this section, at least, do not care to consider futures until after the annual Convention, and this would seem to be the idea in most sections. There have been "feelers" put out as to prices. One of the larger packers of No. 10 tomatoes reported having answered such an inquiry with a price of $4.15, for a big block of goods, and the buyer is said to have come back with a tender of $4.05, which the canner declined. This shows the drift of things.

CORN—This article is also unchanged and without particular action this week. There have been some good inquiries and some trading, and it is said the supply on hand is rapidly growing less. Most corn holders are firm in their ideas, and expect better prices. In the Central West it is said that corn is very well cleaned up, and there is not much in the East. Maine has but the tailings of a pack and not able to supply any fair sized order. New York State is not greatly different, and the Iowa canners long ago reported their holdings as unusually low for the time of the year and likely to be cleaned up in short order. Some Eastern holders are quoting standard corn as low

as 80c to 82½c, but it is hard to find at this price, and the West is moving its price to 90c strong. Better grades are ruling higher and are proportionately harder to find.

There is some talk heard as to futures in corn, and there probably have been some contracts signed in the regular way, but the future corn market is not officially open at the time of going to press. It will be, we believe, at Convention time. In this section nothing is heard about the price. As with tomatoes the corn canners here are trying to sound out the growers as to contract prices for next season, and the growers are busy just now listening—and that's all.

PEAS—If one took literally all he hears about spot peas, we would come to the conclusion that "thar ain't no sich anemul," and that spot peas had all gone into present consumers. In fact, an inquiry as to canned peas is answered with a reply regarding future peas, and how well and extensively they have sold. Frank Stare, the old-war-horse of the pea canning game in Wisconsin, says that the canners of that State never before inventoried so few peas as this year, and he continues, "we doubt if there are as many unsold peas in Wisconsin today as there were at the beginning of the 1923 pack, and there were mighty few then, as we all know." And he reports no end of inquiry for spot peas. Wisconsin, however, is not only clean of peas, but of beets and beans and most articles which they packed to supply this winter's wants. Wisconsin is living in the future so far as canned foods are concerned.

Here in the East the pea canners have assembled to consider the matter of pea canning. In some sections where the pea louse has shown himself they are despairing of canning peas; but others are keeping on and have contracted acreage and expect to get the crop. This matter of crop hazard is worrying them in the naming of future prices. And well it may. There are no markete changes to report in canned peas, and it is said that most canners are well sold up on futures, that is the Western and Northern canners, although the Eastern or as they are termed in the pea game, the Southern canners, are still in the game.

FRUITS—The general report on fruits, taking the entire country into consideration, is that the market is gaining strength. A heavy raw apple crop tends to weaken the market on canned fruits, but it would seem that buyers have allowed their stocks to dwindle down to a low ebb and the packs of fruits, last year, were kept to a low mark, so that supplies are not overplentiful. Fruits have been due for an advance and it seems near.

Specialties and general lines are all in the same position as the staples; inquired for and the market strong, without change.

NEW YORK MARKET

Interest Received and Inquiry Good—Interesting "Propositions"—Keen Interest in the Buffalo Convention—Future Pea Bookings Heavy—Late Buyers Coming In—Future Corn Offered—Spot Corn Getting Stronger—Tomatoes Not Offering as Futures—Spot Tomatoes Firm—News Notes.

New York, Jan. 11, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

MORE Canned Foods Interest—There has been an early revival in interest in canned foods following the first of the year holidays this season, and brokers report a surprisingly good inquiry, notwithstanding the fact that many buyers are still engaged in checking up on their stocks on hand.

Want "Propositions"—Many buyers are calling upon the brokers from whom they buy for information regarding the holdings of the canners whom the brokers represent, and are also asking for offerings from the canners. Some buyers are submitting "propositions" to the canners, and it is more than probable that a good many of these inquiries will be translated into actual business as canners with small stocks on hand will be willing to make slight concessions to clear out their stocks before they go to Buffalo to the convention, and where they will talk over the situation of 1924 packs with buyers, brokers, and fellow canners.

Party For Convention—Keen interest is being shown here in the coming convention of the canning and allied trades, and a general exodus of brokers and canned foods buyers will be staged in the direction of Buffalo convention week. The New York trade is making up a party which will include many leaders of the local market including the following: H. F. C. Killian, of Killian & Clark; Arthur P. Williams; Wm. Ely, Jr., Howard Turner; Clarence Stewart; Jos. Steiner; Jas. Smithson; C. A. Lumb; Walter J. Townsend; F. D. Fields; Hugo Kock; Archie C. Clark; A. G. Sherwood; Chas. Eden; Harry Montgomery; John W. Kyger; Ed Skiffington; Harry Sinsheimer and S. Joselof. A number of other brokers and buyers are expected to join the party.

Future Pea Bookings Heavy—Buying of future Wisconsin peas has been unusually heavy, reports from packing sections indicate. Many buyers held off placing their future contracts until after the turn of the year, and these buyers are beginning to show interest now in the offerings of the canners. In some section of the trade it is predicted that a heavy volume of pea business will be submitted to the canners at the Buffalo convention, and that an immediate advance in canners' prices will follow this buying movement. This remains to be seen, however. Reports from authentic sources state that business on straight No. 4 Alaska and No. 5s sweets, standards in both instances, has been booked at $1.10, and in one instance at $1.15, f. o. b. cannery. Most canners, however, are refusing to book business on these grades unless the buyer also takes a percentage of the smaller siftings.

Offer Future Corn—Minnesota canners are soliciting future business on corn at $1.70 per dozen for fancy golden bantam, $1.30 for fancy early Crosby, and 95 cents for standards. Illinois corn canners are quoting futures at $1.27½ for fancy country gentleman. Wisconsin is booking fancy country gentleman at $1.25, f. o. b. cannery. The market for standard corn has firmed up a little, and very few offerings at 90 cents cannery are heard of these days, most canners having advanced their price to a 95 cents basis.

No Western Tomato Prices—Indiana and California tomato canners are reported to be holding off from naming prices on 1924 pack, preferring to wait until the season is further advanced, and they can figure closer on their probable pack and costs. Some s. a. p. business is being booked, however.

Maryland Tomatoes Firm—There is a firm market for Maryland and Delaware tomatoes for prompt shipment, with considerable inquiry reported on No. 3 standards, which are being firmly maintained at $1.32½ to $1.35 per dozen, f. o. b. cannery. Buyers are reported to be in the market for $1.30 standard 3s, but are not having much success at this figure, The market for standard 2s is being held at 90 to 95 cents, f. o. b., while 2½s are attracting some interest at $1.30 to $1.35, cannery. Jobbers' stocks of tomatoes are not heavy, but in view of the firmness of the market they are expected to buy only in small quantities, to take care of their requirements as they go along.

Canned Fruits Strong—Continued strength features the market for California canned fruits, and packers are holding the market on a firm basis. The carryover this year is light, assortments are limited, and many canners are holding their fruits, confident that they will obtain better than the current going prices when the spring demand sets in. There is some inquiry for standard quality peaches being received by brokers representing Coast packers, but the canners are unwilling to grant any concessions as to price. The position of the market for standards and seconds in some varieties is relatively stronger that the market for choice and fancy fruits.

Swell Opponents Marking Time—There have been no further broadsides launched against the canned foods warehouse plan of the canners during the past week or so, and all is quiet along the Hudson Street front. It is believed, however, that the opponents of the warehouse plan are lining up their forces for the decisive battle which is expected to be waged at the Hotel Statler during convention week when the canners and wholesale grocers will gather harmoniously or otherwise, around the council table and get down to brass tacks on this proposition.

Canned Fish Firm—Considerable strength features the group of canned fish staples. Sardines are scarce, and are strongly held with canners expecting the spring demand to clean out all of their holdings. Shrimp is quiet, owing to the smallness of current offerings. Salmon is quiet and unchanged. Tunafish remains steady under quiet trading.

Leggett Buys Out Jurgens—As predicted in these columns several weeks ago, there has been another merger of large wholesale grocers in this market. Francis H. Leggett & Co., have

"How many firms operate more than ten factories?" we were asked recently. Well, how many?

taken over the business of W. B. A. Jurgens Co., prominent Brooklyn wholesale grocers, and will operate the Jurgens business in conjuction with the big business which the "Premier" house does in this market.

Producers' and Distributors' Labeling—Considerable interest has been aroused locally by the editorial in last week's The Canning Trade, concerning the marking of producers' and distributors' names on labels of canned foods. One of the main objections to this by the jobbers, outside of the fact that they want only their own name to appear on the label of their house brand, is the fact that retail buyers will complain if they receive a lot of provate brand tomatoes, packed in Maryland, one week, and the next week get a lot of the same private brand of tomatoes, the label showing them to have been packed in Indiana, or Ohio, or Delaware, or Virginia. The local law now requires that the name of the packer be on labels for canned milk. To give their trade consistent brands some of the jobbers are now limiting their milk purchases to one or two canners, so that the same name will appear on the label right along.

N. L. Waggoner of Beesmeyer & Waggoner, Inc., Los Angeles food products brokers, was here this week. After spending a few days in the local market, Mr. Beesmeyer sailed for England for a brief visit.

J. W. Mailliard, Jr., of Mailliard & Schmiedell of San Francisco, was here during the week, making his headquarters with Lestrade Bros.

Weidman, Ward & Co., prominent wholesale grocers of Albany, N. Y., have incorporated their business for $1,000,000. Thos. R. Ward is president, John E. Sweeney first vice-president, John H. Tietgen, second vice-president, and S. W. Gifford, secretary-treasurer.

CHICAGO MARKET

Buyers Beginning to Show Interest—Canned Tomatoes Are Very Scarce—Most Sections Seem Cleaned Out—Utah Tomatoes Coming In—Corn Is Active—Difference of Opinion Between Brokers on Future Sales of Peas—Cold Weather May Help Fruits—Prunes Reduced.

Chicago, January 11, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

INTEREST Showing—The market for canned foods is steady and firm as to price, and buyers have begun to take interest in brokers' quotations and to place orders for needed goods. This is to say, that the market has opened and resumed, after quite a period—nearly a month, in fact—of stagnation on account of the holiday trade and inventory taking.

Canned Tomatoes—It is almost impossible to find any tomatoes of any description in Indiana, Michigan or Ohio, and buyers are perforce compelled to go to Maryland and the Tri-States for supplies.

Some attempts to secure offerings from Virginia recently have not been successful. Virginia does not seem to have any canned tomatoes to offer.

Missouri is completely sold out—in fact, was oversold before packing began. Buyers are now interested in Utah tomatoes. Some very fine tomatoes have been packed out there, but the freights are so high that they have not been available for this market. Prices have advanced some, however, and the difficulty of obtaining tomatoes nearby will probably direct some of the trade to the Utah canneries.

Their freights are a little higher than those from Baltimore and Maryland, and they pack only the 2½ cans, but this market will be able to reach the Utah canners of tomatoes before long—in fact, our buyers are now investigating the Utah market.

The Utah canners do not pack tomatoes in puree, and on that account their output is preferred to that of California.

Canned Corn—The market for canned corn has become active, and a number of buyers in Chicago are looking for good trades. It is getting more and more difficult to buy good standard No. 2 canned corn at 90c canneries, although there are a few offerings from Illinois and Indiana at that price, even Ohio is asking 92½c—95c for standard corn, with a few offerings of less undesirable standards at 90c.

Canned Peas—It is reported that large sales of futures of canned peas have been made, but there is an impression among the brokers that these reports are propaganda intended to scare the buyers into contracting.

It is unquestionably the case, however, that there has been considerable contracting for 1924 output of canned peas, but Chicago brokers are a little incredulous about the rather optimistic reports from field brokers in relation to large sales of futures.

The market for spot peas is practically nominal, and every canner who owns any spot peas sets his own price, and usually gets it, if it is not too extremely high.

There are a number of new pea canneries being started in Wisconsin, and if the crop is good, there will be a large output of canned peas for 1924; but it would seem that it cannot be so large that the American public will fail to consume it. The pack of 1923 was the largest on record, and yet it is practically sold out.

Canned Fruits—The demand for canned fruits is negligible. Buyers do not seem to be much interested. The severe cold snap which we have recently experienced in the Central West has driven all the fresh fruits into winter storage and has stopped the shipments of fresh fruits from the Pacific Coast, Florida and elsewhere temporarily.

This will, no doubt, have the effect to increase the demand for canned fruits. Stocks in canned fruits with the wholesalers are not large, and the retailers are sold pretty low, and I have no doubt that the market will be more active and the demand greater in a short while.

The only competing danger which I can see to canned fruit is the low price just made on California dried prunes and raisins.

The revised prices of dried prunes in 25-lb. boxes, f. o. b. Pacific Coast, Sun Sweet Brand, just received by wire, are as follows:

Prunes

20/30	to the pound	16½c
30/40	to the pound	12¾c
40/50	to the pound	10c
50/60	to the pound	8½c
60/70	to the pound	7c
70/80	to the pound	5½c
80/90	to the pound	4½c
90/100	to the pound	4c

On all sizes this is a sharp reduction, and a strong advertising effort is to be made, so I understand, for pushing prunes, as well as raisins, the latter having been reduced as to price recently. These are all new prunes of 1923 crop, and the prices are guaranteed against the Association decline until the opening prices of 1924.

These low prices on prunes are restricted to orders received by January 13, 1924. After that, it is understood, prices will probably be advanced.

These prices are a drastic reduction from the last prices quoted of about 20 to 25 per cent average, and places prunes on the market as an exceedingly economical article of fruit and unquestionably of excellent quality. Those low prices of dried fruit may have the effect of restricting the demand for canned fruits.

The discussion of the question of zone warehouses for "swells" seems to have quieted down—everybody has apparently concluded that it had become a little heated and too much friction was being engendered, and the advocates on both sides seem to have determined that it would be best to fight it out at the National Canners' Convention at Buffalo.

Lamborn & Co., the big brokers, who several years ago established canned foods and dried fruit departments in connection with their sugar business, have discontinued these departments, and will concentrate their efforts upon sugar entirely. This applies to all their offices throughout the United States, we understand.

Grimes Canning Co., at Grimes, Iowa, will not sustain quite as heavy a loss by the fire which they had on Christmas Day as was at first feared. Three warehouses were destroyed, but the canning plant was not injured, and the warehouses will be rebuilt at once. About 50,000 cases of corn were destroyed in the fire, but it is said that the insurance will cover a considerable portion of the loss, which will not be as severe as was at first suposed.

CALIFORNIA MARKET

Very Little Activity Noted in the Market—Some Buyers Sending Hurry Calls—Growing Conditions Favorable—Some New Spinach Prices Heard—Higher Prices Being Paid for Asparagus—Salmon Selling Well—An Important Conference of Canners—Coast Notes.

San Francisco, Jan. 10, 1924

By "Berkeley,"

Special Correspondent "The Canning Trade."

THE Market Quiet—Very little activity is being noted in the canned food market, owing to the fact that this is the period of inventories, but small orders to replenish stocks are expected to soon become numerous. Packers advise that they will make quite heavy shipments of staple canned foods during the next six weeks to fill orders placed during the fall months. Considerable business was placed then for delivery after the first of the year and some buyers have sent hurried calls for stock, indicating they are quite closely cleaned up on many lines. Prices remain as they have been for several weeks, but advances are expected in some lines to cover the cost of carrying and insuring goods.

Growing Conditions Favorable—Wether conditions continue very unfavorable for farming interests, with the rainfall far below normal and low temperatures prevailing. The citrus crop in the southern part of the State has suffered quite a heavy loss and the outlook for 1924 is not considered encouraging in any line. There has been but a light fall of snow in the high mountains and a scarcity of water for irrigation seems likely.

Spinach—While a few packers have put out opening prices on spinach the largest are still out of the market and are uncertain just when they will come out with figures. The old pack is getting out of the way nicely and there will be but little in the line of a carry-over to embarrass the trade, but weather conditions are such that the outlook for the 1924 pack is still very uncertain.

Asparagus—Packers of asparagus are coming into the market quite freely for canning stocks at six cents a pound, or rather more than the average price paid last year. No intimation has been made as to possible opening prices, but by practicing ecomony in other lines it is believed that prices can be held at about the same level as in 1923. Packing operations are usually commenced in March and by the middle of April are in full swing. The old pack has long since been disposed of.

Salmon—Sales of Alaska red salmon have been very large this season, with good brands in demand at $2.35 a dozen, or ten cents more than was secured for the 1922 pack. The demand is growing steadily and should it continue at the present rate packers declare that there will not be sufficient to last until July, when new pack fish will be available. During the past three weeks the stock of the Alaska Packers Association has registered a gain of forty points in the market, directing attention to this concern and to its products. The reason for this strong showing is held to be because of the fact that the California Packing Corporation is considering the making of a definite offer to take over the portion of the stock not now controlled by it. The California Packing Corporation now owns eighty-two per cent of the stock of the Alaska Packers Association.

A Canners Conference—The California canning trade is taking great interest in the canners' conference to be held at the Food Products Laboratory of the University of California, Berkeley, in January. A splendid program has been arranged, which includes the following papers and addresses: "Factors in Processing", Dr. A. W. Bitting, food technologist, Alameda, Cal.; "The Cold Storage of Canning Fruits", W. A. Sherman, manager of the Merchants Ice & Cold Storage Co., San Francisco, Cal.; "Packing Tomatoes in Concentrated Form", F. E. Booth, president of the F. E. Booth Company, San Francisco, Cal.; "The Canning of Figs", E. W. Moorhead, sales manager, California Peach and Fig Growers, Fresno, Cal.; "Canning Grapefruit in California", H. M. Miller, production manager, Van Camp Sea Food Company, Los Angeles, Cal.; "Some Water Relations of Common Fruits", Prof. A. H. Hendrickson, Deciduous Fruit Station, Mountain View, Cal., and "Mechanical Peeling of Tomatoes", Production manager, Van Camp Sea Food Company, Los Angeles, Cal. The topics are all vital ones, with a number giving opportunities for the presentation of new ideas, and a large attendance of canners and superintendents is anticipated.

Coast Notes—At a recent meeting of the executive committee and board of directors of the Canners League of California, held at San Francisco, it was decided to declare the National Canners' Zone Warehouse plan for handling swells operative in this State and to urge canners to have the new plan made a part of their 1924 contracts. The plan has been approved by members making ninety-eight per cent of the pack credited to members of this organization, and more than ninety per cent of the pack of fruits and vegetables in the district known as Northern California.

The National Canners' Association has opened an office at San Francisco, Cal. with Alan Richardson in charge. Quarters are occupied with the Canners' League of California at 112 Market street.

The pack of canned fruits in the Pacific Northwest during 1923 amounted to 4,500,000 cases, according to figures compiled by packers of Salem, Ore. The output of some lines, especially of loganberries and pears, was lighter than in 1922.

A meeting of fruit growers and laboring men was held recently near Modesto, Cal. for the purpose of establishing a wage scale for farm labor in Stanislaus County during 1924. A basic wage of 35 cents an hour was decided upon, this being slightly higher than the scale adopted in Sutter and Fresno counties. A sliding scale was suggested for fruit picking, this to vary with the price received for fruit.

The brokerage business of R. P. Russell, Inc., Seattle, Wash., has been taken over by the Wiliam W. McBride Company, and B. G. Goebel, of the former concern, has purchased an interest in the William W. McBride Company. A new firm has been formed and business will be conducted under the name of the McBride-Goebel Co. A specialty is made of handling canned products.

ST. LOUIS MARKET

Trading is Quiet as Yet—Buying Expected to be Heavier in Futures this Year than Ever Before—Peas Leading, but Other Staples Following Close—Standard Peas the Best Sellers—Tomatoes Quiet—Buying Corn for Immediate Needs—Fruits Slow.

St. Louis, Jan. 10, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

THERE has been very little done in canned foods line thus far. Some jobbers are still working on their inventories, and those who have not started have not been willing to add to their stocks when they had no immediate needs for their replenishment. In other words, trading was quiet. There is only a nominal call for staples and specialties since distributors are not in need of stocks for current use. In fact is was an off week—just about the average at this time of the year.

From the volume of futures business already done, it is believed distributors will purchase heavier this season for their normal outlets than they did last year. Peas have been the outstanding figure, but corn and other staples have been sold in larger volume than is usual before the first of the year. It is not trading for speculation, but placed by jobbers who are covering part of their requirements. The spot market is quiet and will remain so until after the inventories have been completed.

Peas—Operators have much faith in peas because for three years they have been successful and Wisconsin canners have booked more business than ever before up to January 1. Some of the more enthusiastic brokers have claimed that they have done more business up to the present time, than during all last year. This is doubtful, but nevertheless there has been a very large volume, so much so, that canners are no longer free sellers and are now inclined to make restrictions as to assortments as well as to hold for higher prices. The best sellers continue to be standards. The old crop is firm and is offered almost entirely in resales, and as prices are high, there are limited sales. Spots are so closely sold out of first hands that canners in Wisconsin have little to offer. Stocks controlled by other factors can only be purchased at stiff prices. It is hard to purchase straight standards and the market is also firm on

If ye can't be prompt be as prompt as ye can—
at the sessions of the Convention.

assortments. Many traders have quit buying until after the convention. Then their inventories will be finished and they will be able to meet canners.

Tomatoes—There is not being much done in tomatoes. Inventories will have to be completed before there is much done in the way of purchasing. Futures are not being taken freely. In spite of the quietness all sizes are held at quotation figures.

Corn—Most of the corn buying is for transient needs, and while the pack was big, there does not seem to be any big surplus held by packers. Fancy corn is scarce and cannot be bought at shaded prices.

Fruits—Fruits are very slow, more so than any other canned goods. Trading is only spot and prices are irregular. With distributors well stocked, they do not need replenishments. Spot sales are to cover short ages. California line is quiet. California canners carried only a small surplus of canned fruits into this year. A strong and advancing market is looked for during the spring months. Standard and second cling peaches have had a good sale and holdings are light. Pineapple is unchanged. Apricots are showing little interest.

MAINE MARKET

All Eyes Turning Toward the Convention—Maine Will Have a Canned Foods Exhibit at Buffalo—Difficulties of Clam Canning—A Demand for Small Lots of Corn—Apples Well Cleaned Up—Stringless Beans Are Out of the Market.

Portland, Me., January 11th, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

THE next event of importance to the Maine canning industry, as to their brothers in all sections, is the Buffalo Convention. The local delegation will be even larger than usual, and many ladies will be in the party. The Maine Canners' Association is to have a pure food exhibit during the Convention, and the committee, including H. B. Bird, C. C. Soule, J. H. Cassidy, S. H. Soule and Miss T. M. Greene, is leaving several days in advance in order to prepare the exhibit.

High Cost of Clams—The canning of clams no doubt seems a very prosaic business to the buying and consuming public, but to the small group of canners and fishermen it is a very different matter. Local papers of recent issue carried a story of a clamdigger who started from his island flats with a load of clams, was wrecked during a severe storm, spent a night lashed to his overturned dory, was washed ashore on a deserted island, and was finally rescued after more than twenty-four hours of exposure and hardship. Needless to say that with this risk concerned in the undertaking it is difficult to get the diggers to work. Several factories have closed for the winter season on this account. Clams are selling at $1.25 and $1.20 for 5 oz., with no surplus stocks on hand. Canners predict that the spring pack will be worth $1.30.

There is no change in the local canned foods market. Corn is still scarce and the small lots on hand at the close of packing are fast being absorbed. Buying is in small quantities, but is continuous, and in the run of the winter will doubtless equal the average in all lines. Apples are well cleaned up. Nearly all canners packed about a carload beyond their sales, and these small blocks are held at $3.50 for present sales, or an advanced price in the spring. Stringless beans are out of the market altogether.

As usual, a small amount of squash has been canned, and has sold at $1.45. The squash packed in Maine is all consumed in New England and does not compete with the product from other States. The local demand is for a very solid pack—the writer saw squash opened yesterday that was too dry to run out of the can, but rather had to have the can lifted off, and the contents still retained the shape of the can. That is really getting full value for the money at $1.45.

Growth Of The Canning Industry

(*Continued from page 8*)

The consumer will welcome this plan for the reason that it offers protection in every way and guarantees the destruction of spoiled canned foods when they are found.

We are glad to state that this plan now has the approval of the National Canners Association and every state association that has held its meetings during the fall and, I believe, every association, excepting one, has held those meetings and approved unanimously, the plan. The plan also has the approval of all government food officials and a large percentage of the distributors have expressed themselves as being willing and anxious to try this plan out, so that it now seems that it will be given a fair and impartial trial.

Some distributors, however, have offered a counter-plan, or proposition, which is usually termed a "flat swell allowance" and, generally speaking, this calls for one-half of one per cent. swell allowance on every invoice for canned foods sold to the wholesale distributor. This, however, would not constitute a final settlement, for the reason that should there be found in the shipment an amount in excess of one-half of one per cent., the manufacturer has no claim on the distributor for such amount.

The flat swell allowance plain, therefore, cannot possibly be considered fair, honest or equitable as between buyer and seller. It furnishes no means whatsoever of studying the cause for such spoilage or the remedy for same, neither does it offer a protection against trafficking in spoiled canned foods. True, the law may provide that the spoiled goods be destroyed upon the spot when found by government food officials, but how could it be possible for the limited number of food officials that the government can afford to maintain to police all the retail stores throughout the country and destroy all spoiled canned foods that may develop? Such a plan can only be considered as a special cash discount which would be abused in the future as it has been in the past because a large distributor may call for such a special discount in the way of a flat swell allowance, and through his large purchasing power, will have the influence of enforcing his demands upon packers; while the smaller distributor who has not this influence and purchasing power, must be satisfied with a smaller flat swell allowance or without any allowance at all.

This flat swell allowance plan also encourages unscrupulous packers, and we must admit that there are some in the canning industry as well as in all other industries who allow all of their swelled and spoiled goods to go into their shipments and to justify such action by saying that the distributor understood this as one of the terms of the contract and, if the terms of the contract call for one-half of one per cent flat swell allowance, this unscrupulous packer seems to think that he has a right to deliver one hundred per cent on that term as well as on all other terms of the contract. I, of course, would condemn such methods and practices, yet, at the same time, why inaugurate a plan that encourages such unfair, dishonest methods when we are spending enormous sums of money, time and talent to keep the industry clean and free from unscrupulous, unsanitatry and unbusinesslike methods; and why penalize the honest packer who will, under all circumstances and regardless of what plan is adopted, put out the best product he can manufacture, and eliminate from his pack, as far as possible, all spoilage and at the same time, give a premium, to the man who wishes to be unfair to the distributor and the consumer and indirectly, unfair to himself?

It seems almost incredible that anyone who studies carefully the two plans and considers the ultimate object and purpose of the same, would discredit the warehouse plan and uphold the flat swell allowance plan.

However, I am hopeful that a satisfactory solution of the whole problem will be arrived at in the very near future, and that the warehouse plan will be given a fair and impartial trial at least for one year. In order that the plan may receive this fair and honest trial, it should have the support of not only all of the canned food manufacturers but of every distributor together with the approval of the food officials of the country. I am optimistic enough to believe that this will be the final outcome and that a great amount of good will come from the final solution of the problem.

It is also very gratifying to be able to state that members of the canning industry all over the country appreciate the splendid results accomplished through the untiring efforts of all those who, in the past years, have worked so diligently for the success of the National Canners Association. The approval of the work done by the association and the future program to be carried out is expressed in the fact that the membership, based upon the number of cases of canned foods packed annually, has increased since our convention of January, 1923, from approximately nineteen million cases to fifty million cases, and it is the earnest desire of those in charge that such membership shall continue to increase until all canners have become full fledged members. This increased membership will enable us to do more extensive work and at the same time reduce the membership dues.

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CANNING MACHINERY, ETC.

The undersigned, by direction of the Circuit Court of Spotsylvania County, Virginia, will offer for sale at public auction, at the plant of the Hazel Hill Canning Company in Fredericksburg, Virginia, on Saturday, January 26th, 1924, beginning at 11 o'clock, a. m., all of the canning equipment, machinery, boilers motors, etc., belonging to said Company. *List of same will be furnished on application. Inspection permitted. Terms of sale cash.*

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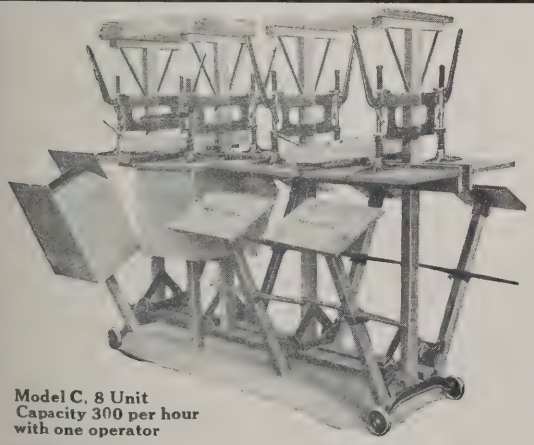
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The Canning Trade always publishes the first report of the Convention-- while it is news. This year Feb. 11. 1924

Tonight the poker player wins heavily, and tomorrow he loses heavily; tonight he will have the cards —will have luck—and tomorrow he will not have the cards, and, therefore, will not have the luck. And so it will go during a year and during a period of years, and at the end of a year or a period of years he will neither have won nor lost—he will break even.

* * *

It is so with the tomato canner. This year he will win, but next year he will lose. He will not win straight ahead, nor will he lose straight ahead, and at the end of ten years he will neither have won nor lost; at the end of ten years he will be where he was at the beginning. If he plays the game recklessly he will be bound to lose, and thus he will soon horn himself out. To break even during a period of ten years the tomato canner has to play the cards "close to his shirt."

* * *

The poker player engages in a game of chance—he may win or lose. All his hopes of winning are bound up in the cards which are dealt him. If the cards co-operate the poker player wins; but if the cards come to him singly and inconsecutively, he loses. If four aces shall combine, and, therefore, co-operate, the remaining forty-eight cards become almost valueless.

* * *

And so the game of tomato canning may be likened to the game of poker. The tomato canner, when "he sits in on the game," never knows whether he is going to win or lose. But whereas uncertainty or chance is the element which fascinates in poker playing, it need have no part, at least no great part, in tomato canning. Tomato canning need not be a gamble, but usually it is a gamble.

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He steadily improved his plant until he had one of the best appointed in this section, and was a very large producer of catsup.

Mr. Greenabaum was a quiet, thoughtful man of ability, respected and beloved, and will be sadly missed. He leaves his business in excellent hands, his son and a son-in-law, I. Stephany, being well tutored under Mr. Greenabaum's experienced care.

Why Not Eliminate

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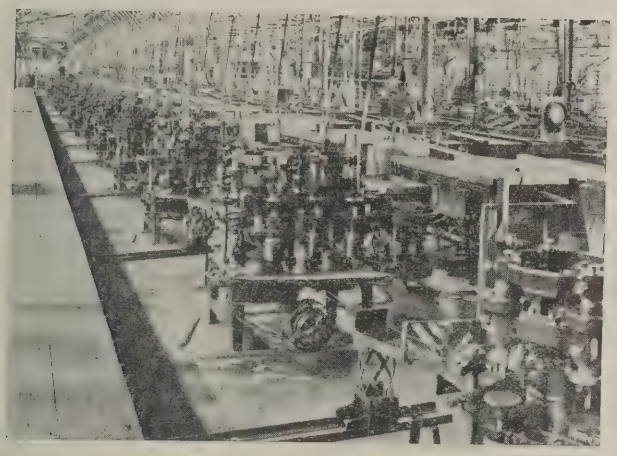
Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

"BLISS-PACIFIC" No. 81 Double Seamer



Dependable

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals. These are all short.
Sweet Corn is short. We still have some however.
Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY
BRISTOL, PA.

Business Established 1784
139 years in the Seed Business.

Tonight the poker player wins heavily, and tomorrow he loses heavily; tonight he will have the cards —will have luck—and tomorrow he will not have the cards, and, therefore, will not have the luck. And so it will go during a year and during a period of years, and at the end of a year or a period of years he will neither have won nor lost—he will break even.

* * *

It is so with the tomato canner. This year he will win, but next year he will lose. He will not win straight ahead, nor will he lose straight ahead, and at the end of ten years he will neither have won nor lost; at the end of ten years he will be where he was at the beginning. If he plays the game recklessly he will be bound to lose, and thus he will soon horn himself out. To break even during a period of ten years the tomato canner has to play the cards "close to his shirt."

* * *

The poker player engages in a game of chance—he may win or lose. All his hopes of winning are bound up in the cards which are dealt him. If the cards cooperate the poker player wins; but if the cards come to him singly and inconsecutively, he loses. If four aces shall combine, and, therefore, co-operate, the remaining forty-eight cards become almost valueless.

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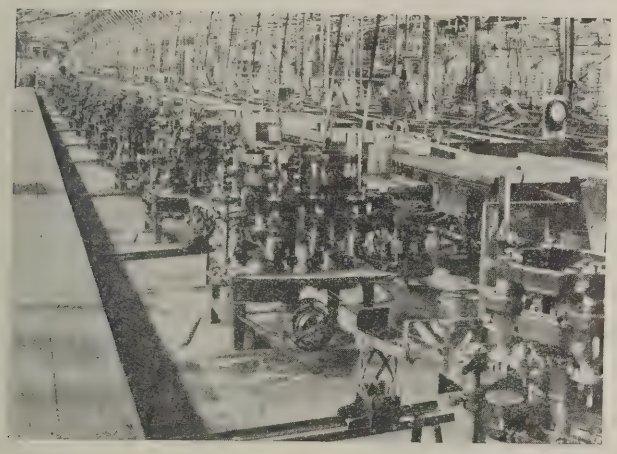
which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.



Over 2,000 distributing centers insure prompt delivery and short haul.

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BUFFALO CONVENTION NEWS

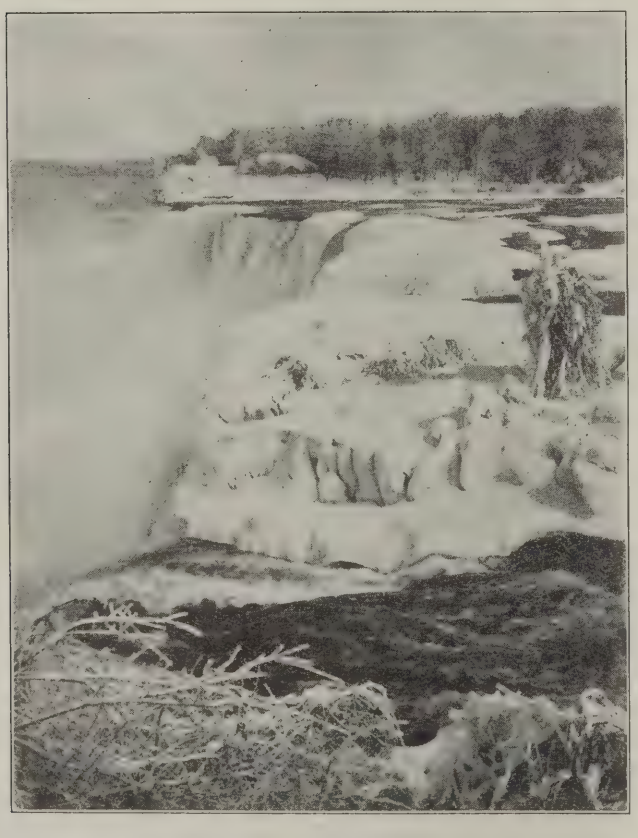
ANNUAL CONVENTION, WEEK OF JANUARY 21st, 1924

National Canners Association—Canning Machinery & Supplies Association
National Food Brokers Association

BIG MACHINERY EXHIBITION BIG CANNED FOODS DISPLAY

EVERYBODY WANTED——EVERYBODY WELCOME

"Tune In", You Raido Fans—For those canners who cannot attend the Convention, and especially for the families of the canners, the stay-at-homes, arrangements have been made that will allow them to take part in the enjoyments of the Convention, while comfortably seated in their own homes. On Tuesday afternoon at 2.30 P. M. the musical tendered to the ladies of the Convention will be broadcasted by station WGR (Buffalo). These musicals are always by famous artists and are a treat far above the ordinary, so that if you or your friend have a radio be ready and tune in on this and you will be able to share this delightful occasion.



Niagara Falls in winter—a sight many canners hope to see during the Convention.

The same station will broadcast the music at the President's Ball on Friday evening, January 25th, from 11.30 to 2 A. M. arrange your party and dance with the Convention on this closing evening of the Convention. Buffalo is well situated to reach the greatest number of home by raido, and if the thoughtfulness of the Convention Committee is appreciated, there will be parties all over the land, dancing to the music which is 'tickling the toes' of the dancers on the floor of the great ball-room in the Statler hotel. Another year, with the rapid spread of the raido habit, it may be arranged to broadcast the entire Covention, addresses and all, and the canners can then sit at home and hear all that transpires and be saved the trouble of reading it in a convention issue. But, they will never be able to broadcast the 'thrill' of the crowd, the educational and broadening influence which comes from rubbing of elbows with fellow canners and the swapping of experiences with the men in your same line of endeavor; and above all the sight of Machinery Hall and what it has to offer in the latest and best of machinery and supplies, the 'contagion' of the hum and the noise, of the warmth and the life of that big hall, can only be had by being numbered among those present.

What City Next?—It may seem discourteous and lacking is respect to our host, Buffalo, to speak so soon of the next Convention City, but our intention is just the reverse; we want to call particular attention to Buffalo and the splendid way in which she greets us. and for this reason. There has grown up a very decided sentiment against this nomadic method of holding the annual Convention, and many men in the industry want to see the annual Convention convene in the same City every year; to stop this tramping from town to town, this seeking for a new location each year. Which City should be selected is a very much alive question, and not of our making. After last year's Atlantic City meeting some of the previously died-in-the-wool central-western advocates come to us and begged us to wage inceassant battle to have Atlantic City chosen as the regular, every year meeting place for annual Convention. They were enthusiastic over its climate, the balmy days and beautfil sunshine, its numerous hotels of every kind and discription to fit the pocketbook of every man, of its magnificent Machinery Hall and the excellent manner in which the exhibits were handled into and out of the Show. They were then enthusiastic over Atlantic City; they had checked up carefully on Louisville the year before, they knew Cleveland and Chicago, and now they have the chance to study Buffalo and its most modern and up-to-date offerings, for Buffalo stands in the front of Convention Cities, in both hotels and Machinery hall. So our purpose its merely to answer their demands by suggesting more study and closer observations. After Buffalo possibly a definite decision can be reached, and if it can, it should be reached. The Convention is too big, and too important to be dragged all over the country as we have been doing all these years. It cannot be expected that everyone could possibly be pleased with any selection that may be made, we are not seeking the Utopia. But every angle of the matter must be taken into consideration, hotel accomodations, and

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.



ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

style of treatment of Conventions, railroad facilities for both passengers and freight, and as we meet in about the worst possible time of the year as regards weather the climate of the selected City must have due consideration. Buffalo is up for consideration, and the Conventionites should study it during Convention week, and be ready for a decision when the Convention is over. This is not a discourtesy to Buffalo, but on the contrary is a compliment, for we believe that Buffalo will measure up excellently with any other City.

CHILE PROMOTING MODERN CANNING FACTORIES.

MODERN canning is being promoted by the Chilean Government by the establishment of a modern canning factory on the large model farm, says Vice Consul Edwin H. Livingstone, Valparaiso, Chile. Chile is a producer of a large variety of fruit, sub-tropical as well as varieties common to the temperate zone. The Chilean canning industry at present consists of 17 plants with a production in 1920 of slightly over 9,000,000 cans. In every case these factories are using hand or semi-hydraulic machinery, and are employing methods obsolete in the canning industry of the United States for the past 15 years.

NORWEGIAN HERRING AND SARDINES STILL SCARCE.

SARDINE fishing in Norway has been practically abandoned, due to the scarcity of fish, and the fishermen have mostly gone into other pursuits, according to Consul George N. Ifft, Bergen, Norway, in a report to the Department of Commerce dated November 10, which has just been received. The catch up to that date was 42,000 hectoliters. The fat herring fishing shows slight improvement, especially in the northern districts. The catch is mostly small herring, suitable for canning, and amounted to date to 132,000 hectoliters, which is about one-third of the normal catch.

"WAREHOUSE PLAN" CONTRACT CLAUSE.

Add This to All Your Contracts.

Goods sold under this contract are packed in compliance with the Food and Drugs Act of June 30, 1906, and are guaranteed against spoils.

(a) If sold for delivery from future pack to July 1st following date of billing.

(b) If sold for delivery from spot stocks for six months from date of billing.

Payment shall be made by seller on certificate of identification and destruction of spoiled goods at zonal warehouses maintained by the National Canners Association, to which spoils shall, at the request of the seller, be shipped by the buyer for official inspection, identification and destruction.

Claims so established shall be paid within thirty days at invoice price, and freight to warehouse, if incurred.

All claims for spoils must be made and bills rendered by buyer to seller on or before July 10, in case of sales against future pack, and not later than six months from date of billing, in case of sales from spot stocks.

For a Better Pack of Peas at a Greater Profit

USE

HAMACHEK IDEAL
VINERS and VINER FEEDERS

Examine these machines at the National Canners' Convention, Buffalo, January 21 to 25, 1924

FRANK HAMACHEK = Kewaunee, Wisconsin

Manufacturer of Ideal Viners, Viner Feeders and Chain Adjusters

Established 1880

Sanitary Cans for 1924.



IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

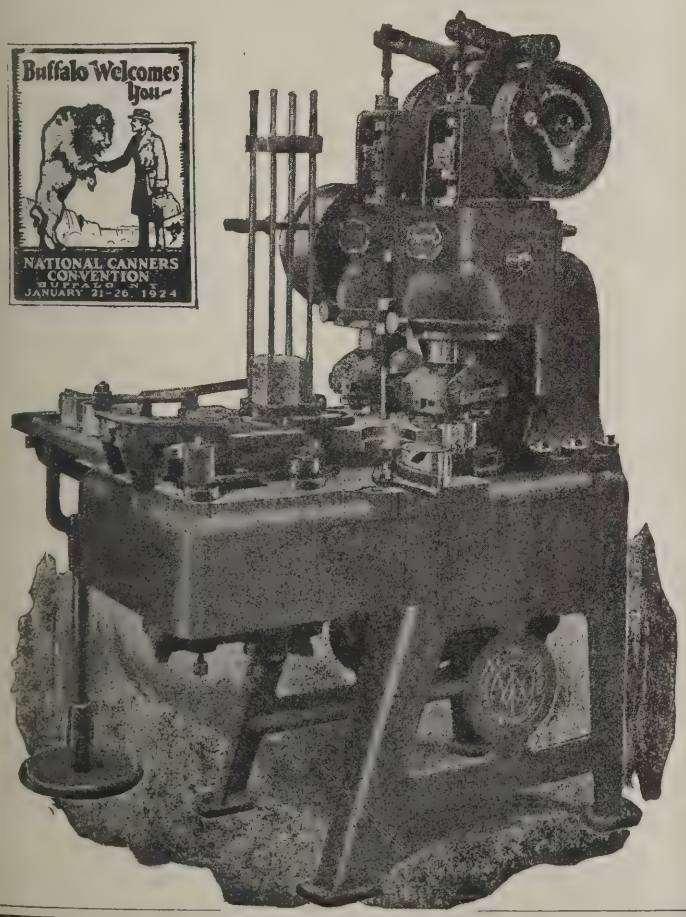
Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.



TROYER-FOX

Two Spindle Double Seamer, with Automatic End Feed

Two large, tool steel, heat treated, seaming rolls, diametrically opposed for each operation. The two spindles spinn like a top in large thrust ball bearings, free from all side strain. Second operation rolls actuated by spring toggle links, which hold one adjustment all the time, the spring allowing for the difference in thickness of side seam. Every seam alike. An ideal Seamer for the can maker.

SEATTLE-ASTORIA IRON WORKS

601 Myrtle Street, Seattle, Washington.

Builders of **TROYER-FOX**

CAN MAKING and CANNERS MACHINERY

SALES REPRESENTATIVES

J. L. COLLINS,
112 Market St., San Francisco, Cal.

R. E. FAIRBANKS,
504 Wrigley, Bldg., Chicago, Ill.

GEO. H. DOWSING,
Metropolitan Bldg., Sydney, N.S.W

THE H. S. GRAY CO.,
832 Fort St., Honolulu. T. H.

The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and a_k remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quallty" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

BETTER FARMING THE ONLY SAFE RELIANCE

AFTER we have done everything that it is possible to do toward improving agriculture as a whole, it still will be true that only those who farm intelligently and carefully, who work diligently and save reasonably can hope to prosper. Those who fall below these standards will make at best but a bare living.

It is a mistaken notion that when prices are low because of overproduction that the remedy is to take less pains and let the yields of our acres and of our animals run down. Such practice leads to but one end —bankruptcy. *Whatever the price, it is the man that makes the highest returns on his acres who is most prosperous.* The truth is, the lower the price of the product, the greater the need of high efficiency in producing it. When prices are high, even mediocre yields are profitable; but such yields are always unprofitable when the prices are low. Therefore, the more discouraging the price of farm products, the greater the necessity for good farming. * * * Except for brief periods when we were farming new land that had been virtually a gift from the Government, those who have taken only average pains have never prospered. There is no more new land now. Henceforth we shall have to farm old land and pay a good round price into the bargain for it. No agriculture can be prosperous in the face of declining yields and rising production costs. The surest way to cut production costs is by increasing the yields of our acres and our animals. The farmer who disregards this law cannot be saved by any outside help.

Twenty years hence the farmer who has systematically produced high yields through periods of low prices and high prices will be out of debt and be the leading man of his community. At that time the fellow who is more interested in holding down yields to prevent overproduction than in getting large and economical returns from his land will be fortunate if he is as well off as he is today. From an editorial by H. J. Waters in the Weekly Kansas City Star for December 5th.

INVESTIGATIONS EMPHASIZE IMPORTANCE OF YIELD TO PRODUCTION COSTS

By Soil Improvement Committee, Nat. Fert. Asso.

INVESTIGATORS of the Cornell (N. Y.) Experiment Station have published the results of their efforts to obtain information on the production and costs of the principal canning crops grown in that State.

The report contains much of interest regarding peas. "The cost per ton of peas," states L. J. Norton, "is very closely related to the yield per acre." Thus on 101 farms where yields averaged 2,138 pounds per acre the return was $20 per acre more than on 81 farms averaging 1,492 pounds. Furthermore, on 80 farms averaging 2,938 pounds per acre the increased return advanced to $52 per acre. These increased returns were produced at an average total cost of $2 per acre. The returns for the three groups per hour of man labor were, respectively, 31c, 83c and $1.59.

The three factors that seemingly had the most to do with increasing the rate of yields were fertilizer, manure and lime. It was found that the yield per acre advanced almost exactly in the same order as did the amounts of fertilizer and manure used, particularly the former.

IS NEW ENGLAND "WORN OUT?"

Editor, Rural New Yorker:

In a recent issue you say that the New England people ought to produce more of their food supply. I think that is bad advice. Most New England soils are worn out and cannot be restored. The section must always depend on other parts of the country for its food supply.

WE do not believe it! If New England decides that her soil is "worn out" and attempts to live the life of a parasite—drawing its food from a distance—her manufacturing supremacy will slowly fade away, and she will lose her place in the business sun. In the future the food supply will determine the rate of nations and sections. The soil of New England is not "worn out." We know of one garden, in a town where the soil is naturally light, which has produced more than 300 crops in succession, and this year's crop is best of all. Around Concord, Mass., are fields which were used by the Indians as gardens before the white settlers appeared. These fields have been in continuous cultivation and still produce great crops. In Europe there are farms which have been under cultivation for 1,000 years and more—still productive and strong. Most of the New England soil is capable of producing good crops, and with the proper handling will continue production for centuries. It is no more "worn out" than the sun, the moon and the stars. Much of it is "resting." More of it has been so abused that it is sulky, and no wonder, but it is not "worn out." By using soybeans, sweet and Alsike clover, as is done in parts of the Middle West, thousands of acres of New England soil can be made to produce bread and meat for home consumption. Just as soon as the New England people stop listening to the pessimists and really believe that their soil has these possibilities the food supply will increase. It is just a matter of belief in the soil and its possibilities.—Editorial in Rural New-Yorker.

THE NATIONAL

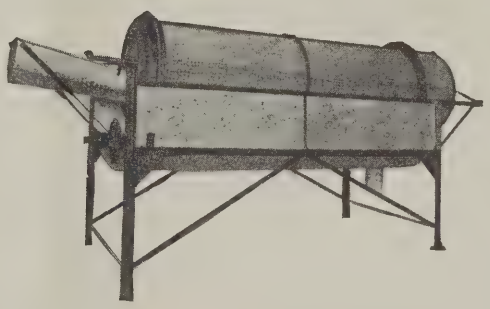
TOMATO PEELER

Will Be on Exhibition in our Booth at 224 Fifth Ave.
See it, examine it, learn what a Saving it effects

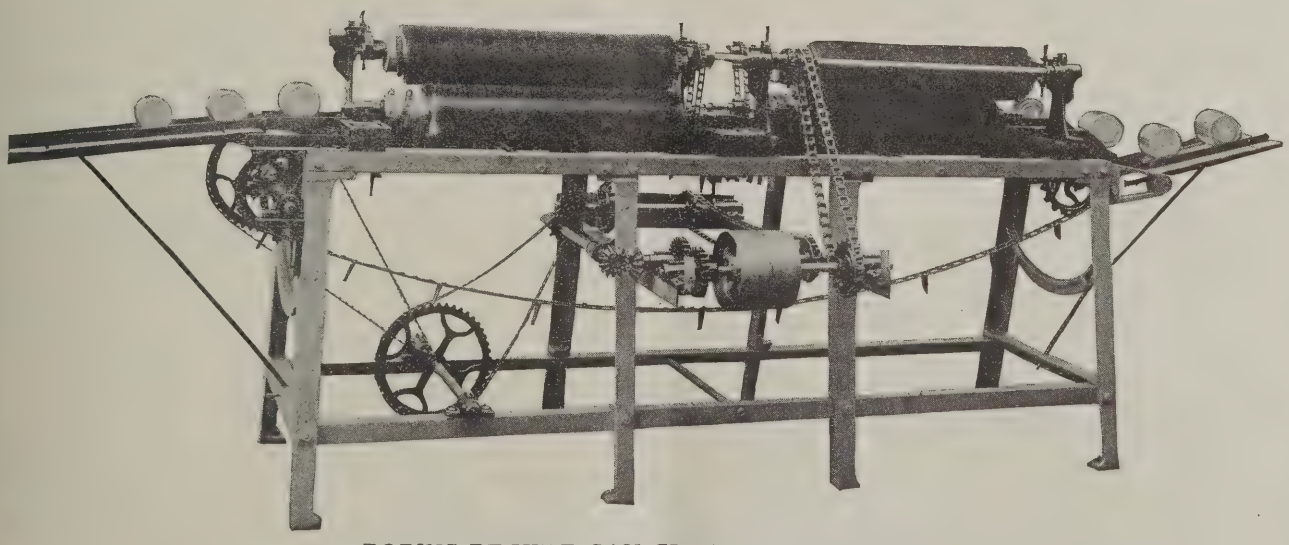
THIS IS THE HOUSE OF SERVICE



RETORTS
All Sizes



ROBINS ROTARY
Tomato Washer, Durable,
Practical, Economical.



ROBINS-BECKET CAN CLEANING MACHINE
This illustrates the Double Machine for cleaning tops and bottoms and bodies. We also make a Single Machine for cleaning tops and bottoms. Cleans cans from flats to No. 10's

A. K. ROBINS & COMPANY, Inc.

Manufacturers of Canning Machinery BALTIMORE, MD.

In Attendance

R. A. SINDALL, *President* HARRY STANSBURY, *Vice President*
PHIL KEINES CHAS. NORBERG JOHN EVANS

PLAN OF REORGANIZATION

The Sears & Nichols Canning Co.

Chillicothe, Ohio

As approved by the Creditors Committee

November 27, 1923

Creditors Committee—H. C. Robinson, Vice Persident, Guardian Savings Bank and Trust Co., Cleveland, Chairman S. M. Veail, Vice President, First National Bank, Chillicothe, Ohio, Secretary James L. Ford, Jr., President, Franklin Bank, St. Louis, Mo., Geo. C. Forey, Vice President Fletcher American National Bank, Indianapolis, Ind., W. E. Woollenweber, Whitaker-Glessner Co., Wheeling, W. Va., James J. Heekin, Heekin Can Co., Cincinnati, Ohio, Arthur Morgan, U. S. Printing & Lithograph Co., Cincinnati, Ohio.

Plan of Reorganization

The re-organization of The Sears & Nichols Canning Company to be effective as follows:—

1. **Incorporation.** A new Company to be incorporated under the name of Sears & Nichols Corporation, which shall purchase the assets and business of the old Company, and assume the first mortgage bonded indebtedness now outstanding, amounting to $750,000.00, and refund the same.

2. **New Issue Bonds.** The new Company to issue $1,250,000.00 of First and Refunding 7 per cent. Fifteen Year Bonds. Of these, a minimum of $600,000.00 are to be sold for cash at $90.00, yielding $540,000.00; the remaining $650,000.00 to be held in trust to take care of the First Mortgage Bonds.

3. **First Mortgage Bond Extended.** Of the present issue of $750,000.00 First Mortgage Bonds now outstanding, $100,000.00 to be retired by cash payment, and the balance of $650,000.00 to be exchanged for a new 8 per cent. First Mortgage Bond issue of $650,000.00 maturing in ten years. The Sinking Fund to be reduced to $37,500.00 for two years, $50,000.00 for four years, $75,000.00 for two years, $100,000.00 for one year and $125,000.00 for one year.

4. **Cash Payments** Creditors' claims to be credited with interest at 6 per cent. from the date of the appointment of the Receiver, namely, April 22nd, 1922, to the date of re-organization, and 10 per cent. of the total claims to be paid in cash.

Second Mortgage Bondholders to be paid all past due interest and 20 per cent. of the principal in cash.

5. **Debentures** The new Company to issue approximately $200,000.00 of Class A Income Debentures, maturing in fifteen years, bearing interest at 7 per cent., which said Debentures are to have a preference over Class B, in regard to the payment of interest, and in case of liquidation, which said Debentures are to be given in exchange at par for balance owing on the present outstanding Second Mortgage Bonds. Also approximately $1,000,000.00 of Class B Income Debentures, maturing in fifteen years, bearing interest at the rate of 7 per cent., which said Debentures are to be given in exchange at 90 as settlement in full for the balance owing the general creditors.

The Debentures to have the right to select two-thirds of the Board of Directors until one-half of the total amount of the Debentures are retired, at which time the stockholders are to have the right to select one-half of the Board of Directors.

The Income Debentures shall be cumlative at the rate of 7 per cent. which must be paid if earned, or such proportion as is earned. Earnings to be clearly defined in the Trust Agreement.

6. **Working Capital.** The balance of the cash received from the proceeds of the sale of the First and Refunding Bonds, after the payment to the First Mortgage Bondholders, and the cash payments to the Second Mortgage Bondholders, the general creditors of the Company, and the re-organization expenses shall be used for working capital.

7. **Retirement of Bonds and Debentures.** Both the First Refunding Bonds, and both classes of Debentures, to be callable at any interest time, either in part or as a whole at par. with the understanding that an amount of money proportionate to the total outstanding issue of each class, shall be set aside whenever it is desired to retire any of these issues. Retirements to be made by tenders, the cheapest bonds and the cheapest tenders in each class of Debentures being selected, and in the event that no tenders are received for one class of securities, the Directors to have the option of either retiring said class by lot, or of applying the money set aside for this class to the other classes making tenders of securities, in proportion to the amount of same outstanding. No retirement of either class to be made if the net quick assets after such retirement, be less than the First Mortgage Bonds outstanding.

8. **Right to Create New Mortgage.** The First and Refunding Mortgage shall have provision that in the event of the necessity for refinancing the First Mortgage Bonds, a satisfactory sale cannot be made of the First and Refunding Bonds held in trust for this purpose, that the Board of Directors shall have the right to create a new First Mortgage Bond, limited to an amount that would produce sufficient funds to retire the present and outstanding First Mortgage Bonds. This right shall be given to the Board of Directors without the necessity of securing the consent of either the First and Refunding Bondholders the Debenture Holders, or the Stockholders. If this step is necessary, the First and Refunding Bonds that were held in trust for the purpose shall be cancelled.

9. **Capitalization.** Capital Stock to be authorized as follows:

(a) 10,000 shares of no par value Common stock Class "A," with voting power.

(b) 15,000 shares of no par value Common Stock Class "B," with voting power.

10 **Conversion Old Stock for New.** (a) The present Common stockholders owing 9965 shares will receive the new no par value Common Stock Class "B" on the basis of one share of the new stock for one of the old stock.

(b) For the passed dividends on the Common Stock, declared prior to October 1st, 1921, but not withdrawn, amounting to $20,616.98, the stockholders to recieve for each $100.00 of such dividends one share of the no par value Common Stock, Class "B"; scrip to be given for fractional parts thereof.

(c) The present Preferred Stockholders owning 457 shares of 7 per cent and 9059 shares of 8 per cent stock to receive the new no par value Common Stock

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery



Nested Graders
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Pulp Machines
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Don't Fail to see Our

1924 Model New Perfection Pea and Bean Filler

also our *Universal Tomato Filler* for Tomatoes, Cut String Beans, Apples, Cherries, Beets etc., at the Canners Convention in Buffalo January 21st, to 25th.

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We will have a full line on exhibition including several new and up-to-date machines.

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AYARS MACHINE COMPANY

SALEM, NEW JERSEY

BROWN BOGGS CO. LTD., HAMILTON, ONT., Sole Agents for Canada.

Class "A," on the basis of one share of the new stock for one of the old.

(d) For accrued dividends on the present Preferred Stock for the period from October 1st, 1921, to December 31st, 1923, amounting to $170,259.75, one share of the new Common Stock Class "B" for each $100.00 of accured dividends; scrip to be issued for fractional parts thereof.

11. **Terms and Condition Common Stock Classes A and B.** (a) The annual earnings of the Company shall first be used in paying the interest and Sinking Fund on the First Mortgage Bonds; the interest on the First and Refunding Bonds and Debentures and the retirement of the First and Refunding Bonds and Debentures. After obligations have been met and proper reserves for plant betterment and surplus have been made each year, together with a sufficient reserve for meeting the fixed charges of the next year following, the Directors may annually declare a dividend upon the Common Stock Class "A" of not more than $7.00 per share provided sufficient net surplus remains to justify the payment of such dividends, said dividends to be paid semi-annually or annually as the Directors may decide.

(b) Said dividends upon the Common Stock Class "A" shall be paid preference to any dividends upon the Common Stock Class "B."

(c) The said Common Stock Class "A" shall be preferred as to the assets of the Company, in case of its insolvency or dissolution, and the holders thereof shall be entitled to receive from the assets which remain after paying the liabilities of the Company, the full payment of $100.00 per share, and such dividends as may have been declared and not paid before anything is paid to the holders of the Common Stock Class "B."

(d) The holders of both classes (of the Common Stock Class "A" and Common Stock Class "B") shall have the right to vote in the election of Directors and all legal corporate matters, being eligible to serve on the Board of Directors.

(e) After the First Mortgage Bonds, First and Refunding Bonds and the Debentures have been retired, any or all of said Common Stock Class "A" issued and outstanding may be redeemed in whole or in part as determinded by the Board of Directors on any dividend paying date upon the payment to the holder of $100.00 per share and such dividends as may have been declared and not paid.

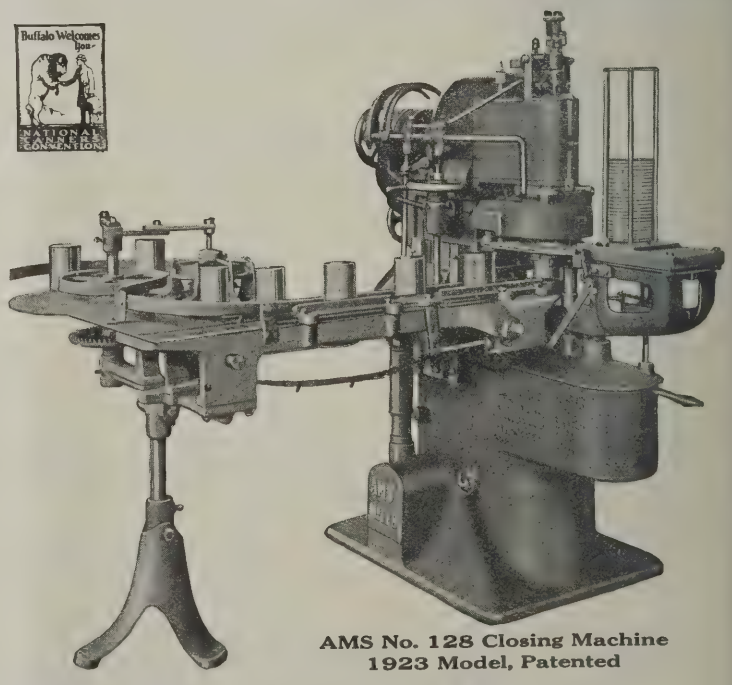
12. **Re-organization Committee.** For the purpose of carrying this plan into execution, it is recommended that the holders of the first and second mortgage bonds, the general creditors, and the stockholders, shall each select a representative to serve as a member of a committee on re-organization, having full power and authority to carry out the provisions of this plan, and shall deposit their holdings and claims with a custodian as they may select, for the purpose of facilitating the work of reorganization.

Respectfully,
CREDITORS' COMMITTEE,
THE SEARS & NICHOLS CANNING CO.

MAX AMS
CLOSING MACHINES
for
Sanitary Cans
STANDARD OF THE WORLD

We build a *Closing Machine for* Every Purpose, each one the leader in its class, and a Complete Line of Can Making Machines just as good as our *Closing Machines.*

We are the makers of the famous AMSCAN CERTIFIED SEALING FLUID -- THE GOLDEN BAND.



AMS No. 128 Closing Machine
1923 Model, Patented

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IS THE PERFECT CONTAINER

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Wheeling West Virginia

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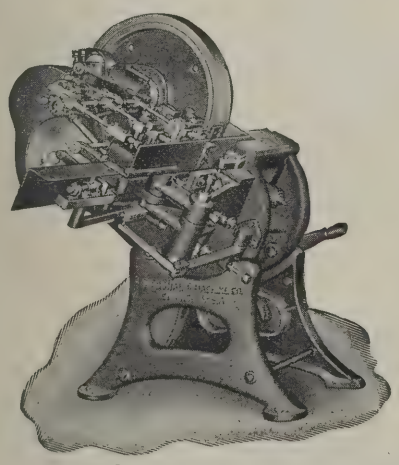
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No. 30A Automatic Strip Feed Press



This Automatic Strip Feeding Press is adaptable to the rapid and economical production of can ends or other articles made from tinplate or light sheet metals up to 4'' round or square. The feeding mechanism is entirely automatic giving an output of from 60,000 to 100,000 a day and is arranged so that change gears may be utilized for handling from 3 to 20 cuts to the strip and stock up to 29'' in length. The positive action of feed not only allows a high capacity, but insures an accurate register for decorated work. As on all our automatic presses an improved friction brake is provided which does not engage crankshaft until clutch is released. To prevent damage to dies, press is equipped with a recent improvement which automatically stops the entire mechanism when conditions are not entirely regular. Standard equipment includes attachments for one size only with exception of dies. Attachments for additional sizes can be promptly furnished at extra cost.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

THE 1923 TOMATO PACKS

National Canner's Association
1739 H Street N. W.,
Washington, D. C., January 9, 1924
(Received Saturday, January 12th, 1924.)

This publication gives the statistical report of tomatoes canned in the United States during 1923, expressed in terms of No. 3 cans.

Published by authority of the Executive Committee of the National Canners' Association.

FRANK E. GORRELL, Secretary.

	1920	1921	1922	*1923
Maryland	3,347,000	1,656,000	3,205,000	5,722,000
Delaware	553,000	176,000	590,000	1,216,000
N. Jersey	517,000	116,000	337,000	412,000
Indiana	778,000	530,000	1,312,000	717,000
Ohio	142,000	71,000	179,000	174,000
New York	515,000	214,000	340,000	266,000
Missouri	715,000	136,000	775,000	839,000
W. Va	1,162,000	217,000	891,000	963,000
Virginia				
Washington	218,000	62,000	168,000	182,000
Colorado				
California	1,773,000	339,000	1,701,000	2,397,000
Utah	444,000	132,000	664,000	584,000
Iowa				
Michigan	250,000	123,000	360,000	296,000
Illinois				
Minnesota				
Pennsylvania				358,000
Tennessee	680,000	186,000	644,000	176,000
Kentucky				270,000
Arkansas				59,000
All other Sts	274,000	59,000	372,000	141,000
	11,368,000	4,017,000	11,538,000	14,672,000

*Included in the above are 1,484,839 cases of No. 10's (12 cans per case), 1,089,640 cases No. 1's, 6,923-122 cases No. 2's, 2,254,119 cases No. 2½'s, all of which have been equalized to represent No. 3's.

Prior to 1923 Pennsylvania, Tennessee and Kentucky composed one group.

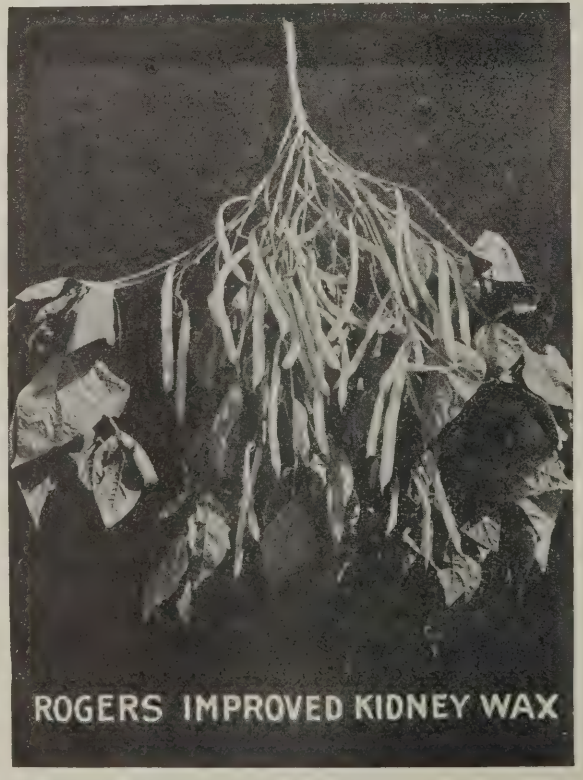
The figures for Arkansas were, prior to 1923, included in the group now composed of all other States.

CONGRESS AND THE TAX BILL.

By Paul Fishback.

THERE are two items in the tax law in which our members can interest themselves, and by co-operating with the Association, and other Associations which are active in the same general direction, may be successful in obtaining relief at the hands of Congress, from the nuisance taxes on telephone and and telegraph messages, and from the $50 Occupational Tax assessed against brokers.

Secretary of the Treasury Mellon has recommended that certain taxes be reduced and others abolished, provided a soldier bonus bill is not passed. The new treasury bill will advocate the repeal of the tax on telephone and telegraph messages. This bill will be referred to the Ways and Means Committee of the House, which may or may not submit it to Congress in



Other Originations:
Rogers Stringless Refugee G. P.
Rogers Green Admiral Peas,
Rogers Winner Peas.

Rich, creamy, slender oval pods, 5 to 6 inches in length, free from rust, perfectly straight and entirely stringless.

Seed: white, with very small, black eye. Plant: robust, about 18 inches high, erect, bushy and very prolific.

We know of no wax variety more desirable for home, market gardener, or canners' use.

Now booking contracts, future delivery, 1924 crop.

Rogers Bros. Seed Co.
Originators
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Copper Steam Jacket Kettles of various Types

See the Kern Indiana Finisher, "Its All Metal"

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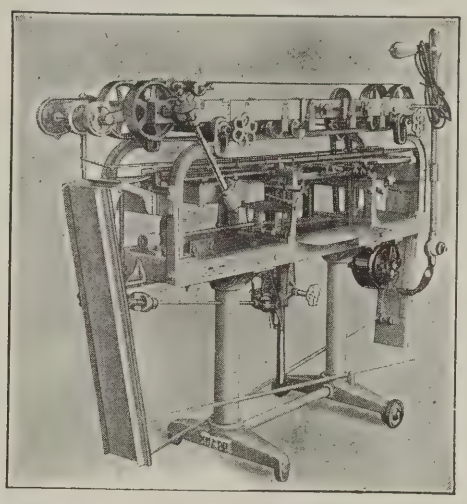
No. 10 Pulp and Catsup Filler

With other Accessories of Vital interest to the Packer

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Indianapolis Ind.



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The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
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Baltimore, Md.

original form. Further, the fight on the soldier bonus and the tendency of all congressmen to play politics in a presidential election year, may delay or prevent any action.

The following bill, introduced almost as soon as the House organized, by Congressman Wm. J. Morgan (17th Ohio District), known as H. R. 91, aims at the repeal of the tax on telephone and telegraph messages, independently of any action by Congress on a general tax bill (a similar bill, known as S·1025, has been introduced by Senator Frank B .Willis, of Ohio):

"A BILL

To Repeal the Tax on Telegraph and Telephone Messages. Be it enacted by the Senate and House of Representative of the United States of America in Congress Assembled, That Section 500 of the Revenue Act of 1921, except subdivision (d) of such section is repealed, but shall remain in force for the assessment and collection of all taxes which have accrued thereunder, and for the imposition and collection of all penalties and forfeitures which have accrued or may accrue in relation to any such taxes."

That is the entire bill, and is all that is necessary to repeal this tax. There have been several bills introduced in the present Congress to repeal this tax, but it is believed that if all members of all interested trade associations (there are 247 working on this repeal) concentrate on the Morgan bill and the Willis bill, it will prevent the scattering of shot, prevent duplication and aid in results.

Write your Senator and your Congressman urging the passage of the Willis and Morgan bills, so that the tax on telephone and telegraph messages may be abolished. Write, also, to one or more members of the Ways and Means Committee of the House, their names are listed below, urging them to recommend the repeal of the tax.

The tax on telephone and telegraph messages was a war tax, is indefensible in times of peace, and amounts to $30,000,000 annually, which is a big load on commerce. Similar taxation (on freight, passenger and express charges, all of which were war time measures) has long since been repealed, and there is no justification for the continuance of this tax.

If business men will let their congressmen know that they want this wire tax repealed, no matter what is done with the revenue bill, it may result in having H. R. 91 and S. 1025 passed, repealing this tax, even if politics blocks or defeats action on general tax reduction.

$50 Occupational Tax—It is not known at this time whether the Treasury Bill includes section 1001 of the 1921 Revenue Act, which provides that "Brokers shall pay $50.00." Just as soon as a copy of the Treasury Bill may be obtained you will be informed on the subject.

However, our members are urged to write one or more of the members of the House Committee on Ways and Means, demanding that this section be omitted from the 1924 measure. The Occupation Tax, which was also a war measure, is discriminatory. It is neither right nor fair that Congress should tax one class of business men, without taxing all classes, merely because they are in business. If occupational taxation is right in principle, then it is right that the retail grocer, butcher, druggist, auomobile dealer, or any other class of business men be taxed as such. The Occupational Tax was written into the law during war times. It was unfair then, but was unopposed because all citizens were willing that the country have ample income to prosecute the war. There is no justification for the discrimination now.

An effort is being made to have a bill introduced simultaneously in the House and Senate repealing this section of the Act of 1921, so that it may receive action, regardless of the fate of the general revenue bill. Pending such action, let the House Ways and Means Committee know that food brokers are opposed to that section of the existing law which imposes a $50 tax upon them for no good reason.

Members of the Ways and Means Committee—The membership of the Ways and Means Committee of the House of Representatives, which committee will handle all tax legislation in the present Congress, has been increased from 25 to 26. Of this number 15 are Republicans and 11 Democrats. Please write to one or more of these members of the Ways and Means Committee urging them to support legislation that will repeal the tax on telegraph and telephone messages. The address of all of the members of the Ways and Means Committee is simply "House Office Building, Washington, D. C." Use the title "Hon." as a prefix, and after each name write "Member Ways and Means Committee." The names follow:

Republicans: Wm. R· Green, chairman, Iowa; Willis C. Hawley, Oregon; Allen T. Treadway, Massachusetts; George M. Young, N. Dakota; James A. Frear, Wisconsin; John Q. Tilson, Connecticut; Isaac Bacharach, New Jersey; Lindley H. Hadley, Washington; Charles B. Timberlake, Colorado; Ogden L. Mills, New York; Henry W. Watson, Pennsylvania; Frank Crowther, New York; Charles C. Kearns, Ohio; Carl R. Chindblom, Illinois; James C. McLaughlin, Michigan.

Democrats: John N. Garner, Texas; James W. Collier, Mississippi; Wm· A. Oldfield, Arkansas; Chas. R. Crisp, Georgia; John F. Carew, New York; Whitmell F. Martin, Louisiana; Peter F. Tague, Massachusetts; Cordell Hull, Tennessee; Clement C. Dickinson, Missouri; Henry T. Rainey, Illinois; John J. Casey, Pennsylvania.

ECONOMIC PROSPECTS OF 1924

By Herbert Hoover, Secretary of Commerce.

THE important thing in formulating any judgment as to the economic future is an understanding of our present position and of the forces that are in motion for and against economic progress. The following summary is based on the annual review by the Department representatives throughout the world:

The economic outlook for our own country for the next year is bright. In general the world situation is hopeful. The general spirit of prudence, the absence of speculation, complete employment, high production, and the great financial strength and stability of the important States in the Western Hemisphere, together with the promise of the early conference for systematic consideration of constructive solution of the world's greatest economic menace—Franco-German relations —all creates a hopeful foundation on which the new year may build.

An economic weather chart of the world would show three distinct areas.

The Home of the Peerless Husker Co.

THE PEERLESS HUSKER COMPANY welcomes you to Buffalo, its own home town.

While you are here we want to make your visit a pleasant one. If there is anything our officers or representatives can do to add to your enjoyment, don't hesitate to tell them.

Of course you will visit the PEERLESS PLANT and see for yourself how Peerless Huskers, Syrupers, Exhausters, Corn Washers and other Canning Machinery is made.

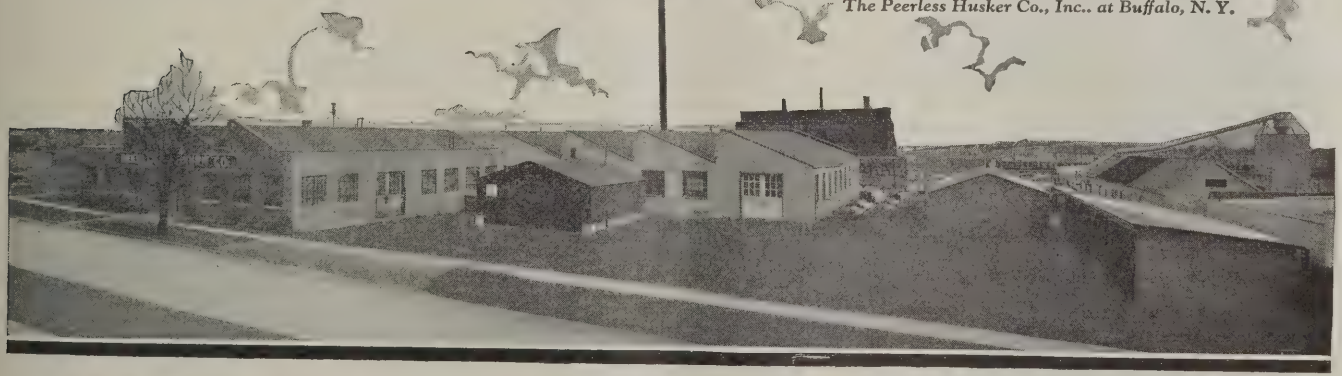
"Welcome" is written large on our door mat and we invite you all to come.

THE PEERLESS HUSKER COMPANY, INC.

CORNWALL AVENUE, BUFFALO, N. Y.



The modern plant of The Peerless Husker Co., Inc., at Buffalo, N. Y.



SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

This advertisement is published jointly by the Peerless Husker Company, Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Ill.

First, the Western Hemisphere (Asia, Australia and Africa), which have made distinct economic progress during the past year, achieving a high degree of economic recovery.

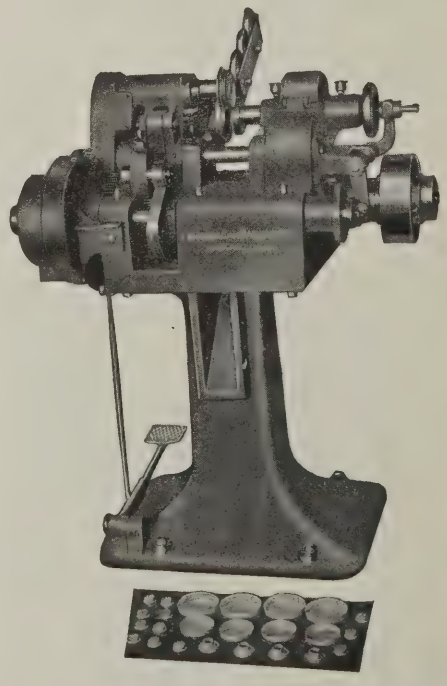
Second, Russia, the Baltic, the Balkan States, the Near East, Italy and Spain, which are still struggling with after-war political, social, currency, debt and budget problems, but yet show undoubted progress in the restoration of commerce and industry.

Third an area of economic depression resulting from the occupation of the Ruhr and the collapse of Germany. While most acute in that country, it radiates its depressing influences strongly over Poland, Czechoslovakia, Switzerland, Hungary, Scandinavia, Holland and Great Britain. France can well be placed in this group, because the failure to secure reparations has contributed to an unbalanced budget and the resulting indirect inflation. This has concealed the true situation and has given an artificial and forced draught to the industrial activity. The other countries of the group are suffering from a distressing increase of unemployment.

The German collapse has in less degree affected every other part of the world. The decreased consuming power of Germany and of the states most affected has contributed to the low price levels of food products in the United States and other food exporting countries. The decrease in her steel and coal production at first gave some stimulus to the production of other countries, but this is now offset by decreased buying power of the depressed area for other commodities. One other effect of importance has been the undoubted substantial flight of capital from any of the states in this area of depression to the United States, resulting in further excessive accumulation of gold here. The economic world has not yet felt the full impact of the occupation of the Ruhr. Were it not for the hope inspired by the initiation of negotiations for settlement of the German problem the situation would be most unpromising for the future.

Even with settlement accomplished, there will arise considerable problems in readjustment of trade through re-entry of German coal and steel into the markets and through the possible (and to be hoped) return of capital which has sought refuge in the United States from many parts of Europe. During the whole year passed the events of the depression area have at least served to inspire caution in the rest of the world, and has contributed to the absence of speculation and, therefore, to their fundamental stability. If it be possible to reconstruct Germany's finances during the forthcoming year and to secure such assistance to France as will enable the stabilization of the franc, the world will have entered into a period of great hope and much promise of prosperity. Full consumption connot, of course, be accomplished without a large measure of disarmament in Europe, for the armies today maintained by 170,000,000 people there are upon a scale which if repeated in the Western Hemisphere would mean 3,000,000 men under arms—a strain that would have made recuperation almost impossible on this side of the Atlantic, even with the economic strength which this hemisphere possesses.

Russia is slowly making progress with the inch by inch abandonment of communism and socialism. War has ceased in the Near East. Greece and Turkey

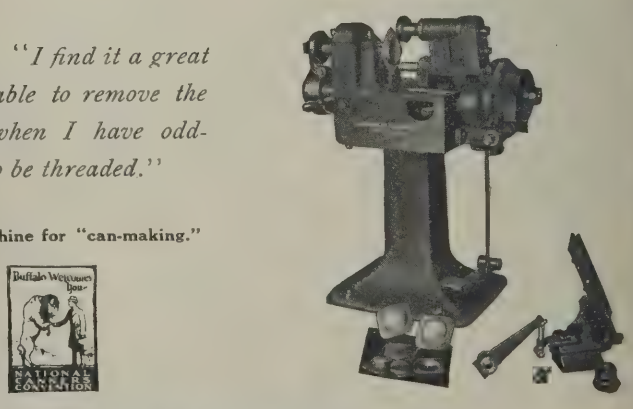


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

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The Saving for 1923 amounts to over $490,000.00.

Saving checks will be mailed to the Subscribers during January.

Call at Convention Booth 69 Broadway Auditorium, just inside the entrance, where you will be informed of the exact amount of your saving for the year.

Lansing B. Warner, Incorporated.
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Officially endorsed by The National Canners Association.

are turned toward progress. The eastern states of Europe are sensibly approaching sound projects for stabilization of budgets and currency. China is still disturbed politically, but her commerce is maintained despite it. The Japanese disaster has had less effect upon her economic stability than many anticipated and has furnished new proof of the great strength and courage of that country. Latin America is steadily increasing in productivity, but currency conditions in some instances leave much to be desired. Except in Mexico there has been a steady increase in political and social stability.

Our own country has shown a more freedom from depressing European economic influences than most others. The explanation lies in the fact that, although our exports are of profound importance, less than six per cent of our total productivity is exported, and of this only about one-half of Europe. The proportion of different products exported to Europe, of course, varies, and European conditions, therefore, have a fluctuating influence upon different industries. As less than one per cent of our manufactured products find their market in Europe, the direct products which are much more dependent upon European consumption, such as wheat and pork products, and we endure both economic and political reactions at home from this latter fact.

In 1923 the United States has witnessed the highest total productivity and movement of commodities since the war, with full employment, high real wages, greatly increased savings, large additions to home building, and the largest increase in railway equipment since the war. The whole has been accompanied by a remarkable absence of speculation, consequent over-accumulation of consumable goods, or dangerous expansion of credit. As we are not in a boom, we can expect freedom from a slump. Some secondary interrogations can be raised as to the effect of the expension of installment buying consumable goods, the acute suffering in the Northwest agricultural areas, the increase on stocks of some commodities, and decrease on some advance orders. These items are small compared to the whole industrial fabric. Taking the country as a whole, we never in history have enjoyed a higher standard of living and comfort, nor so great a degree of commercial and industrial efficiency as today or so wide an understanding of the forces which control the ebb and flow of business. As severe as the situation is the worst of the agricultural States, yet the disparity between agricultural prices as a whole and industrial commodities is gradually lessening and the economic balance is tending to right itself.

A more detailed examination of our own situation based upon the first eleven months and some later data indicates that our foreign trade will show about $4,100,000,000 in exports and about $3,800,000,000 in imports, an increase of 7 per cent in the former and 20 per cent in the latter over 1922. The merchandise balance will be about $300,000,000 in our favor. Net gold and silver imports will be about $260,000,000, or on the face of these figures almost a full liquidation of the trade balance. On the other hand, our very large net expenditure upon tourists, emigrant remittances, and other current invisible items have been apparently liquidated by the very considerable flight of capital from Europe. Our publicity issued loans to foreign countries and enterprises have been about $300,000,000 net for the year, as compared to over $600,000,000 last year.

Our manufactured production taken together will show about 10 per cent higher than 1920 and 15 per cent higher than 1922. The 1923 production of coal and coke shows a great increase, but the strike in 1922 prevents any useful comparison with last year. Production for this year increased over 1922 by about 40 per cent in iron and steel, about 50 per cent in copper, about 60 per cent in automobiles, about 15 per cent in rubber tires, about 10 per cent in lumber, about 20 per cent in cement, about 20 per cent in sanitary ware and about 10 per cent in leather. Textiles were about the same as the year before.

In the agricultural products, cotton production increased about 3 per cent, the total bushels of cereals show an increase of about 3 per cent, pork products about 20 per cent, beef about 5 per cent, with a slight increase in dairy produce.

In construction work the large additions to our railway equipment have enabled the railways to fully handle the traffic for the first time since the war, and marks a great achievement. In building there has been about the same floor space constructed, but there has been a great shift from public construction to make way for private work, as indicated by the decline of over 20 per cent in public building construction, and an increase of about 15 per cent in residential buildings compared to 1922. This shift from public to private construction is also indicated by the fact that conconcrete road contracts declined about 16 per cent,

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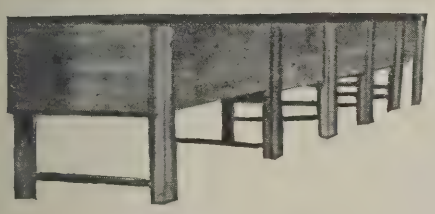
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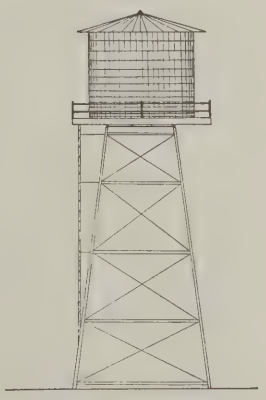
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BALTIMORE, MARYLAND



Patent Pending

The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

PERRYMAN, MD., December 7, 1923

We just want to write you in regards to the splendid success we had with your boxing machine this year. It cased three thousand cases per day for us for forty-two days. I do not think we lost a minute's time with it during the entire season. I would say it was one hundred percent perfect.

Yours truly, F. O. Mitchell & Bro.

WILL BE EXHIBITED AT BUFFALO

Manufactured and Sold by

Westminster Machine Works

Westminster, Md.

while the output of cement, however, increased as above.

In transportation, car loadings were increased by about 15 per cent. Cargo traffic through the Panama Canal doubled—it increased 40 per cent in through Sault Ste. Marie and 30 per cent through the Erie Canal. The overseas tonnage was about the same.

Consumption is indicated by the increase in sales of mail order houses by about 30 per cent, in chain stores 18 per cent, and department stores about 10 per cent over 1922. Postal receipts were 10 per cent greater than 1922.

The stocks of goods generally at the end of this year are somewhat higher than at the beginning of the year and unfilled orders for steel are lower, as are orders for railway equipment. But the large employment bids fair for large continued consumption of goods.

Price levels maintained comparative stability. Wholesale average prices of all commodities declined about 3 per cent for the year and stand 52 per cent above 1913. Average prices for ground crops increased 15 per cent, while live stock declined about 7 per cent. Retail food prices increased during the year about 4 per cent, and the Labor Department Cost of Living Index would show an increase of about 4 per cent.

The national debt has been reduced about one billion dollars during the year, bank debits to individual accounts remain about the same in New York, but increased about 12 per cent in the rest of the country. The money in circulation apparently increased about 6 per cent. Member banks show an increase of about 6 per cent in loans and discounts. The reserve ratio is about the same as a year ago—that is, about 76 per cent. Savings increased about 10 per cent, and life insurance sales about 22 per cent. The financial items, therefore, show a general parallel with increased production without inflation.

In summary, the world situation continues under the European cloud of the reparations dispute, unbalanced budgets, unstable currencies, and the political uncertainties of armies in the old allied states greater than pre war. Yet the realization of the necessity to constructive solution of reparations, the constructive aid to Austria and Hungary, and the projects for budget reorganization in other countries all give hope that we have at last taken a turning.

Our own country has exhibited extraordinary strength and progress. The basis of healthy business activity lies in balanced budgets, stable currency, high production accompanied by proportionate consumption and savings with an absence of speculation, extravagance and inflation. These things we have in the United States. We have even more in the hope of decreasing taxes. The odds are favorable to 1924.

THE ELIMINATION OF EXCESS VARIETIES.

A Consideration in Relation to Inventory Time.

AN appeal to manufacturers throughout the country to give more attention to the elimination of excess varieties during 1924 is contained in a pamphlet just issued by the Fabricated Production Department of the Chamber of Commerce of the United States.

The department suggests that manufacturers who have not already done so undertake to simplify and standardize their products at the next inventory period.

"Wouldn't it be very much worthwhile," the pamphlet asks, "if the amount of physical, clerical and other effort of inventory could be cut in half, or probably even more; the period of plant shutdown greatly reduced, and all the figures available quickly without undue burden on the force, Have you thought of the possibilities along these lines afforded by the elimination of excess varieties and duplications you may be producing and carrying in stock? But increased facilities of inventory taking is only one of the manifold benefits and savings that are certain to accrue from a simplification and standardization project, all of which point to that all-important goal—the elimination of avoidable industrial waste.

"Certain applications and possibilities become evident on first thought. For instance, such items as raw materials, purchased parts, component parts, finished product, cartons, packing cases, terminology, performance, brands and finishes are all amenable to the simplified practice treatment. Consider, also, the extent to which centralized effort is reflected in the functioning and operation of not alone the fabricating, but of the purchasing, the accounting, the engineering, the stockkeeping and all the other departments."

Reductions made by individual manufacturers in certain commodity lines by eliminating unnecessary varieties are shown in the pamphlet, as follows:

Bottles	210 to 20
Bread	15 to 6
Cameras	106 to 67
Cigars	150 to 6
Clocks	600 to 80
Fertilizer	100 to 17
Fine Papers	377 to 56
Forged Tools	2753 to 671
Men's Collars	150 to 25
Saws	660 to 203
Toilet Goods	426 to 140
Wheelbarrows	42 to 16

"It should be observed, however," quoting the pamphlet, "that such an undertaking is not single purpose. Its direct results ramify widely. The dealer benefits through the reduced number of lines with their repair and accessory parts which he must carry in stock; the ultimate consumer finds the ready interchangeability of parts on his several machines of immense value, and the supplier of raw materials experiences a substantial improvement in the facility with which his orders are processed and handled.

"Then, too, this carrying out of individual plant simplification and standardization in no way precludes or hampers the co-operative movement within an entire industry. In fact, it facilitates the broader project. The individual program may, in many instances, be the proper initial procedure in that the potentialities of the work have been appreciated and the increased effectiveness of operation demonstrated. Interest ordinarily would be stimulated to the extent that subsequently all the manufacturers through joint efforts could determine upon a plan for the adoption of a simplified schedule to which the entire industry and trade would gladly subscribe."

"DOES THE TAIL WAG THE DOG?"

We have adopted the Wisconsin Pea Packers Association 1924 form of sales contract.

F. F. O'BRIEN BROKERAGE CO.,
D. E. Greb. Wisconsin Canned Food Dept.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS†—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.15	1.10
Standard, No. 3, f.o.b. County	1.15	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	10.25	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No. 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 3	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.50	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz.	....	37.00
Flats, ½ lb, case 4 doz.	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz.	1.50	1.40
Standards, 4 oz.	....	¶1.35
Standards, 10 oz.	3.00	2.80
Standards, 8 oz.	Out	¶2.60
Selects, 6 oz.	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JANUARY 21, 1924

WEEKLY REVIEW

Tomatoes Advance in the Face of Statistics—The Market Higher and Firmer—Another Good Lesson in Quality—Definite Answer as to Future Prices in the Staples.

TOMATOES JUMP UP INSTEAD OF DOWN—When the first inkling as to the size of the 1923 tomato packs—14,672,000 cases—crept out the latter hours of last week, inquiries began to arrive as to what effect the figures had upon the market. For some reason or other the figures did not disturb us. Possibly we are too well acquainted with the antics of the "festive tomato" to be surprised at anything they might do. But when we ran back over the past few years and compared them with this year, we could well understand the uneasiness of the man who holds canned tomatoes and hopes for high prices. This year's statistics look large, and as figures they are large. But the market is not buying or trading in figures—apparently it is too busy eating tomatoes—and so again we are not surprised to see these same canned tomatoes, after coming close to one record, to go right ahead and establish another—they advance in price, when by all the rules of the game they should have declined. That is the answer to the numerous and insistent inquiries: What happened to the tomato market when the 1923 statistics were made known? It advanced in price, and is stronger today than it was before the figures had been announced! We are obliged to advance our market quotations on that page this week up to $1.35 in the county for 3s, as the inside or lowest possible price, and up to 95c on 2s in the same way, and 1s have gone to 65c. As this section is the controlling factor in canned tomatoes just now, those who may have been hoping for a different story might do well to cease their dreaming and get busy buying, because along with this advance has come unmistakable evidence of a firmer feeling on the part of holders, and a determination to get more for their stocks. These holders know that the great Central West is out of spot tomatoes, so far as the canners are concerned, and they are likewise quite certain that the wholesalers and jobbers are very low on stocks. True, California brought in a decided surprise with its 2,397,000 cases of tomatoes, but they are a long ways off, and present holders in this region are not worrying about them, even if California has any appreciable surplus on hand at this time, which is doubted. For there is the strange thing about it all—in spite of the big pack, the holdings in first hand are light. There is no doubt about this. The people are eating canned tomatoes, and eating them fast, and comparing the packs of the Tri-States with former years, or of the number of 10s or of 2s as packed with former years, will not replace the tomatoes that are gone.

ANOTHER LESSON IN QUALITY—R. W. Messenger say it is due to the improved quality of packing, and explain it as follows:

"Many canners will be very much surprised to learn the size of the tomato pack for 1923. The only just cause for surprise is that with the largest pack of 10s ever made there are so few left. The pack of this size was nearly twice as large as that of last year, and there are just about as many in packers' hands at the present moment as there was last year. This shows the tendency of the times. They note that the pack of 1s was two-thirds larger than 1922, also, and they are about gone; 2s, 2½s and 3s combined only a small percentage larger than last year and going fast.

"WHY this exhaustion of stocks at such an early date, when there was really a large pack made? Because of the improved quality, of course, and the actual shortage in the States which normally pack the best quality, causing buyers to turn to other States and purchase the best quality they could get in those States. Since 1919 canned tomatoes have been better and more palatable than ever before. It took a little time to bring the answer, but the answer is right here now, and if there is no slipping back we can confidently expect a higher consumption of canned tomatoes in future years than we have ever had in the past. But stick by the great lesson of the past five years, stick by the better laws now in force, and by all means improve them."

You may have differed with Mr. Messenger in the past o some of his tomato forecastings, but that he is right this tim a blind man can see with half an eye. Times without numbe any year after year we and other strivers after better qualit in all canned foods have repeatedly said that if you will give th consumer a satisfactory can of food he will keep you busy try ing to feed him. But try to "get by" with a pretty label and sloppy can of poor food and the goods will back up on you warehouse floors and the market drop off in a steadily declinin fashion. The years of adversity seem to have taught the tomat canners, as they did other canners, the truth of these assertions and they set out to pack quality in 1923—or, as we prefer say ing, a satisfactory can of food—and you see the difference in al lines of canned foods. Has the lesson been learned? Undoubt edly, but will it be remembered and followed?

It was easy to predict the result which must follow th packing of quality—satisfactory—canned foods. There was n mystery or science or farsightedness in foreseeing that inevita ble result; it was bound to follow. To the man who knows, th wonder has always been that the consumption of canned food gained as it did in the face of so much poor stuff that was regularly canned. But, now, what will be the result if the quality is not maintained, and if the Smart Alecs try to play on the reputation that is made? We do not believe that it is any harder to predict that result than it was to predict the other If the canners during 1924 are given a fair, average yield by Dame Nature, based upon their present preparations, and do not pack a bang-up, satisfactory article of canned foods in every

instance, they will be in a blue-funk at this time 1925. And not just tomatoes, but peas and corn and other things, too. And what is more, if you scare the consumers off this coming year, you will have a harder time getting them back than you ever had before. They are eager, interested, pleasantly surprised consumers and beginners now, like children; but swindle them next fall in the kind of goods you give them, and they will not only go away from canned foods, but they will tell their children's children down to the third generation to never touch canned foods.

On the other hand, pack the goods in a quality style, and you need not be afraid of what the harvest is or how large the packs of 1924.

AS TO FUTURES—We have an interesting communication from the ex-President of the Tri-State Association, E. M Records, in which he says:

"My attention has been called to quotations on future pack canned foods being sent out by brokers and commission houses. However, these quotations are not over canners' signatures, and, no doubt, in many instances could not be confirmed. These prices are absurdly low, and in some cases below cost of production.

"It has occurred to me that if more canners would publish their prices in your paper it would have a tendency to cause some of our friends to revise their ideas of selling prices. Following up this idea, I am sending you a letter that we are sending out today to our various brokers. If you see fit, we will be glad to have you publish this letter in your valued paper."

And the circular letter referred to is as follows:

"After going into costs for this season's pack very thoroughly, we submit the following prices for 1924 pack canned foods:

Peas

No. 1 Sieve in No. 1 cans Justright Peas at $1.25 per doz.
No. 2 Sieve in No. 1 cans Justright Peas at 1.10 per doz.
No. 3 Sieve in No. 2 cans Justright Peas at 1.40 per doz.
No. 4 Sieve in No. 2 cans Justright Peas at 1.25 per doz.

Tomatoes

No. 1 cans Justright Tomatoes.....$ .70 per doz.
No. 2 cans Justright Tomatoes..... 1.00 per doz.
No. 2½ cans Justright Tomatoes..... 1.35 per doz.
No. 10 cans Justright Tomatoes..... 4.75 per doz.

Corn

No. 1 cans Justright Corn.....$ .70 per doz.
No. 2 cans Justright Corn..... 1.00 per doz.

"Either wood or fibre cases option of seller. Shipments to be made from 1924 pack as soon as packed and ready for shipment. Swells guaranteed either under N. C. A. Warehouse Plan or old plan.

"All orders subject to our confirmation. All contracts are made on pro rata delivery basis.

"E. M. RECORDS & CO."

E. M. Records & Co. hold a high position among the business men of this industry, and their figures might well be taken as indicating the ideas of canners as to future prices on these three important items.

THE MARKET—There is little or no market to report, as the buyers have not as yet decided to come into the market. The indications from all sections of the country, however, are that they will soon want the goods, and are making ready to begin buying. The coming Convention is held out as an excuse, but it is little else. All indications are most favorable; the feeling is strong in practically all lines, and holders show confidence in their goods.

NEW YORK MARKET

Convention the Chief Topic—Good Inquiry for Canned Foods—Plenty of Interest, but Well Suppressed—Tomatoes Show Increasing Firmness—Smaller Fruit Packs in California Cause Surprise—Market Takes on More Strength — Salmon Seems Neglected—Trade Notes.

New York, January 18, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

CONVENTION Breezes Stir the Air—The chief topic of conversation in the local canned foods market is the forthcoming Convention of the National Canners' Association in Buffalo next week. A canvass of the New York market by The Canning Trade's correspondent shows that "everybody who is anybody" in the local market will either attend the Convention in person, or will have representatives at Buffalo to take in the canners' deliberations.

More Buying Interest—While buyers express themselves as being little interested in current offerings of canned foods, brokers' reports indicate that there is a surprisingly good inquiry for canned foods. There is a well-grounded suspicion in some quarters that the buyers are "playing 'possum," and that while they show little interest in canned foods, actually they are in the market for considerable quantities. This attitude has apparently fooled some of the observers of market conditions; but the canners are fully cognizant of the situation and are playing the right game—standing pat and waiting for the buyers to come to them.

Tomatoes Are Firmer—Southern tomatoes have developed new firmness during the week, with quite a good deal of buying interest shown. Particular difficulty is being experienced in obtaining unlabeled tomatoes for prompt shipment. Maryland and Delaware canners are quoting the market at 65 cents for 1s, 92½ to 95 cents for 2s, $1.35 to $1.40 for 3s, and $4.75 for 10s, all prices f. o. b. cannery.

Future Tomatoes—A general opening on future tomatoes is anticipated during Convention Week. Many canners have put out tentative prices, as a sort of "feeler," but formal prices will probably be announced during the coming week. Some 10s are offered on future contracts at $4.00 per dozen, f. o. b. cannery.

California's 1923 Fruit Pack—Telegraphic advices to a local jobbing concern during the week gave a summary of the statistics of the fruit pack in California during the 1923 season. The actual statistics on the pack surprised many members of the trade. The falling off in the production of apricots, pears and peaches came greatly as a surprise, although early estimates of curtailed production of these items had prepared the trade for a falling off. The pack of cling peaches, however, was rather larger than some in the trade had looked for.

More Fruit Demand—Buyers are showing quite a little interest in offerings of canned fruits for factory shipment, and the market is taking on a little more strength. Pears are quoted higher in California, and offerings of New York State and Northwestern canners are also light, with firmer values in evidence. Low-grade peaches are meeting with a good call, but the market for apricots remains dull at the moment.

Tuna Fish Firmer—Tuna is showing more firmness on the spot, and the trade believes that the spring movement will clean up all of the available supply of tuna. Halves bluefin are now quoted at $8.00 per case on spot, and the market for halves whitemeat is held at $12.35 to $12.50, according to brand and seller. Coast stocks are very limited, and the market in California is advancing; indeed, in some instances prices quoted on spot stocks are under the Coast parity.

Salmon Neglected—There has been very little buying interest shown in salmon on spot during the past few weeks, and the market is quotably unchanged all along the line. Coast stocks are not heavy, however, and canners are holding the market firm in the belief that spring buying will clean up the carryover of the 1923 pack.

Warn of Harbor Toll—The National Wholesale Grocers' Association is advising its members to consider the San Francisco harbor toll when making purchases of California canned foods. L. W. Mallory, chairman of the Contracts Committee, writes: "Wholesale grocers purchasing goods from California are, in many instances, required to pay a so-called toll tax, if the shipment moves through the harbor of San Francisco. Upon the products ordinarily shipped to wholesale grocers this toll is usually 15 cents per ton. The question whether this charge is to be paid by the seller or the buyer depends in the first instance upon the terms of the contract between them. Reasonably interpreted, the contract recommended to wholesale grocers by the committees representing the National Wholesale Grocers' Association and the Canners' League of California does not require the purchaser to pay this toll, but in every instance, to make certain, buyers should before concluding a purchase examine any proposed contrast as respects not only this point, but various other provisions in the contract. If grocers buy f. o. b. San Francisco steamer, then the seller pays, or should clearly pay, the San Francisco harbor charges. But if grocers buy f. o. b. San Francisco dock or f. a. s. San Francisco steamer, the point is open to question, unless the contract covers it clearly one way or another."

Sardine Stocks Short—Holdings of Maine sardines in canners' hands are estimated at only about 10 per cent of the normal holdings for this season of the year, and the market is showing a strong tone. Canners expect the spring trade to clear their

holdings. California canners have only limited quantities to offer, and the market on Coast pack is strong.

Notes of the Trade—S. E. Comstock, of S. E. Comstock & Co., well-known canners, of Newark, N. Y., was here during the week, visiting his brokers, Butler & Sergeant, Inc.

Harry Montague, of the Valecia Evaporated Milk Co., of Madison, Wis., was visiting the trade here during the week.

B. F. Shriver, of Westminster, Md., was one of the out-of-town trade visitors this week.

An influx of out-of-town canners and brokers is expected late next week, when the big Convention at Buffalo starts to disband.

George Stocking, of the Central Wisconsin Canneries, of Beaver Dam, Wis., was in the market during the week.

The National Wholesale Grocers' Association announces that its 1924 convention will be held June 3, 4, 5 and 6 at the Congress Hotel, Chicago.

Directors of the Irving National Bank a few nights ago tendered a testimonial dinner to Theodore F. Whitmarsh, president of Francis H. Leggett & Co., following his appointment of the New York Federal Reserve Board.

E. M. Clerke, well known among the local brokerage fraternity, has started a brokerage business at 100 Hudson street, specializing in canned foods and dried fruits.

A. J. Latham, of E. H. Baker, canners, of Middletown, Del., was here during the week, stopping with his brokers, Jessup & Roberts.

N. P. H. Barret, formerly a canner, is now associated with Frank MacMonnies. Inc.

Wiley & Powell have been appointed New York sales agents for the Cutler-Lobinger Packing Co., which, beginning March 1, will operate canneries at Pomona and Ontario, Cal.

ST. LOUIS MARKET

Buyers Are About Finished on Inventories, but Have Not Commenced to Buy—Will Buy More Freely, but Not Speculatively—Inquiries for Tomatoes — Peas Hard to Find—Futures Becoming Harder to Buy —Full Prices Demanded for Corn —Fruits Are Firm.

St. Louis, January 18, 1924.

By "Missouriah,"

Special Correspondent "The Canning Trade."

INVENTORIES About Finished—Distributing outlets are commencing slowly to broaden as dealers are finishing their inventories. However, there is not much of a movement started as yet with staples. Jobbers have been inclined to postpone buying until after the Canners' Convention. Buyers and sellers will therefore exchange views. Merchants throughout the country will then be able to understand the situation better and arrange their buying accordingly. Distributors, as a rule, are optimistic in regard to the future. They expect to make larger contracts and do more free buying during this year than last. They will buy freely, but for actual needs and not for speculative purposes. It is the consensus of opinion of all that during the early part of this year there will be an unusually good amount of buying done.

Tomatoes—While local jobbers are not purchasing tomatoes in a big way, there is much of inquiry being done. Bids made are quite frequently below ruling prices, and concessions are not made by the canners. The popular small size are being held firm in the South in assorted as well as straight cars. Canners say their stocks are moderate and they anticipate a continued demand. There is very little call for gallons, except in small blocks, but no radical cut in prices is made. California quotations are unchanged.

Peas—Cheap old pack of peas are hard to locate, either resales or otherwise. Holders are not long on any grade and are not trying to sell. While there is no speculative movement, there are always some changing hands. Trading in futures is quiet, because much of the urgent business has been placed. Canners still have firm ideas and are not inclined to show any indication of weakness. It is hard to buy Wisconsin futures at prices or in assortments, which makes the jobber satisfied.

Corn—There is not much of a supply of spot corn, so full prices are insisted upon for all grades. Local holdings are less than normal, because many distributors who have bought on contract have not yet ordered shipped in. While some future corn has been sold, much of the demand is for old packs.

Fruits—It is hard to reconcile the firmness and confidence on the Coast and the indifference of local operators. Reports indicate there is a decidedly strong situation in California in all packs, with no surplus to worry about, and hence there is no pressure to sell. In jobbing markets like this, however, the demand for assortments is light and spot goods are preferred. While there is more inquiry, actual sales since the first of the year have shown little change. For the most part the spot market is dull.

Milk—Fluid milk is being diverted from the condensing and evaporating factories to creameries and other fields, and as this has been the tendency for several weeks, the make has been much reduced. The market at present points to working into better position, but the outlets in jobbing markets have not widened sufficiently to make a radical change in the spot situation. There is less pressure to sell goods.

Among the Ozarks—At a meeting of the directors of the Ozark Fruit Growers' Association, at Monette, Mo., officers for the coming year were elected and arrangements were made to market the large strawberry and grape yield that is expected in the Missouri and Arkansas Ozarks the coming season. The Board of Directors organized by electing the following officers: President, Dr. E. L. Beal, of Republic; secretary-treasurer, J. W. Stroud, of Rogers, Ark.; first vice-president, E. N. Plank, of Decatur, Ark.; second vice-president, E. A. O'Dwyer, of Monette. The Strawberry Committee for next year consists of the following: J. S. Atkinson, of Garfield, Ark.; R. F. George, of Pierce City; A. Rhinehard, of Senaca; Charles Appleby, of Fayetteville, Ark.; Bailey Hubbard, of Alba. Atkinson was made chairman of the committee. The Grape Committee was elected as follows: J. A. Eastridge, of Neosho; John P. Davis, of Monette; D. E. Eicher, of Springfield; Felix Andemandi, of Tontitown, Ark.; Sam Flaim, of Knob View; M. Love, of Chadwick; Max Morton, of Farmington, Ark. Eastridge was elected chairman of the committee. The fruit growers are more or less interested in the canning industry. Many of them maintain canneries to take care of the products that cannot be shipped. The Ozark section of Missouri and Arkansas is the largest producer of various kinds of fruits and vegetables in this section, and, as already stated in The Canning Trade, cans a great amount of fruit and vegetables.

CHICAGO MARKET

Buyers About "Set" Ready to Go—Tomato Statistics First Shock and Then Quiet Market—Most Tomato Canning States Known to Be Well Sold Up—Market Well Maintained—Shortage in California's Pack— Pea Prices Entirely Nominal— Corn Is Hard to Find— On to Buffalo.

Chicago, January 18, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

THE Market—The market for canned foods is about as previously reported—the condition being that buyers are not yet entirely through with their inventory analysis, and are, therefore, not prepared to buy regularly for replenishment.

However, they have posted up their stock books to some extent and know pretty well wherein their depleted stocks lie and as to what articles they are short.

It would seem that the present shortage in this market applies especially to canned tomatoes, and most of the buyers are, to a greater or less extent, interested in this article.

Tomatoes—The report of the National Canners' Association, to the effect that the output of canned tomatoes for 1923 aggregates nearly 15,000,000 cases, was somewhat staggering, and for a few days the buyers were very shy in relation to considering purchases, but on analyzing the localities in which the tomatoes were packed, it was found that the big increase over expectations, and over last year, was in California and Maryland, the disturbance as to their views was not so great.

It is realized that California standard tomatoes with puree cannot be used to advantage with the consumers of the Central West, and as Indiana packed about 500,000 cases fewer tomatoes

than last year, the reason for the quick cleanup in that State is apparent.

It is also the case that the firm holding of prices by Maryland and Delaware as to standard tomatoes is evidence of the fact that sales in those States have been larger than was supposed, and that present stocks are, comparatively speaking, light.

Nearly all the tomato canning States, with the exception of California and Maryland, are reported to be well sold up. Missouri, Ohio, Virginia, Kentucky, Indiana, Michigan, Wisconsin and Illinois are practically out of the market, having nothing in the way of canned tomatoes to offer in any size or quality. The position, therefore, despite the largest pack of canned tomatoes since 1918, is, nevertheless, strong and well maintained.

Fruits—A report from Washington and Oregon in relation to canned fruits packed in those States goes to show that those two States packed the largest output of canned fruits and vegetables in their history, but that about 90 per cent of their production was sold for future delivery before it was packed, and that the holdings at present are nominal.

The very low rate of freight which these two States secure to Atlantic port cities and to Europe give them a great advantage in sales of their output over other fruit-canning States, and the quality of their production is very fine.

The report of the output of California canning establishments for the year 1923 has reached Chicago and shows an enormous shortage in several articles.

Canned apricots are about 2,000,000 cases short over 1922.

Bartlet pears are about 500,000 cases short over 1922.

Yellow free peaches are about 400,000 cases short over 1922.

Yellow cling peaches are about 1,200,000 cases short over 1922.

And these figures, which have been issued by the Canners' League of California, are doubtless correct and are almost stunning in their importance.

It will be remembered that the California pack of canned fruits for 1922 was large, but that it was eventually sold down closely so that there was very little carryover, even in the low grade of water and pie fruits, but this tremendous shortage of 1923 pack compared with 1922 shows conclusively that canners of California did not propose to pack in 1923 so as to have a heavy carryover to 1924-1925. The situation as to canned fruits on the Pacific Coast seem to be, statistically, very strong.

Peas—In canned peas for immediate or prompt shipment the market is entirely nominal. Any canner who holds any stock at present is exceptional and is able to obtain almost his own price.

The situation as to stocks is so discouraging to brokers that they will not attempt to look up the special needs and requirements of the buyers as to grades, but are merely offering a few small lots that they can find and let it go at that.

Corn—As to canned corn, stocks in Iowa and Ohio are very low. Wisconsin and Michigan are about sold out, and the Indiana and Illinois canners who are suposed to have some corn on hand have either sold what they are supposed to have, or are inclined to hold whatever surplus they have for a higher market, as they are apparently disinclined to offer whatever holdings they may have at any price.

In futures there is some selling of peas, corn and tomatoes, but not in an important way. The canners and buyers all seem inclined to wait until after the National Canners' Convention at Buffalo next week before entering into active negotiations for future delivery.

The Convention—There will be quite an important attendance from the Central West at the Buffalo Convention of the National Canners' Association—all the States surrounding Chicago will be well represented by canners and brokers, and this city will have a strong representation of buyers and brokers at the Convention.

A great deal of interest is being taken in the result of the discussion and conferences at the Buffalo Convention in relation to the Warehousing Plan for "swells." Most of the wholesale grocery buyers are opposed to it—most of the canners are in favor of it, and most of the brokers are on the fence.

Considerable strength as to the prospects of the adoption of the plan was imparted by a letter of J. H. McLaurin, President of the American Wholesale Grocers' Association, recently published, wherein he stated that he was personally in favor of trying the plan for a year in order to find out how it worked. Most of those who have expressed opinions in relation to the prospects of the plan at Buffalo are inclined to believe that such will be the result of the discussion.

CALIFORNIA MARKET

The Packs of 1923—A Review of the Fruit Crops of the Past Year—Crops Generally Larger, but Packs Are Smaller—Unfavorable Outlook for 1924 Spinach Crop—Sardines Are in Good Demand—Fig Canning on the Increase.

San Francisco, January 17, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

STATISTICS for 1923—The feature of the week has been the announcement of fruit and vegetable pack statistics for California for 1923. These will undoubtedly have some effect on the market, but it is too early to judge just what this will be, or to what extent. The figures for Northern and Central California, where the bulk of the pack is made, were compiled by Preston McKinney, secretary of the Canners' League of California, while the figures covering the pack made in the southern part of the State were compiled by S. W. Cunningham, secretary of the Southern California Canners' Bureau. The figures are as accurate as could possibly be secured, statements having been secured from packers representing more than 99 per cent of the pack. Secretary McKinney advises that the figures do not include fruit salad, since this articles is packed from fruits already covered by the statistics of the pack, nor do they include canned dried prunes. The increase noted under the heading of "Other Fruits" is made up chiefly of figs, which is rapidly assuming importance enough to warrant it being given a heading of its own.

Following are the pack figures for the year, with figures for the two preceding years for comparative reference:

Fruits	1923	1922	1921
Apples	22,697	3,749	98,500
Apricots	1,562,298	3,569,918	1,150,514
Blackberries	118,530	135,289	85,542
Cherries	590,685	557,591	222,772
Grapes	54,210	69,760	91,886
Loganberries	34,553	17,675	6,198
Pears	1,181,565	1,712,773	872,396
Peaches, Free	872,676	1,314,597	1,633,418
Peaches, Cling	6,591,335	7,844,912	4,162,849
Plums	164,402	182,270	141,348
Raspberries	.....	3,182	1,200
Strawberries	6,443	4,412	437
Other Fruits	152,142	61,737	44,791
Total	11,351,536	15,477,865	8,511,851

Vegetables	1923	1922	1921
Asparagus	1,519,756	1,239,839	887,030
Beans, String	96,793	150,988	97,815
Peas	223,923	473,260	86,074
Spinach (Spring)	1,383,831	1,180,525	434,068
Tomatoes	2,924,909	1,925,389	357,092
Tomatoes Products	1,283,198	1,489,617	495,101
Other Vegetables	368,425	444,753	258,767
Total	7,800,835	6,913,371	2,615,947

The pack made in Southern California, which is included in the above totals, was as follows:

Fruits		Vegetables	
Apples	874	Beans, String	39,907
Apricots	330,542	Spinach	109,612
Cherries	1,778	Tomatoes	525,469
Pears	6,245	Tomato Products	298,755
Peaches, Free	268,492	Other Vegetables	141,613
Peaches, Cling	327,434		
Other Fruits	2,342		
Total	937,707	Total	1,115,356

The figures for the pack of fruit do not give the right idea, in many instances, of the real size of the crop. The pack of apricots was less than one-half of that of 1922, yet the crop was larger. However, it ran to small sizes and could not be utilized by canners, who were carrying over low-grade fruit from the

previous year. It is estimated that fully one-quarter of the crop was allowed to go unharvested. The pack of pears was smaller than that of the previous year, yet the crop was larger. Growers shipped a larger part of their fruit in the fresh form and secured returns, in many instances, larger than could have been had from canners. The pack of peaches was more than a million and a half cases smaller than the pack made in 1922, but the tonnage showed no such falling off. The pack of asparagus and spinach was the largest on record, but both lines are well cleaned up, especially the former. The output of tomatoes probably surprised many in the trade, being about a million cases larger than for 1922. The warm, dry fall contributed largely to this showing.

Cold Weather—Very cold weather has prevailed of late in California, and the picking of ripe olives has been curtailed in some places. However, the output for the season will surpass all former records, and pickling plants are operating to capacity. It will be several months before some of these get all their ripe olives into containers.

Spinach—Stocks of California canned spinach are being held quite firmly. owing to the unfavorable outlook for the 1924 pack. The rainfall to date throughout the State is but about one-third of the normal, and the prospects are for a small acreage of spinach.

Salmon—The canned salmon pack for British Columbia for 1923 amounted to 1,341,681 cases, an increase of about 50,000 cases over that of 1922.

Sardines—An increased demand has been noted of late for California sardines packed in tomato sauce, especially for 1s oval. Most of the calls are coming from the Eastern territory, where stocks are said to be very limited.

Figs—Packers of figs are taking great interest in the annual peach and fig institute of the California Peach and Fig Growers to be held at Modesto, Cal., January 17 and 18. Ira J. Condit, who returned recently from a six-month trip to Europe, will give an illustrated talk on fig culture in foreign countries. A feature of the institute will be a display of all grades of real Smyrna figs just as they are harvested from the trees, and California growers will get an idea of just the quality of fruit that must be met in competition for American trade. Growers of Kadota figs are awaiting with much interest the observations of Mr. Condit on Kadota fig culture in Italy. Large acreages have been planted there to Kadota figs, and possibilities of foreign competition in the preserving of Kadotas is of special interest.

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MAINE MARKET

Large Delegation to Go to Convention—No Reasonable Excuse for the Quietness in Trading—Lumber Camp Held Up by Absence of Snow—Spot Goods Gone, Futures Not on the Market—Growers Have Advanced Their Prices—Some News Notes.

Portland, Me., January 18, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

CONVENTION the Talk—The Buffalo Convention is of paramount interest to all of the Maine canning fraternity, and a large delegation will be present. The State will be officially represented in machinery displays by the J. W. Pratt Co., its apple slicer, and the E. M. Lang Co., the "old original" Neverslip solder firm. At the Food Show the Maine Canners' Association is putting on an exhibit of the vegetables and fruits canned in Maine.

General trade among the jobbers is rather quiet, with no "reasonable excuse" offered. Buying is in small lots, but is continuous, and shipments to dealers move in the same way. While most of the State is covered with a few inches of snow, enough to make very fair traveling, the lumbering sections are still bare and operations are at a standstill in most camps. This is partly responsible for the quiet trade, and lumbering is a large part of Maine's winter business.

If present plans materialize, Portland and Maine are due for added business within a short time—we are among the towns now inviting Henry Ford to locate his new plant with us. and there is a reasonable prospect that he may accept Portland's invitation. Our shipping facilities and lack of labor problems carry weight in this matter. From the canner's point of view. it makes farm labor scarce and adds to the production costs of canning; but, of course, that is not to be considered against the immense benefit of having such a plant located here.

Canning interests are quiet, spot goods being gone, and futures not on the market. Corn is usually the first item offered, and there is a feeling among the canners that no move can be made for several weeks yet. The price to growers has been advanced this season, due to the farm labor problem, and there is no indication of any possible cut in other materials which can offset this raise. A cent a pound to the grower means approximately 12c a dozen to the canner in costs. Acreage for stringless beans is also going to cost more money this season, one packer stating that this advance would be one cent per pound. The cost of raw blueberries will not be decided upon for some time, but this year it is intended to install a sanitary inspection system which will demand some changes in equipment and method, and will tend to increase production expense. All in all, it looks as though the general selling prices on Maine canned foods would necessarily be advanced somewhat over last season.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*
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406 Water Street, Brokers
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CANNED FOODS
BALTIMORE, MARYLAND

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE

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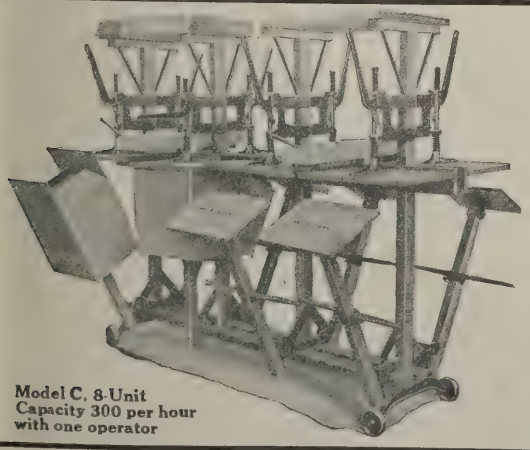
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SMILE AWHILE

GOOD ADVICE

Mrs. Jones—My daughter's teacher advises me to stop her piano practice, as she has no ear for music. What do you think?

Neighbor—I think it is certainly sound advice.

THE SCIENCE OF THE GAME

Mr. Wallnut—I can't see why that roughneck professional wrestler is so popular with the girls. He can't dance.

Miss Foxtrot—He is a little clumsy on his feet, but he knows so many novel holds.

SHE WAS ONE

He—I'll be glad to see the old-fashioned girl come back again.

She—You mean Eve?

BROKE

Mrs. Jenkins—Supposing, Mary, I deduct from your wages the cost of all the dishes you broke?

Mary—Sure, mum, in that case its meself'd be like the dishes.

SOUND ADVICE

"Every time I take a vacation I get lonesome for my work."

"What kind of work do you do?"

"I'm a chiropodist."

"Then, why don't you spend your vacation in a corn field?"

COULD NOT TAKE THE CHANCE

The Mrs.—If I don't get a letter from you every day I'll feel so lonesome I'll come right back home.

Hubby—Never fear, dear, I'll write twice a day.

NOT THAT KIND

The manager of a local hotel, recalling his novitiate as clerk employed in a country wayside house, relates that one morning a guest came downstairs and complained to the proprietor that he had not slept at all.

"I was troubled with insomnia," he said.

"Don't believe a durn word of it," said the indignant host. "Had the place cleaned out only this spring. Show me one, if you can! Show me one!"—Philadelphia Evening Bulletin.

SAFETY FIRST

Agent—Is the head of the house in?

Man—Just a moment. (Calling loudly) Mary! (No answer.) Yes, what was it you wanted with me?—Sun Dial.

NOT SO LOUD

Morgan—That beautiful woman hasn't anything on—"

Harjes—Don't point, but just show me.

Morgan (continuing)—The woman I intend to marry.—Virginia Reel.

SEEING IS BELIEVING

"I hear that Hank had an accident."

"Yes, some one gave him a tiger cub, and told him it would eat off his hand."

"Well?"

"It did."—Wampus.

SWEET REVENGE

First Dentist—How is it that you offered to fix Mr. Peck's teeth free of charge?

Second Ditto—He sold me a second-hand car last winter.—Judge.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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THE BUFFALO CONVENTION—A glance at the Statler Hotel lobby made one think that the whole industry and his wife had come to the Convention this year. And it is a well dressed, prosperous, fat and sleek "bunch" of business men. Some of the "old boys" have been recalling the previous Convention in Buffalo—in 1906—but it is a differently dressed crowd to those days, and we were there and can recall it very clearly. And other things have changed. The man who now runs a whole chain of mammoth hotels—Mr. Statler—in many cities was then a mere restaurant owner, conducting that year the most famous restaurant in the country, famous for his 40-cent dinner, the Statler 40-cent dinner. It was such a good dinner, so well served and in such an attractive dining room that it brought him not only fame, but fortune, and out of it he built his first hotel, within sight of his restaurant, and now operated as the Hotel Buffalo.

Times have changed in the fourteen years since then, but that restaurant is still operated by Mr. Statler in the same place, as attractively fitted out as ever, and he continues to serve that famous dinner, but the price is now $1.10. As then, it is now the best meal in town for the money!

Times have changed, and Statler has added this present mammoth Hotel Statler, in Buffalo, 17 stories high, and a veritable city in itself; he has hotels in Cleveland, Detroit, Boston, St. Louis, and he operates the Pennsylvania Hotel, in New York city, the greatest hotel in the world possibly; but Statler has never changed his original plan of quality and service. There is a lesson here well worth the industry's thoughtful attention. "Quality" is being cried into the ears of all canners—pack "quality" and you will succeed. Experience cries out this truth, and the Buffalo Convention will go down as the exponent of this war cry for the industry from now on. This is the Quality Convention; the sleek and fat canners—yea, the conventionites—are here well dressed and sleek, because during two years thy have produced quality, and the consumers have bought their output down to the last can. It has brought prosperity to the canners and to all connected with them, and it will always do so.

THE CANNED FOODS EXHIBIT—Here was a vast display, a really beautiful and extensive display of canned foods that every man, woman and child felt proud of and marvelled at, such high quality foods and in such profusion. Buffalo has turned to canned foods because of this display and of the good work which the local committee did in putting on a Canned Foods Week in Buffalo during the Convention. They were told about canned foods; they looked at them, found them better than they thought; tasted them, and their surprise and pleasure were further added to, and now they believe in canned foods. Quality!

This exhibit is several times as large as the Atlantic City exhibit, and very much more attractive. The canners did a splendid job of this effort, and we heartily congratulate them. The Canned Foods Exhibit was a real credit to the industry, excellently done

BRACE UP—If the canners could improve the quality of their business operations as much as they are improving the quality of their products, what a march forward the industry would make. But they continue distrustful of their fellow canners, ready and eager to believe anything they hear about a competitor, and no more willing to work together with other canners than they were 16 years ago. When we first reached the Convention individual canners from many sections told us that they were selling futures on the Warehousing Plan; that the jobbers were not asking for the percentage allowance. So great and so widespread were these reports from the canners themselves that we felt most hopeful and happy over it. However, after two days visiting with jobbers and brokers, we saw a change come over them. And soon we began to hear complaints about some canner who was selling on the percentage allowance basis. Did they know he had done so? No, but they had been told so on good authority! The buyers, aided by their lieutenants, the brokers, can always play upon the credulous side of the canners, and obtain the object they have in view. They know the canners will not trust each other as far as you could throw a bull by the tail. Moreover, that they would not think of looking up the accused canner and of asking him plainly if it

be true. If the canners would but do this they would nail the nest of lies and save themselves; but they have not yet gotten to the point of confidence in their fellow canners, because they have no confidence in themselves. The game is hoary with age, but it never fails to work, sad to relate. How can any industry make progress where there is no confidence?

If the buyer or the broker tells you that another canner is making a fool of himself, giving away the goods, being false to his fellow canners, why should you be so anxious to do the things you curse him for doing? Tell the buyer to get his goods from the poor fool! But don't make a fool of yourself, and don't believe all that is told you when a man wants to buy. Even if your competitor has done it, he probably did so because he had been told you had done it. Can't you see how they pluck you clean, because of your total lack of confidence in your fellow canner? If the industry had some backbone it would set a trap for these "baiters," and there would be a grand killing. The next time you are told some canner is selling on the percentage allowance plan, tell your informant you don't believe. Then call up or wire the canner and ask him. Work up some self-protection. And if a canner calls you tell him; confer together against the common enemy, and you'll soon rout the enemy. You must hang together or you will hang separately.

THE CONVENTION REPORT—The Convention report will be made in the February 11th issue of The Canning Trade. A little patience and it will all be in your hands.

SOME PHASES OF OUR FOREIGN TRADE.

By James A. Farrell, Chairman, National Foreign Trade Council.

THE foreign trade conference being held in your city today is an important gathering. It finds its reason in the increasing recognition among our people of the fact that our country requires a permanent and sound development of foreign trade, because American consumptive demands are, on the average, insufficient to absorb the great and growing output of our mines, mills and farms. To meet this situation it is necessary for commerce, shipping and communication to co-operate, as they are inseparable units of a co-ordinated policy in our economic welfare.

These meetings have a distinct function of their own. Not only do they serve to stimulate and keep active the enthusiasm and interest aroused by National Foreign Trade Conventions, such as that held in this city two years ago last May, but they also furnish opportunity and occasion for intensive study of the possibilities of co-operation in the development of the resources of the state, and for the consideration of matters of particular concern to all phases of international commerce.

Cleveland is the center of a district of great industrial productive capacity. Surrounding you are mills and factories, the aggregate output of which is very large; within a radius of a few hundred miles exports for the first nine months of this year have amounted to approximately $350,000,000. You have their questions to answer, similar in character and principle, no doubt, to those of various other localities, but each with its own, one might almost say personal, factor, and these furnish occasion for the thoughtful examination possible in such a conference as yours of today. It is well that these conferences continue, and I am glad to be able to take part in them. I should be glad to see similarcon ferences held in other places, for as they undoubtedly stimulate activity and interest in the localities where they are held, they must also be helpful nationally.

While I am thus interested in the purely local phase of this conference, there are some matters of wider scope of which I want to speak. The first of these is the European situation, and its relation to ourselves. Much time and attention have been devoted to this subject by our Government and our people. And it is quite right that such should be the case. Much emphasis has been laid upon the relation of a going Europe to our commercial welfare, and there is no question that that relation is important. Europe regularly supplies us with a great deal of needed material, and takes a considerable part of our products. The lessening in the capacity of Europe to buy and sell unquestionably affects our commerce, but there is no information on which we can base an assurance that the European market can be restored within a stated time, nor that her economic interests may not eventually lie in directions antagonistic to our own.

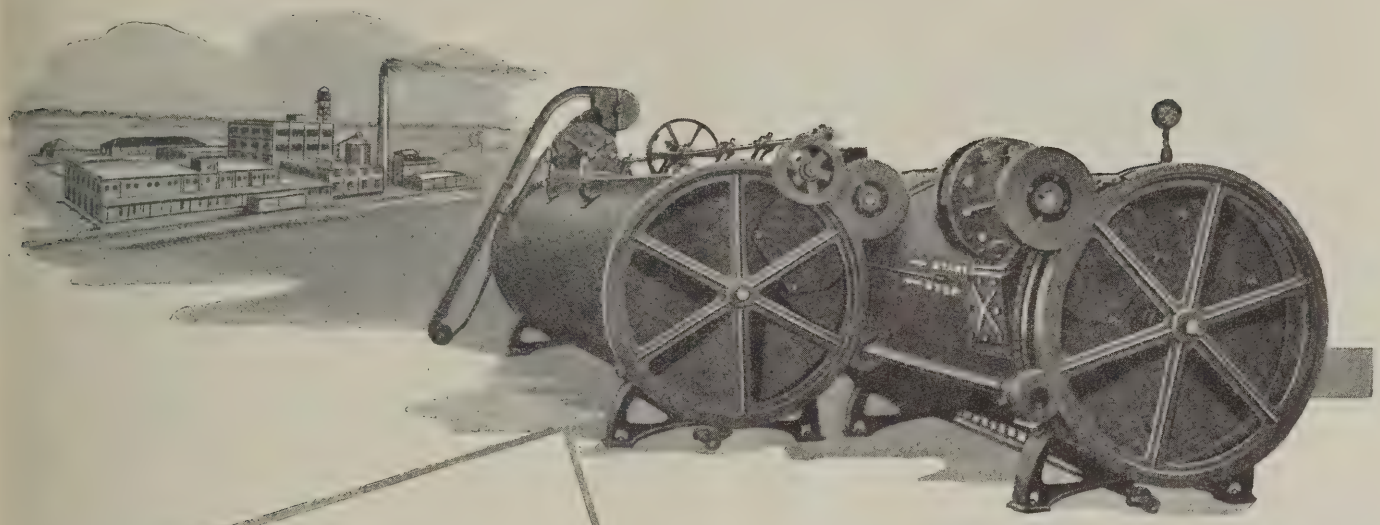
Are we to retire from foreign trade because Europe is not now able to continue her accustomed rate of buying and selling? I think not.

In the first place, our participation in foreign trade is not now, and never has been, merely a matter of preference on our part, or even a matter of convenience. On the contrary, it has been and is a matter of economic necessity. The first men who landed on our shores from Europe needed and had to have supplies of various sorts from the countries from which they came. Our import trade began at that time, in the supply of these wants. So, also, our export trade began then, in the shipment back of the products of this land; and by this means those first comers paid for the necessary things they received from their old homes.

That same necessity exists today. However it may have shifted in its application, whatever change may have occurred in the details of our international trade, the principle of need and the satisfaction of same that operated in the very beginning is precisely the same principle that is in operation today.

So I say it is not within the scope of our preference or convenience to attempt to retire from foreign trade now just because Europe has become a chaos of political conflicts that seriously affects her ability to buy and sell. We must in any case go on in the development of our foreign trade. The need of our first settlers that had to be supplied by the importation of various articles from other lands was no more urgent and compelling than the need of our manufacturers today for foreign markets that will absorb part of their production and permit them to keep their plants busy and furnish employment to our people.

(To Be Continued Next Week)



We made the largest pack of Whole Grain Corn and Peas last year that we have ever made—120,000 cases and did it with less trouble, less labor, less fuel than we ever did a smaller pack due to our "Pressure Cooker."

We have had less leaks and swells than ever due to a uniform cook, the contents of every can cooked and cooled alike; opens with the same color as when it was placed into the can.

We think more of this machine than any machine we have in the plant. Not a bit of trouble in getting 3,000 cases or better per day.

F. O. Mitchell & Bro.,
Perryman, Md.

Jan. 5-1924

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The detailed qualities of construction cannot be gauged by any former standards; they are unique and can best be appreciated by the description in our new bulletin pertaining to this equipment, copy of which will be gladly furnished upon application.

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BRIEF NEWS FROM THE CONVETION

THE BIG CROWD AT BUFFALO

THE DETAILED REPORT WILL APPEAR IN THE CANNING TRADE OF FEBY. 11th.

Possibly no local convention committee in recent years worked as hard or as well to make a success of the Convention as did the Buffalo Committee, and the result of this work was shown in the advance registrations, which gave promise of a 5,000 attendance. This figure was not reached, but whereas a normal canners' convention runs about 3,000, the Buffalo Convention is near 4,000.

* * *

And the Convention has gotten back into its old stride and habit. Cold weather with blizzard trimmings. Saturday night Buffalo began to take on its first real wintry weather, and every conventionite will testify that it has been real winter every moment since.

* * *

A gale varying from 40 to 50 miles per hour, with the thermometer 7 degrees below zero, greeted the Convention Monday morning, and continued all day and night. Tuesday morning the wind had died down somewhat, but later in the day it recovered and blew as hard as ever. The streets were covered with ice from the early rain on Saturday, and on top of this had fallen a light snow, making conditions just about as dangerous and disagreeable as could be. It was dangerous to venture on the streets, because of the wind and ice, and most disagreeable on account of the intense cold.

* * *

So the Convention is "staying indoors." Fortunately, all meetings are being held in the Statler Hotel and the Convention is living at that hotel. The machinery show, about six blocks away, is being badly neglected. Monday and Tuesday may as well be said to have been lost to the exhibitors. The same is true of the Canned Foods Show, a dozen blocks up the other way. Most visitors to the Convention have seen neither.

* * *

Buffalo is hospitality, kindness and consideration itself. Attendants at the Machinery Show find nothing too good for the visitors, and no trouble to comply with requests. The Statler force has stood up splendidly under the terrific strain of trying to feed nearly 4,000 three times a day, after turning over one of their main dining rooms as a meeting hall. Buffalo is doing everything in her power to make amends for the bad weather. For those who can stay indoors there has been comparatively little inconvenience.

* * *

The Machinery Show is a magnificent display, well arranged and beautiful to look at, and the building quite well heated—very well heated considering the conditions. Monday it was a torture to get to and from the show, men being blown off their feet and injured, and ears and noses nipped by the cold; but once inside all found it comfortable. There is not much new at the show, but all old faces are there, and everybody happy, because business is good.

In recent years there had been no "Hotel Headquarters," and everybody cried loudly for the return of this custom. Now they have a "Hotel Headquarters"—the Statler—and, as we have intimated, this is fortunate, owing to conditions; but there will not be many buttons left on clothes by the end of the week. The crowd is dense, milling around constantly with no chance to sit down—except in the meetings—and for the first two days they did not patronize the meetings well. These were very lightly attended. Canners, wholesale grocers, brokers and machinery and supply men preferred to "visit with each other."

* * *

President Anderson, who this year brought his brother with him, threw the meeting of the Board of Directors—always the first meeting—open to the public, or it would be more correct to say decided to hold it in the great ball room, so that everybody could attend, and the move was not a success. There is always a great deal of real work done at the board meetings, to be submitted to the Convention for approval during the week. You can't do this kind of work with a crowd. These meetings were never held behind closed doors. But a small body of men can better handle and thresh out a question than can the multitude. The new move should not again be attempted.

* * *

The question above all others of this Convention was the Warehousing Plan. The jobbers and chain store men from all over the country are here, and they have been in conference with the committee of canners almost since the first. Tuesday evening, near 6 P. M., the jury rendered the verdict. The Warehousing Plan was adopted as covering all jobbers' or wholesalers' warehouse stocks, the National and the American Wholesale Grocers' Associations accepting it, to be tried out for a year. The chain stores have not done so. Prof. E. J. Lea, representing the pure food authorities, acted as chairman of the conference, and government and state food officers endorsed the plan. A slight compromise was asked to cover the retailer who had a single can of spoiled goods, and it was agreed to permit its destruction when and where found, and that seller and buyer might make such allowance as seemed right to cover such cases. Both sides agreed that the plan was to stand or fall on its own merits, and that there was to be no propaganda for or against it by either side during the year in which it is to be tried out. So the plan is now a reality, and canned foods are to be traded in on this method until proven unsatisfactory.

* * *

When this result was announced a canner expressed the view that the battle had been lost, claiming that by granting a percentage allowance to cover these small retailer, single can cases the industry was not insuring the destruction of unsuitable goods, and was, in fact, granting the jobber even more than they asked, covering their large purchases in warehouse and refunding on all retailers' claims. They are wrong in this. So it is estimated that the warehouse

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Ask for our Superior Line for your Fancy Grade.

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Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

stocks constitute 80 per cent of the goods, thus leaving only a small portion of the packs in danger of percentage claims. The pure food authorities, who are seeking to protect the canners, as are the canners, too great complications if the single can in the retailer's hands had to be handled through the warehouse, and they objected and asked to be allowed to destroy it when and where found. If the canners allow themselves to be imposed upon through this means it will be their fault, and not the fault of the plan. An allowance of 1-10 of one per cent is conceded to be ample for all goods under this claim.

A MILLION CALLS FOR INFORMATION ON FOREIGN TRADE.

Annual Report of U. S. Commerce Department Bureau Chief Shows Enormous Increase in Number of Requests from American Firms for Information About Foreign Economic and Commercial Conditions.

A RECORD of nearly a million requests for assistance for American firms engaged in foreign trade is announced in the annual report Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce. This figure for 1922-23 is just double that for 1921-22, the previous high record. This striking increase in the demands for services from the government trade-promoting bureau indicates impressively the growing appreciation of the importance of foreign sales in maintaining American prosperity and in relieving the possible depressive influence of surplus farm products and manufactures, the report says:

International trade is characterized now as never before by extreme fluidity and swift readjustment," Director Klein declares; "voilent exchange fluctuations, shifts in consumptive capacity and standards of living, sudden upsets of trade balances, dislocations of old trade routes, restrictive commercial legislation and taxes—all these are now entailing confusing changes of vital concern to the American manufacturer and farmer having increasing surpluses to sell abroad. These growing complexities must be followed and studied if American merchants and producers are to compete successfully with their foreign rivals."

The maintenance of a fact-finding organization comparable to this Bureau would be financially impossible for any private corporation, whereas the Government agency, because of the exceptional collaboration it enjoys with foreign officials, American trade organizations and journals, and large numbers of exporters and manufacturers, has been able to handle trade inquiries and problems at an average cost to the taxpayer of about $2 per assignment or case. Against this average $2 outlay, the Director enumerates a long list of specific export transactions effected through the bureau's facilities by individual firms, ranging in value from $6,000 up to $750,000.

The American trade and news press, according to Director Klein, deserves much credit for the success of this unusual achievement in government service. Through the cordial co-operation of leading dailies and trade periodicals throughout the country the Department of Commerce has placed information regarding specific sales openings and trade opportunities befor a weekly audience of not less than 7,500,000.

Strengthening of the Commerce Department's for eign offices, material improvement in its thirty-fiv "service stations" throughout the United States, th expansion and speeding up of its statistical work, th addition of new experts for its commodity and tech nical divisions, and the enlargement of its domesti commerce promotion service are mentioned by Directo Klein as features in the program of the Departmen for the coming year. "The ability of the Bureau t take an effective part in recent crises in the coal indus try and in transportation, because it had on its com modity staff highly qualified experts in those lines, ha been convincing proof that experts equally well qual ified in other commodities can render unique service i the distribution field and will not in any way duplicat or overlap the activities of any other organizations public or private," Dr. Klein declares in support of his discussion of plans for the enlargement and improvement of the staff of the bureau.

CANNED MILK IN THE NETHERLANDS, EAST INDIES.

Practically All the Europeans Use It. Natives Drink Fresh Milk of Water Buffalo.

THE city of Batavia, with the districts of Weltevre and Meester Cornelis, in the Netherlands East Indies, has a population of about 775,000, and the supply of fresh milk for this city is neither adequate in quantity nor satisfactory in character, says Consul C. L. Hoover, of the State Department. Most of the present supply of fresh milk is shipped in by train from two towns located, respectively, about 30 and 80 miles from Batavia, where the country is more suited to dairying than that surrounding the city. A few cows are kept near Batavia and produce excellent milk, which is consumed in the various hospitals, only a small quantity being available for distribution to the public. But little, if any, of this milk is consumed by the natives, whose limited requirements are met by a small amount of fresh milk from the water buffalo, or by canned, condensed, evaporated or sterilized natural milk.

Practically all the Europeans use canned milk. Either condensed milk or evaporated milk is used for cooking purposes, while for drinking and feeding babies the sterilized natural milk is, of course, preferred. It is difficult to determine which kind is most popular with the natives and to what use they make of it. Most dealers seem to think that the natives prefer the condensed, sweetened milk, and use it rather as a sweet than as a food. However, some of the dealers claim that the natives are beginning to use the condensed milk for the same purpose as the Europeans. It is certain that its use other than a sweet is not widespread, even though it is growing. There is, nevertheless, a potentially great market among the natives, as there is a very slow, but steady, rise in the standard of living. Naturally, the use of canned milk increases more rapidly in places where the contact between the natives and Europeans is more intimate.

NOT PARTICULAR

The Bootblack—Light or dark, sir?

The Absent-minded Professor—I'm not particular, but please don't give me the neck—Puppet.

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

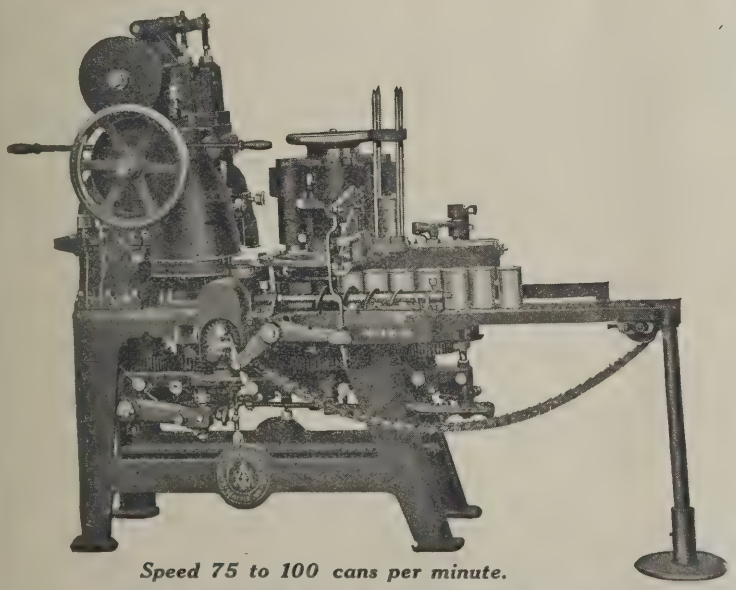
Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.

Troyer-Fox



Speed 75 to 100 cans per minute.

NON-SPILL CLOSING MACHINES

are heavy and substantially built.

No small parts to give trouble.

No hair-trigger adjustments.

They keep going.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.,
832 Fort St.,
Honolulu, T. H.

THE U. S. CHAMBER OF COMMERCE MOVES FOR TAX REVISION.

A TAXATION program carrying thirteen recommendations for repeal and reduction of present federal taxes and for changes in the administration of federal tax laws, the work of a special committee of the Chamber of Commerce of the United States, was made public by the Chamber preliminary to submitting it to a referendum vote of member organizations.

The report goes at length into the subject, the committee supporting its proposals in each instance with material showing the effects of the present law as well as the effect of present methods of administration.

The recommendations of the committee are as follows:

1. There should be a revision of the normal and surtax rates on individual incomes to an extent equal in its results on revenues to a large part of the surplus anticipated at the end of the fiscal year.

2. In the rates of federal income tax there should be reasonable differentiation between earned income and other income.

3. War excise taxes confined to particular businesses should be repealed.

4. There should be an amendment to the Constitution permitting non-discriminatory taxation reciprocally between the federal government and the states of income derived from future issues of securities made by or under the authority of federal and state governments.

5. There should be set up in the Treasury Department, independently of the Bureau of Internal Revenue, a board of tax appeals, under such conditions of salary and otherwise as will make it possible for the Secretary of the Treasury to obtain the services of men of the highest ability.

6. The Commissioner of Internal Revenue should be freed of all duties with respect to the prohibition act and the narcotic act.

7. In the administration of tax laws such conditions for recognition of merit, salary and permanency in tenure for competent men should be established as will make possible an efficient organization and reduce turnover of responsible employes to a minimum.

8. Congress should direct the Commissioner of Internal Revenue to decentralize administration as rapidly and as far as possible, and to report to Congress not later than January 1 of each year upon the progress which has been made.

9. The various parts of the Bureau of Internal Revenue now located in Washington should be brought together in one suitable building.

10. Arbitrary assessments designed to extend the limitation period fixed in law should be prohibited.

11. Taxpayers should be informed of all rulings which may affect their rights, adversely or favorably.

12. Congress should expressly authorize the filing of a tentative return on the present due date with a right to file a final return not more than three months later.

13. There should be created a joint committee, with members from both houses of Congress and representatives of the public, to make a thorough study of federal taxes, simplification of the law for the income tax, and improvement in administration, and to report its recommendation to Congress.

The members of the committee who signed the report are:

James R. MacColl, President, Lorraine Mfg. Co. Pawtucket, R. I.

Dr. T. S. Adams, Sheffield Scientific School, New Haven, Conn.

Arthur Andersen, Arthur Andersen & Co., Chicago, Ill.

Guy W. Cox, Vice-President John Hancock Mutual Life Insurance Co., Boston, Mass.

Philip H. Gadsden, Vice-President, United Gas Improvement Co., Philadelphia, Pa.

Dr. John H. Gray, 115 Nevada street, Northfield, Mass.

Finley P. Mount, President, Advance-Rumely Co., Chicago, Ill.

J. H. Scales, Treasurer, Belknop Hardware and Mfg. Co., Louisville, Ky.

Hamilton Stewart, Vice-President, Harbison-Walker Refractories Co., Pittsburgh, Pa.

Henry M. Victor, Vice-President, Union National Bank, Charlotte, N. C.

Other members of the committee, who did not attend the meeting at which the report was drafted, are:

Thomas N. Dysart, Vice-President, William R. Compton Co., St. Louis.

Granger A. Hollister, Vice-President, Rochester Gas and Electric Corp., Rochester, N. Y.

Frank J. Moss, President American Sash and Door Co., Kansas City.

Henry C. Stuart, Elk Garden, Va.

In connection with its recommendation for reduction of income taxes the committee declares that taxation of personal income affects not only the persons involved, but business conditions in general. "If investors are required to pay excessively heavy surtaxes upon ordinary investment income, while they have the easy opportunity of investing in state and municipal bonds substantially exempt from all taxes," says the committee, "private industry suffers, the interest rates which it must pay for capital are increased and prices must be raised to cover the increased cost of capital. Excessive surtaxes thus injure every consumer who is adversely affected by high prices and the general body of consumers would gain in reduced cost of living by a reduction in the upper surtaxes."

The reduction of rates on individual incomes, the committee points out also, will reduce inequities such as exist in the case of partners and individuals engaged in business as compared with corporations.

Urging differentiation between earned and unearned incomes, the committee used the words earned income, in the sense of income earned directly by personal exertion. This is especially desirable, the committee holds, when income from investments in public obligations is wholly or partly free from tax.

The administration of many of the war excise taxes, according to the committee, has resulted in absurdities. "Very frequently," the committee asserts, "they harass industries which they affect to an extent which is beyond any justification in the revenue they produce. They make distinctions not existing in fact, and place the business they affect at a disadvantage with other businesses."

THIS IS THE HOUSE OF SERVICE

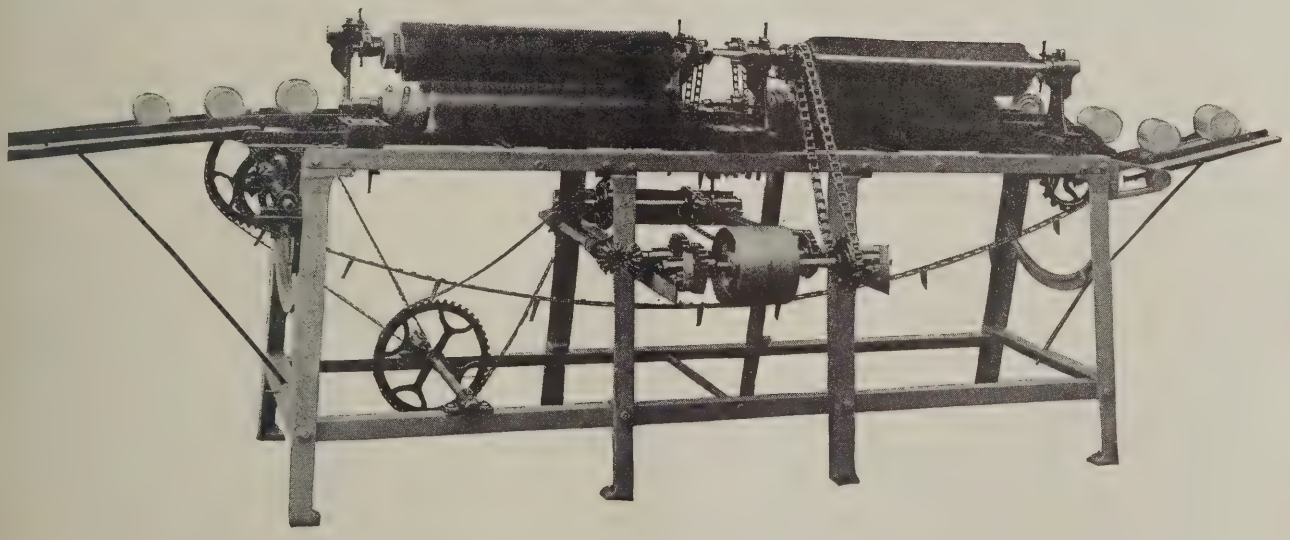
CANNING MACHINERY OF ALL KINDS



RETORTS
All Sizes



ROBINS ROTARY
Tomato Washer, Durable,
Practical, Economical.



ROBINS-BECKET CAN CLEANING MACHINE
This illustrates the Double Machine for cleaning tops and bottoms and bodies. We also make a Single Machine for cleaning tops and bottoms. Cleans cans from flats to No. 10's

A. K. ROBINS & COMPANY, Inc.

Manufacturers of Canning Machinery BALTIMORE, MD.

In Attendance

R. A. SINDALL, *President* HARRY STANSBURY, *Vice President*
PHIL KEINES CHAS. NORBERG JOHN EVANS

As to its recommendations for a constitutional amendment dealing with non-taxable securities, the committee says the evils flowing from the present situation are well known, and it classes as the greatest evil the circumstances that persons evading national taxes through purchase of tax exempt securities are able to put on persons with smaller incomes a proportionately heavier burden of income tax.

The committee urges creation of a board of tax appeals on the grounds that conditions of administration under the present method have reached a crisis, and that the income tax is being rapidly discredited through its administration. "The difficulty," the committee declares, "does not exist in lack of honesty of purpose of the administration. Delay in audit of returns has seriously and adversely affected the interests of many thousands of firms and individuals. Twenty thousand employes of the Internal Revenue Bureau constitutes a vast army representing the commissioner, and the members of it act as prosecutor, judge and executor in determining and collecting billions of dollars in taxes.

Both the taxpayer and the Bureau of Internal Revenue should be able to go to a board of tax appeals for a final determination, within the Treasury Department, of contested points with respect to any additional assessment or any remission of taxes and decisions should be binding alike, so far as administration of the law is concerned, on both taxpayer and the bureau."

Duties of the Commissioner of Internal Revenue in enforcing the prohibition and narcotic act, the committee declares, in recommending that he be freed of them, are of a nature requiring diversion of his attention from the task of administering the income tax law, a most important task within itself.

Rapid changes of personnel within the bureau, the committee says, now cause taxpayers much delay, many inconveniences and often largely added expense. This and other reasons make, according to the committee, prompt the recommendation for a plan which will bring permanency in tenure for competent employes.

Decentralization of administration, proposed by the committee, is necessary, it is set forth, to expedite cases, as well as to add to the convenience of those who now are forced to make long trips to Washington. The same reasons govern the recommendation of the committee for housing the various units of the bureau in Washington within one suitable building.

Discontinuation of arbitrary assessments is proposed, the committee says, because the practice has abused the rights of taxpayers. "The statute of limitations was placed in the law," says the committee, "to confer rights upon taxpayers after administrative officials had had the full opportunity which Congress considered adequate to make their investigations. The Bureau should in good faith complete its assessments within the period established by law."

Secret or confidential rulings for the use of administrative officials, the committee holds, should be discontinued entirely.

As regards tentative returns, the committee says that previous general extensions of time for filing complete returns has not mitigated difficulties, because extensions have been authorized only within a short time of the date when returns were due.

The joint committee proposed, the committee declares, is necessary for a thoroughgoing study and investigation as a means of doing away with inequalities and of simplifying the laws.

W. E. ROBINSON PLAYS SANTA CLAUS.

W. E. ROBINSON, of Belair, Md., is one of the leading canned goods brokers of Maryland, but he found time recently to play Santa Claus for 2,100 orphan children in the Near East.

Here's how it happened. Miss Alice Rouse, of Belair, also widely known in Baltimore, is teaching 2,100 boys and girls in the Syra orphanage, Greece how to play. Before the holidays Miss Rouse wrote to Maryland Headquarters, Near East Relief, asking if it wasn't possible for her home state to bring some cheer for Christmas to the little ones under her care. In response state headquarters told Mr. Robinson that an appeal was being made for everyone to hang an extra stocking on Christmas for those Near East children. Mr. Robinson heartily took up the idea and became chairman of a committee for Harford county that got hundreds of filled stockings for the little ones under Miss Rouse's care. These stockings were sent to Syra, and reached the children there in time for their Christmas season, which comes later than over here. The orphanage at Syra is under care of the Near East Relief.

THE MERCHANDISING BROKER.

By John A. Lee, Secretary-Treasurer Western Canners Association.

THE merchandising broker seems of late to have but few friends and many critics, and yet he has his place in the economy of distribution, and should have at least a small spot in the sunshine.

The fellow that most of the critics are shooting at is really not the merchandising broker, but the food jobber who buys and sells on his own account at a profit, who is a buyer of bargains and large blocks of goods, and as a quantity purchaser secures concessions and resells to the wholesale trade, large or small, usually small, and makes a profit.

His business is legitimate and he has a right to pursue it, for he invests his capital and takes the risk of owning and carrying the merchandise. He is a jobber, however, as long as he confines his sales to the wholesale trade, for when he sells to the retail trade he becomes a wholesale dealer.

This trade distinction is clearly recognized in Europe as jobbers are very prevalent there and usually specialize in a few articles, sometimes only in one.

Coffee jobbers, sugar jobbers, tea jobbers, rice jobbers are numerous in the United States and seem to have established a place for themselves in the general recognition of the trade, and there are a few canned food jobbers.

They all carry stocks usually in public warehouses and are considered a convenience to the wholesale trade because they operate on very small margins, save the difference between local and carload freight, enabling wholesale grocers to carry small stocks and to make quick turn overs in merchandise. They do not usually represent manufacturers as agents or brokers, but buy and sell on their own account.

Sinclair-Scott Company

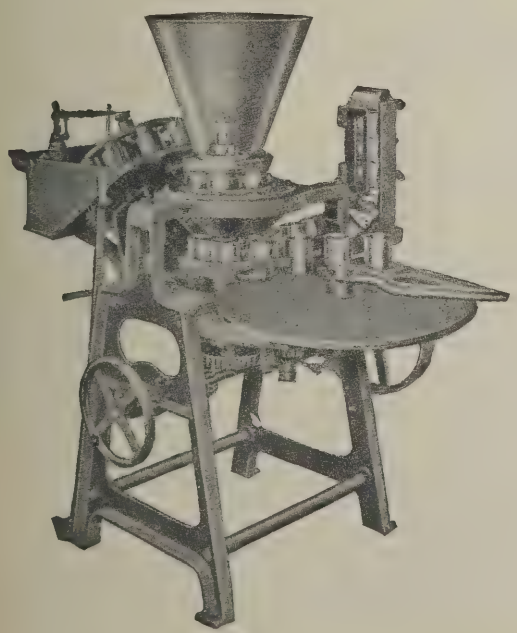
Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

Ayars "NEW PERFECTION" Pea and Bean FILLER



No valves to wear out and leak brine on the floor.
Will not waste brine.
Fills absolutely accurate.
Has positive can feed.
Does not cut Peas.
Guaranteed capacity up to 129 cans per minute.
No Cams. No Levers.
Has no RUBBERS to catch cans after they become worn.
Only Filler for BAKED BEANS.
Has separate measure and separate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Model made for No. 1, 2, 3, & 10 cans.

AYARS MACHINE COMPANY

SALEM
NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada

The enormous assortment and variety of goods a wholesale grocer must carry precludes the idea that he can buy goods in carload lots or large invoices, for his interest and carrying charges would eat up his profits and then some. So much for the jobber who is confused frequently by uninformed critics with the merchandising broker.

The criticisms referred to are usually directed against canned food or dried fruit brokers who carry consigned stocks in wharehouses and who either bill the goods themselves, or have them billed by their principals, the manufacturers.

They do not invest their money and do not make a profit on the goods, but receive only their regular brokerage on sales and do not take the risk of declines or benefit of advances. They are really manufacturers' agents.

This kind of a broker receives goods on consignment from his principals, and secures to the wholesale grocers, the advantage between carload and less than carload freight rates, which differences are exorbitant under present railroad classification and administration, and if not overcome would be prohibitive in many instances.

This merchandise broker or manufacturers' agent is a legitimate broker and his services to the wholesale trade are valuable. He sells quantities or car loads whenever he can do so, but otherwise, sells his consigned warehouse stocks, or makes up pool cars to save the difference in freight against less than carload shipment.

It is frequently the case that dried fruit packers or canned foods packers have not good winter storage and want to ship their surplus to city frost proof warehouses, or that having a surplus, they may want to ship to public warehouses in cities where money can be borrowed on warehouse receipts and the goods held until sold.

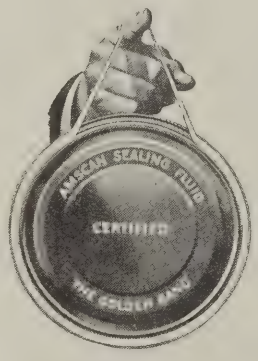
The broker, who serves his clients in this method of handling merchandise, is what I would call a merchandise broker or manufacturers' agent, but he is not a jobber and there is a marked distinction.

Such brokers represent their principals, the manufacturers, and sell goods for direct shipment from their factories, sell goods for prompt and future delivery, and perform all the prescribed duties of brokers, and of course, do not sell retailers.

If this method of handling consignments from their principals is condemned by critics, I would call attention to the value and convenience of it to wholesalers, and the fact that it is in conformity and co-operation with the avowed policy of wholesale grocers in recent years, to carry small stocks and buy for immediate wants.

It might be held that sales by merchandising brokers, or manufacturers' agents, in less than carload lots to small wholesalers interferes with the larger wholesale houses which buy largely.

This is seldom the case as my experience is that wholesale grocers do not usually care to do a jobbing business or to sell in jobbing lots to each other. They do not find it profitable to do so as the margin of profit obtainable is less than their average expense for doing business, and when they pay brokerage on such sales, there is no profit left and frequently, a small loss when expenses are considered.



We have named

Amscan Certified Sealing Fluid

(Color Certified Harmless To Foods)

The Golden Band

because it is the finest product of our laboratories. It not only is Golden in Color but Golden in Profits to the canner in the increased percentage of Perfectly Sealed Cans he produces when they are sealed with **The Golden Band.**

Canners: It is to your interest to make sure that your Canmaker always lines your cans and covers with **Amscan Certified Sealing Fluid—The Golden Band.**

Write for our booklet. "The Science of Sealing" and Sample can end lined with

THE GOLDEN BAND.

OTHER PRODUCTS:

Amscan Sealing Fluid
Amscan Certified Sealing Fluid
Supplied either in Concentrated or Ready-For-Use Form and either Fireproof or Non-Fireproof
Pure Food Oilproof Sealing Fluid (For Edible Oils, Lard, Peanut Butter etc.)
Hermo Oilproof Sealing Fluid (For Oils, Paint, Varnish, Gasoline, Benzine, etc.)
Amscan Solder Flux (Solid or Liquid Form)
Pastes and Pick up Gums for Labels

CHICAGO OFFICE
20 E. Jackson Boulevard

The Max Ams Machine Co., Laboratories.

Originators of the Sanitary Can and First makers of Sealing Fluid in the World.

101 Park Avenue New York, N. Y.

LONDON, ENGLAND
50-51 Lime Street-E. C. 3

ROCHESTER OFFICE
705 Commerce Building

MAX AMS MACHINE CO. FOR ALL SANITARY CAN SYSTEMS PRODUCTS NEW YORK CITY

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling West Virginia

NEW YORK OFFICE
Room 1313-32 Broadway

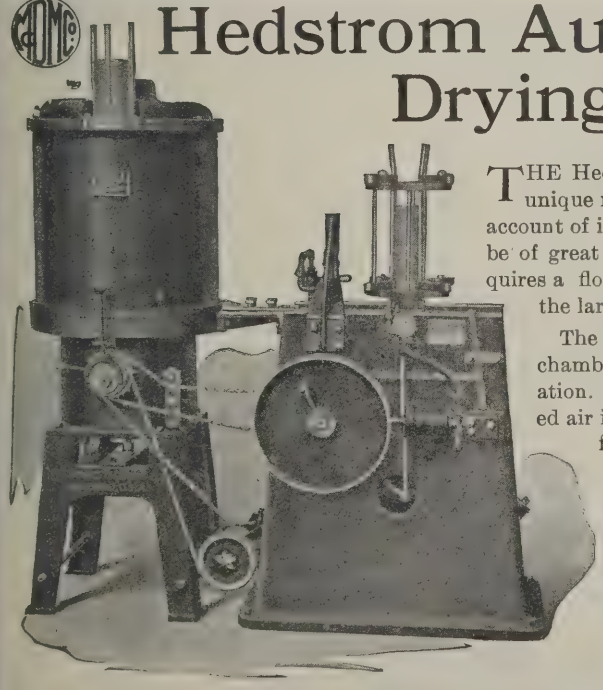
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

Hedstrom Automatic Compound Drying Machine



THE Hedstrom Automatic Compound Drying Machine employs a new and unique method for drying the compound applied to sanitary can ends. On account of its extremely simple and compact construction, this Dryer is sure to be of great interest to all makers of sanitary cans. The complete machine requires a floor space of only two feet square and is a decided improvement over the large, cumbersome machines now being used for this purpose.

The can ends are individually fed and slowly rotated through the drying chamber, insuring an even distribution of compound during the drying operation. The Spiral movement of the ends creates a natural agitation of heated air in the chamber, so the compound is thoroughly dried, absolutely free of blistering, with a surprisingly small amount of heat.

The machine as shown, was exhibited at the Canners' Convention and was considered the most unique and satisfactory Drying Machine ever offered. The Dryer is operated in connection with our No. 1 Single Spindle Compound Applying Machine, but when equipped with the necessary attachments may be used with other types of Applying Machines.

Write us for further particulars.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

Then wholesalers specialize largely on goods under their own labels for they will not handle goods under a competitor's label, and stripping off labels and relabeling is expensive and troublesome.

Some wholesale houses carry stocks of unlabeled canned foods, or such goods under packer's labels and are thereby better prepared to sell to other wholesalers, but such houses are few and exceptional.

The merchandising broker, as I classify him, and view him, is a valuable ally to the wholesale grocery trade. A jobber is, on the other hand, a competitor of the wholesale grocer. Both have their places in the economy of distribution, for commerce is world wide and as free as the air, and its laws recognize service only, and do not countenance intolerance.

THE POSITION OF CANNERS LEAGUE OF CALIFORNIA ON HANDLING OF SWELLS.

NOTE—A number of requests have been made that the Canners' League of California issue a statement which sums up the attitude of its members on the Zone Warehouse Plan. Complying with these requests a statement along these lines has been prepared, and is as follows:

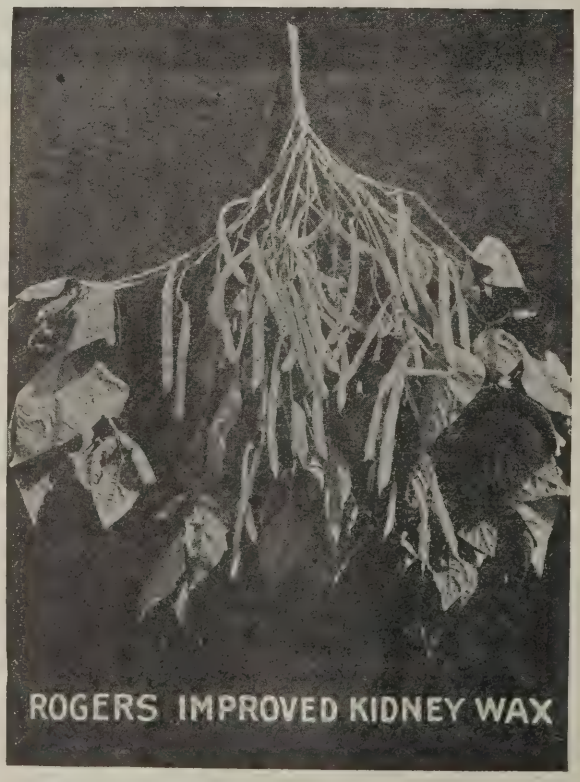
FOR years many of our members have sold their product on a straight guaranty basis. We have always regarded this as the proper basis, for surely our customers can expect nothing more than that the industry guarantee its product 100 per cent. Any discount arrangement is impracticable because it does not destroy the swells. In other words, it is impossible to destroy swells with a billing machine or a typewriter, no matter what the wording may be. The National Wholesale Grocers' Association recognized this fact when it joined with us in promulgating a sales contract which provided for a straight guaranty.

When U. S. Service and Regulatory Announcement No. 381 was issued, we immediately began the consideration of plans to meet the new condition. We favored and still favor the purpose back of Order No. 381, which was to prevent trafficking in swells. We recognized also, however, that this was its only purpose, and felt that it was not good public policy, nor was it in line with the Government's own wishes, that as a result of this order those canners who sold on a straight guaranty should revert to the half-way measures of allowing a discount which, as stated above, would not destroy the swells. The zone warehouse plan was worked out, was approved by the Government, and we felt, and still feel, that it offers a practical solution and is in the best interests of the trade as well as the public.

It does not entail any change in the letter or spirit of the Pacific Coast Sales Contract, approved by the National Wholesale Grocers' Association and the Canners' League of California, which became effective March 15, 1922. This contract reads in part as follows:

"All claims for swells must be made and bills rendered by buyer on or before July 10th, or not later than six months after date of invoice, and swells held subject to seller's order."

Under these terms it is entirely proper for the canner to order the swells sent to the nearest zone warehouse if he desires. Surely this arrangement is



Other Originations:
Rogers Stringless Refugee G. P.
Rogers Green Admiral Peas,
Rogers Winner Peas.

Rich, creamy, slender oval pods, 5 to 6 inches in length, free from rust, perfectly straight and entirely stringless.

Seed: white, with very small, black eye. Plant: robust, about 18 inches high, erect, bushy and very prolific.

We know of no wax variety more desirable for home, market gardener, or canners' use.

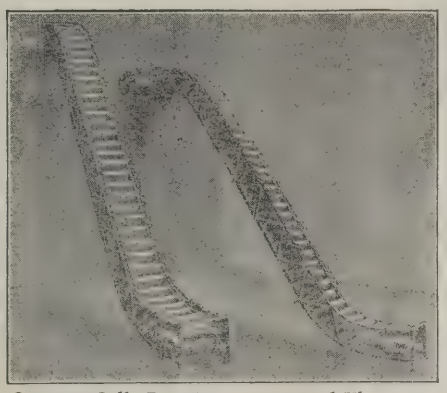
Now booking contracts, future delivery, 1924 crop.

Rogers Bros. Seed Co.
Originators
Breeders & Growers
Chicago U. S. A.

S and PEERLESS

Sprague-Sells Pea Conveyors and Elevators (Glass Type)

The bucket conveyor without a chain



Sprague-Sells Pea Conveyors and Elevators
(Glass Type)

Buckets firmly locked together and do not separate in passing over sprockets so that no matter what position buckets are in, peas cannot get between them. *The only conveyor which positively will not crush peas.* Special patented sprockets insure positive, easy running, uniform drive.

Elevators of this type are replacing boots in many plants because *they really will not break the peas.*

ionable matter from
thistles, weeds, also
ated. *The only Sepa-*
means throughout is
gentle!

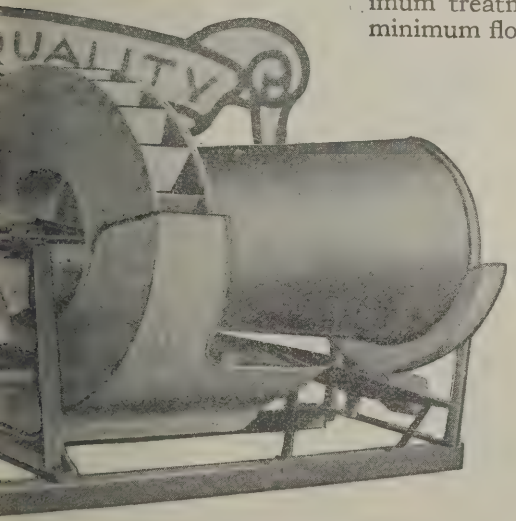
ns, thistles, etc. are
long surface of water
arged at spill-way.
s are carried slowly
p in the water cur-
nto squirrel cage.

uirrel cage fitted
s completes washing
, fresh streams of

Baffle plates reduce
rel cage delivers the
matter to any type

you *all* the details

—your money back

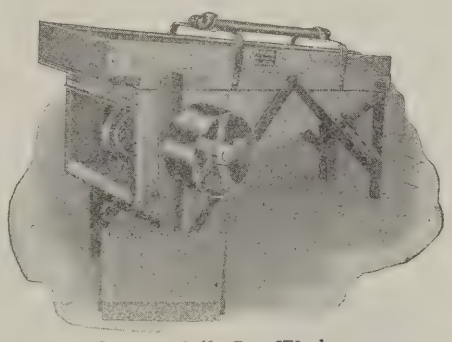


Sprague-Sells Pea Washer

For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation.



Sprague-Sells Pea Washer
(Glass Type)

THE products of both our factories are sold through the General Sales Office in Chicago. We can supply from our own plants practically any machine you may need.

Whenever you are planning any changes or additions to your equipment, let us submit a proposal covering your requirements. When quick action is necessary, telegraph or telephone at our expense.

Sprague-Sells Corporation

General Sales Office:

500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

MACHINERY

Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

more convenient for the jobber than the old plan which contemplated shipment back to the cannery.

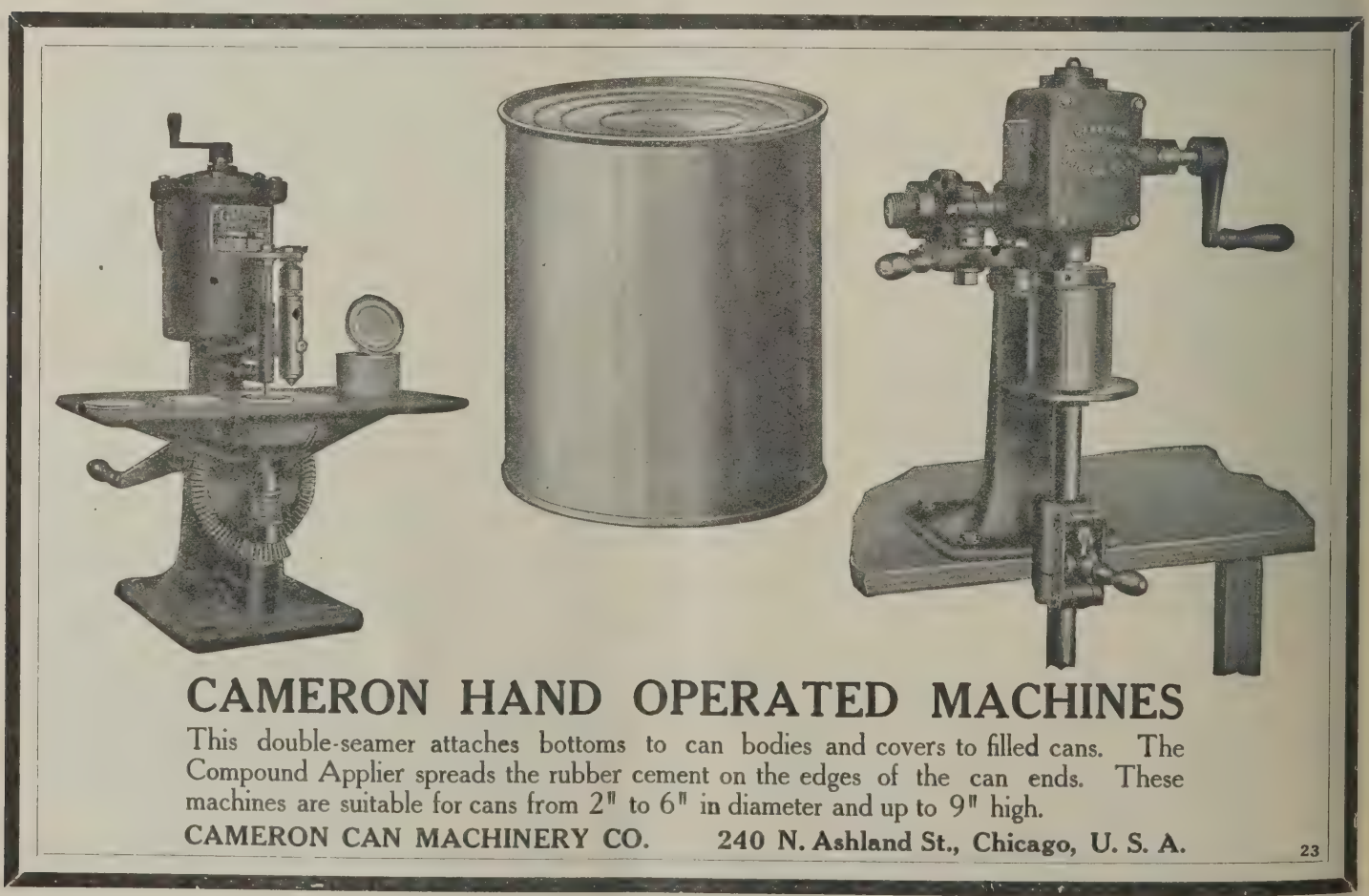
The National Wholesale Grocers' Association has offered certain objections which we will endeavor to answer briefly as follows:

1. That the red tape made necessary by the zone warehouse plan is impractical, and therefore defeats its purpose. We can see no more red tape in the zone warehouse plan than that which was followed by those canners who operate on a straight guaranty basis before Order No. 381 was issued. All the jobber has to do is notify the canner that he has certain swells on hand subject to the canner's order. The canner immediately notifies the National Canners' Association, which gives shipping instructions and payment is made on the certificate. Even the detail above referred to would be largely eliminated if the canner and jobber entered into the spirit of this plan, for at the time the sale was made canners dealing with jobbers whom they knew would issue blanket instructions that swells be shipped direct to the zone warehouse as fast as they developed, providing, of course, for some fair minimum quantity. Under the old method there was red tape and delay because often the canner would not have the men at hand to make a prompt examination. There is nothing in the new plan which changes the present status, whereby the canner operating on the straight guaranty basis sometimes makes payment direct for specific lots of swells without requiring shipment.

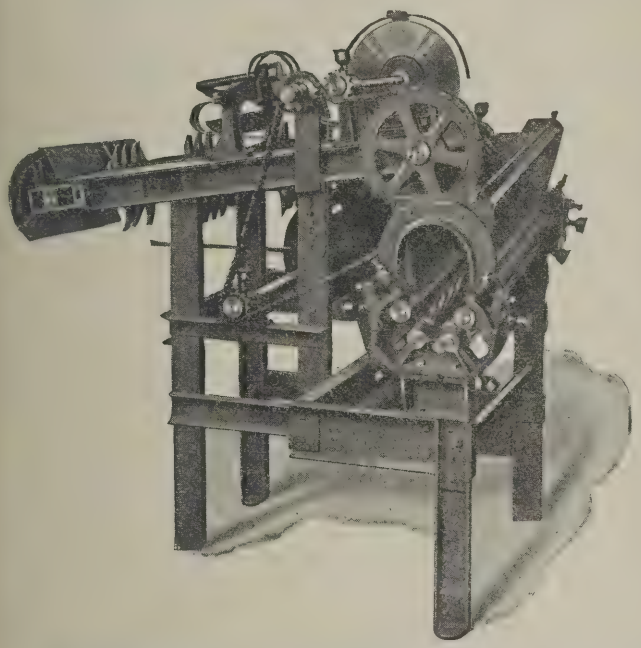
2. The point is made that 25 zone warehouses for the handling of swells would create adverse publicity. Acting for the National Canners Association, the Secretary of the Canners League has organized the two warehouses here in California, and we are certain that fears in this particular are unfounded. Every wholesale grocer in this country has a swell room or a swell corner of his warehouse and that is all any one of the zone warehouses will be. While the space occupied will, of course, be somewhat larger than that occupied in the wholesale grocers' own warehouses, it will be relatively small in size compared with the size of the great warehouses in which we have taken space. There is no news value in the maintenance of space in these warehouses and if a story ever broke it would be favorable, because it would show that we were meeting our problems in a scientific and proper manner, and this with the approval and co-operation of State and Federal food officials.

3. The point is made that these warehouses will be unduly expensive. Surely this should not be the concern of the wholesale grocer, for it is the canner who will finance it.

4. The point is made that, while the zone warehouse may offer the solution of the swell problem for members of the National Canners' Association, it does not solve the problem for canners who are not members, and therefore is not a plan which should be supported by a national association of wholesale grocers or by food officials. As organized, the plan is, in effect, a public utility, and any canner, whether a member of the National Canners' Association or even a foe



THE 1924 MODEL
Invincible Green Corn Husker



(The only all steel roll Husker)

Comes nearer to being perfect than any other Corn Husker ever offered the trade.

Regardless of whether the corn is the small original Golden Bantam or the Largest variety of Evergreen—The INVINCIBLE will husk it with entire satisfaction, without waste.

The INVINCIBLE has at least one quarter fewer parts than any other corn Husker.

Our Guarantee obligates us to a complete fulfillment of all our claims and promises.

INVINCIBLE GRAIN CLEANER COMPANY, Silver Creek, New York

THE MORRAL CORN CUTTING MACHINE
Either Single Or Double Cut

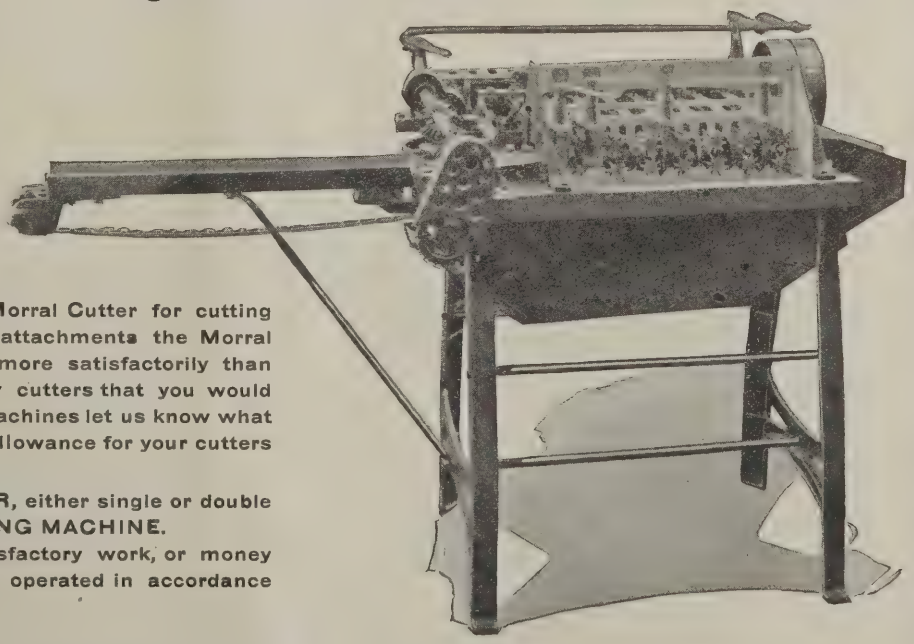
THE MORRAL CORN CUTTING MACHINE is the most durable, simple and efficient cutter you can buy. It has the most positive feed of any cutter in use.

The Morral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.

We furnish special attachments for the Morral Cutter for cutting Golden Bantam Corn and with these attachments the Morral Cutter will cut the Golden Bantam Corn more satisfactorily than any other cutter in use. If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.

We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.



It will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio

of the National Canners' Association, can use these facilities upon payment of a reasonable charge for the specific service rendered. If there should be any question as to the fairness of the charge made against a non-member,we feel certain that the National Canners Association would be willing to submit the matter to the nearest state food official or to one of the nationally established boards of arbitration.

We are frankly disappointed in the attitude of the National Wholesale Grocers' Association. Canners and jobbers cannot always expect to agree, and here we have an honest difference of opinion between men who, we can safely say, are of equal intelligence and equal business sagacity. Also, a considerable element in the jobbing trade approves it, as witness favorable action by the American Wholesale Grocers' Association. We believe the plan is practical, and the reason we are disappointed in the attitude of the National Wholesale Grocers' Association is that we feel the only way to determine who is right is to give the plan a fair honest trial. If it is proven wrong, we will be as quick as anyone to condemn it.

NOTES OF INTEREST TO FISH CANNERS.

By Bureau of Foreign and Domestic Commerce, Department of Commerce.

France—According to Mr. Wm. W. Corcoran, American Vice Consul at Boulogne-sur-Mer, France, Portuguese sardines are being sold to a much larger extent in northern French markets. They are very popular in the mining and industrial districts. Although the sales for the first ten months of 1923 were only 41 metric tons, this represents a large increase over the 14 tons imported in 1922.

The Portuguese fish are packed in tins containing from 6 to 8 fish weighing about 8.8 ounces. The French sardine cans contain the same number of fish and weigh from 7.4 to 8.4 ounces. The Portuguese are sold for 13.2 cents per can, while the French sell for 18.7 to 19.3 cents, using the franc value of 18.16 to the dollar. Objection is made to the Portuguese fish on account of the strong flavor of the oil in which they are packed. Dealers state that any sardines which can be sold at prices comparable to the Portuguese product, will have a ready market if the objectionable flavor can be eliminated.

"PRESERVED SWEET CIDER NOT CONTROLLED BY VOLSTEAD ACT EVEN IF IT GETS HARD LATER.

AN interesting case involving the legal position of cider under the Volstead Prohibition Act arose recently in New York State. The Duffy-Mott Co. and the Hildrick Apple Juice Co., two large cider manufacturers, applied to the Commissioner of Internal Revenue for permission to manufacture and sell preserved sweet cider consisting of fresh apple juice preserved by the addition thereto at the time of production of not to exceed one-tenth of 1 per centum of

An Ideal Viner FEEDER with Distributer

On Every Viner is Economy



Patented in U. S. Canada and France

OVER 1500 IN USE

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributor are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that Ideal Viner Feeders more than save their cost each season.

FRANK HAMACHECK, Kewaunee, Wisconsin

Manufacturer of IDEAL VINERS, VINER FEEDERS and CHAIN ADJUSTERS

ESTABLISHED 1880

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.



Patent Pending

The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

PERRYMAN, MD., December 7, 1923

We just want to write you in regards to the splendid success we had with your boxing machine this year. It cased three thousand cases per day for us for forty-two days. I do not think we lost a minute's time with it during the entire season. I would say it was one hundred percent perfect.

Yours truly, F. O. Mitchell & Bro.

Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

benzoate of soda. Duffy-Mott Co., Inc., stated that when so manufactured the preserved sweet cider contained less than one-half of 1 per centum of alcohol, but that it did not insure that the alcoholic content would remain below that amount, but, due entirely to natural causes, such preserved sweet cider would develop an alcoholic content in excess of one-half of 1 per cent. Hildrick Apple Juice Co., Inc., stated that when so manufactured such preserved sweet cider would contain more or less than one-half of 1 per centum of alcohol, depending upon the alcoholic content of the pure juice in the apple prior to being expressed and also upon other natural causes. The director refused to grant such permits unless the applicants would guarantee that the alcoholic content of such preserved sweet cider would not at any time exceed one-half of 1 per cenum by volume; they filed petitions in equity in the United States District Court for the Southern District of New York pursuant to the provisions of Section 5 of Title 2 of the olstead Act (41 Stat. 305), permitting manufacture by proper proceedings in courts of equity to review the action of the Prohibition Commissioner.

The Court reversed the action of the Commissioner, on the ground that the Volstead Act exempted "preserved sweet cider" from its provisions, which made it legal to make and sell it (if it was preserved at the time) (regardless of whether fermentation later overcame the benzoate and turned it hard.—From Modern Grocer.

PENNSYLVANIA FINDS PLANT FOOD CHEAPEST IN HIGH-ANALYSIS FERTILIZERS.

By Soil Improvement Committee, National Fert. Assn.

In his report covering the spring fertilizer season of 1922 J. W. Kellogg, State Chemist, cites figures showing that plant food costs less in high-analysis fertilizers (containing 14 per cent or more plant food) than in low-analysis fertilizers, despite the higher ton price of the former.

During the period mentioned samples of 451 brands of complete fertilizers were sampled, 193 of which were high analysis. The following table shows the average plant food content, the average retail ton price and the average cost per unit of plant food.

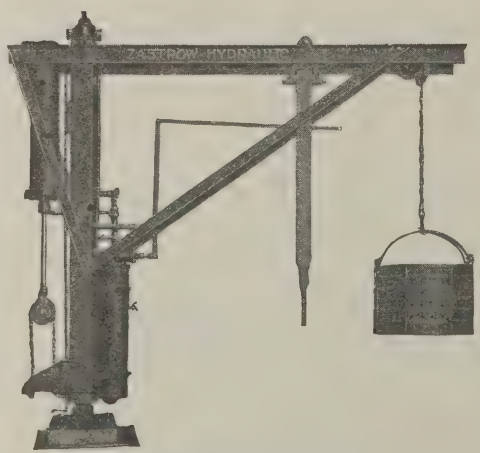
Cost of plant food in high and low analysis fertilizers (Penna.). Per cent. plant food content:

193 brands with 14 per cent or more plant food: Nitrogen, 2.20; available phosphoric acid, 8.91; water soluble potash, 5.98; total, 17.09; average retail ton cost, $34.76; average cost per unit plant food, $2.03.

258 brands with less than 14 per cent. plant food: Nitrogen, 1.25; available phosphoric acid, 8.48; water soluble potash, 2.74; total, 12.47; average retail ton cost, $27.58; average cost per unit plant food, $2.21.

The notable fact revealed by these comparisons is that while one ton of fertilizer, carrying 4.62 per cent. more plant food than another, cost $7.18 more per ton, it furnished plant food at a rate 18c per unit lower. That means that the actual plant food in the ton of fertilizer analyzing 17.09 per cent. plant food cost $3.06 less than in the ton analyzing 12.47 per cent. plant food.

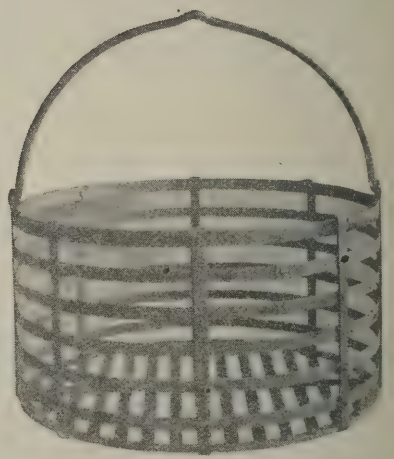
ZASTROW'S PROCESS ROOM EQUIPMENT



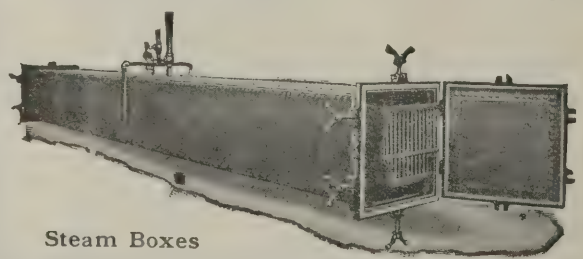
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

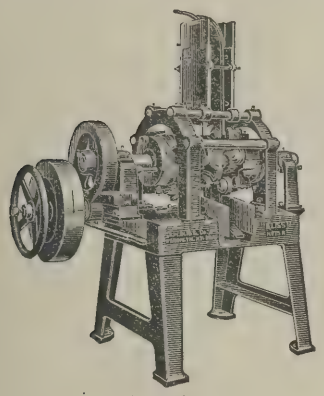
ZASTROW MACHINE CO., Inc.

Foot of Thames St.,

BALTIMORE, MD.

Perfect Flanges without Cracks

BLISS



Patented

"BLISS" Automatic Flanger

AN ESSENTIAL to a perfect sanitary can is a correctly flanged body. Our #15-K Automatic machine flanges simultaneously both ends of round sanitary can bodies, producing uniformly perfect flanges without cracks. With its installation you are assured of one of the essentials of perfect sanitary cans. That these machines are operating successfully in every independent can shop in the country is proof of their merit.

WRITE NOW FOR DETAILS

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. | CLEVELAND Cleveland Discount Bldg. | CHICAGO Peoples Gas Bldg. | PITTSBURGH Oliver Bldg. | ST. LOUIS Boatmen's Bank Bldg. | BUFFALO Marine Bank Bldg. | CINCINNATI Union Trust Bldg. | NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

We Manufacture for Canner:

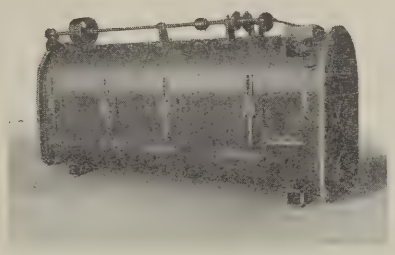
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
COOLING TANKS
TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
EXHAUST BOXES

For Milk Packer:

SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

BERLIN, WIS.. U. S. A.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—
1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.
Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—Following second hand parts.
1000 feet 1 in. black pipe
50 feet 1 in Return Bends
250 feet 2¼ in. Angle Iron
275 pieces 1 by ⅛ Strap Iron Length 3 ft. 8 in.
200 feet Chain No. 67 Plain Links
100 feet chain No. 67 Drag Links
10 Spreckets 9 in.
6 Pieces shafting 4 to 5 feet lengths
1 Worm Drive
1 Cyclone Copper lined Pulp Machine.
1 No 10 Ayars Tomato Filler
1 Peerless Syruper for 2, 3 and 10
John H. Dulany & Son, Fruitand, lMd.

FOR SALE—No. 89 Max Ams locker with automatic feed and notching and soldering devices.
1—No. 4 A. Slaysman power press
1—Max Ams automatic roll flanger
1—No. 134 Max Ams power press
3—dies for No. 10 covers
2—Max Ams curlers for No. 10 covers
1—No. 74 Max Ams compound liner
1—Stevenson No. 4 power press
1—Stevenson foot power retester for No 10 cans
1—Mitchell slitter with 5 prs. cutters, takes stock 30 in. wide (in fair shape)
1—Ayars slitter with 6 prs. cutters. takes stock 26 in. wide (in fair shape)
1 set foot power, square shears 22 in. wide
1 baleing press No. 12 Handy.
These machines can be inspected at our plant at Ridgely.
Saulsbury Bros. Inc., Ridgely, Maryland.

FOR SALE—New and Practically new canning machinery at bargain prices. Write for list.
A. K. Robins & Co., Baltimore, Md.

FOR SALE—One Max Ams Can Sealing Machine. Serial 26097. In good condition. Will sacrifice.
The Roy Cigar Company, Barnesville, Ohio.

FOR SALE CHEAP—One National Peeling Machine, new, never set up.
West Dover Farmer Packers, Dover, Delaware.

FOR SALE—
1—5-track Morgan Nailing Machine, belt driven, $350.
2—6-track Morgan Nailing Machines, belt driven, $375 each.
2—6-track Doig Nailing Machines, belt driven, $285 each.
2—6-track Morgan Nailing Machines, motor driven, $475 ea.
1—7-track Morgan Nailing Machine, with side arm attachment, portable type, motor driven, $590.
2—8-track Doig Nailing Machines, belt driven, $300 each.
1—9-track Doig Nailing Machine, belt driven, $325.
1—9-track Morgan Nailing Machine, belt driven or arranged for direct motor drive, no motor, $400.
1—9-track Morgan Nailing Machine, with side arm attachment, belt driven or arranged for direct motor drive, no motor, $425.
1—10-track Morgan Nailing Machine, with two side arm attachments, driving 5 nails on each side arm; side arms can be adjusted sideways for different length boxes. Will sell this very desirable machine either with tight and loose pulleys, or arranged for direct motor drive, no motor, for $550.
Also, Box, Grate, Veneer and Woodworking Machinery of all kinds. State your wants. What have you for sale?
CHAS. N. BRAUN MACHINERY CO., Fort Wayne, Ind.

FOR SALE—2 Sprague All purpose Pea blanchers,
4 Hamachek Ideal Viner Feeders,
1 Ayars 12 pocket Rotary Pea & Bean filler,
1 Squirl cage feeder for Scotts rotary pea grader
1 Knapp Labeling machine.
All in good condition. Prices on application.
Address Gaston Canning Co., Gaston Ind.

For Sale Seed

FOR SALE—200 bushels Rogers Winner Seed Peas. Very finest quality, 1923 grown by Rogers Bros. Price on application. Lock Drawer A. Bridgeville, Del.

FOR SALE—1000 bu. Alaska pea seed, Western grown, Seedsman's stock, 14 cents per lb. 1000 bu. Rogers Winners 15 cents per lb.
Apply Box A-1133 care of The Canning Trade.

FOR SALE—We have a small surplus of Golden Bantam, Large Late Crosby, Improved Hickok men and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from selected stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminates disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system. This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry
W. R. Roach & Company, Grand Rapids, Michigan

FOR SALE—2500 bushels Guaranteed Alaska Pea Seed, grown by well known seed growers. Price and particulars on application to
Box A-1132 care of The Canning Trade

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tipe, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	¶1.10

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	1.00	....
Standard, No. 2½	1.10	....
Standard, No. 3	1.20	....
Standard, No 10	3.75	....

SPINACH‡

Standard, No. 2	1.00	1.05
Standard, No. 2½	1.40	1.35
Standard, No. 3	1.45	1.45

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.25

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡ F. O. B. County

Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.15	1.10
Standard, No. 3, f.o.b. County	1.15	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.92½	1.35
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.60	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	....

APRICOTS

California Choice, No. 2½	2.75	2.65

BLACKBERRIES§

Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50

BLUEBERRIES

Maine, No. 10	9.00	10.00
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	11.25
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95

PEACHES†

Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued

PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	¶7.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.50

LOBSTER*

Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25

OYSTERS*

Standards 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	3.00	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JANUARY 28, 1924

WEEKLY REVIEW

THE PLAN ADOPTED—The great battle of Buffalo has been fought and won. Won by the canners, it is claimed by the committees of canners and others, and won by the jobbers, it is claimed by other canners, principally those who wanted no sort or kind of compromise on the question, but stood on their right to name the terms upon which they would sell their goods. So, at least so far as winning is concerned, all hands ought to be very well pleased; and if buying has been suspended awaiting this decision, it ought now to begin with a rush. But why this division of opinion, this uncertainty?

You may find it stated in the Buffalo Convention News page —and so discover it for yourself. It all depends upon the viewpoint; but possibly it more particularly depends upon the individual canner. Briefly, the wholesale grocers accepted the Warehousing Plan as covering all goods while in their warehouses. But where a retail grocer may find a single can, instead of putting it through the involved process of sending it to the Zonal Warehouse, the pure food man may destroy it. In fact, the pure food men were prepared to refuse to go to this trouble if it had been demanded. So in order to help out the pure food men and save the Plan for the great bulk of all canned foods, this point was conceded. Then the wholesale grocers asked to be covered on such losses, and after more discussion the Conference Committee decided to draft a clause covering this concession; and that clause stated that, separate and distinct from the first decision (adopting the Plan), it might be arranged between buyer and seller at time of sale to reimburse for these small claims upon an agreed percentage allowance, or to settle at end of a stipulated period. On the one side it is claimed this concession does not weaken the Plan; on the other side, that the concession annuls the whole Plan and leaves the swell allowance question just where it was, or, even worse, that it makes the position of the wholesale grocers even better than they asked. These latter contend that the jobber will now demand ¼ or ½ of one per cent to cover these small claims, and that all claims will, in the future, come from the small retail grocer.

It was contended, in asking for this concession, that these claims were so small and insignificant that it could make no difference to either side. What we cannot understand is, that unless these great wholesale grocery firms measure, in stature, about as high as a gnat's eyebrow, and if they are honest in their statement that such claims are mere trifles, why they should ask for reimbursement for the trifle! If the proposition had been to pay these single-can-retailer losses in German marks, we presume these great princes of trading would have insisted upon change from a single mark. But not much more can be said of the canners who listened to this pleading for a few pennies and granted it; that is, until you think just a little farther, and then you begin to realize that there was decidedly more behind the request than the "trifle" mentioned. In any event the question is settled, it would seem.

PROPAGANDA—There is a widespread effort—a propaganda—to make all canners believe that all other canners are selling futures freely on a percentage allowance basis. Names of leading canners are mentioned as having sold 1924 goods on this basis, the idea being that when the smaller canner learns this he will become indignant and consent to sell also on the percentage allowance basis. It is not possible to chase out every one of these totes, but what we have investigated have proved to be pure, unmitigated lies, or the propagandists, having been able to inveigle some unfortunate canner into such a contract, are multiplying that sale—by old Dame Rumor—into a common practice.

We have personally talked with a very large number of canners from many sections, some of them large and some small canners, and whereas we had previously understood that the sales of futures, excepting peas, had been very slow and of small moment, all of these canners say that the buying of futures has been unusually active in corn and tomatoes, as well as peas, and every one of them said that in not one single instance had a buyer asked for the percentage allowance clause! A large Utah canner said that he had not sold a can of future tomatoes, but that the buyers had taken his entire expected pack (nearly 100,000 cases) away from him, and that he was out of the market and refusing further offers—and not a case was sold nor asked for under percentage allowance. Wisconsin pea canners—many of them—said they were sold up on futures, and had never been asked to grant the percentage allowance. Indiana is said to be well sold up on 1924 tomatoes—all under old form contracts.

Note two things from this: the buyers are taking futures, and, secondly, the canners are not selling under percentage allowance contracts—and don't be misled. Most of these canners whom we interviewed are located in the West or Central West, and most of this trouble is coming from the New York market. No one seems to doubt that that set of buyers is demanding the percentage, or, worse still, the allowance on return of label. But at the Conference Mr. Arthur Williams is said to have granted the justness of the canners' demands to know why the goods spoiled, and to have endorsed the Warehouse Plan for jobbers' stocks. And it was agreed by both sides to avoid all propaganda for or against the Plan. In fairness it must be said the propaganda above referred to was started long before this agreement.

THE MARKET—If there are any weak-kneed canners holding goods, none of them was at the Buffalo Convention. Everyone is a firm believer in better buying and better prices. There were inquiries as to whether or not future prices had been named on tomatoes, and we presume there were many future tomatoes sold this week; but nothing much has been heard of price. Canners at the Convention, at least, feel that business will be very brisk, that the country is eating canned foods, and will need all that the canner can produce. And if they produce quality goods, we are inclined to agree with them.

Of course, there is much talk of the packs being overdone this coming year; but there are always big packs of all kinds of goods in January and February. And as foolish as it may seem, there are always canners who sell futures on these heavy January and February packs! Until the big packs are produced don't discount your prices on them. Wait until August and September arrive before cutting prices, at least.

NEW YORK MARKET

Hudson Street Has Moved to Buffalo for Week—The Convention Is Reported to Be a Record for Future Business This Year—A Canners' Market—Maine as a Pea Canner—Future Tomatoes.

New York, January 23, 1924.

By "New York Stater,"

Special Correspondent "The Canning Trade."

MARKET at Buffalo—Hudson street, to all intents and purposes, has moved to Buffalo for the week, and the local market has slackened off, as many of the leading operators are out of town. With the question of swells settlement scheduled for a thorough going over, buyers, in many instances, decided to hold off the market until some adjustment satisfactory to both canners and wholesale grocers was made.

A Compromise—Reports from Buffalo herald the "compromise" which the canners and jobbers have arrived at, but a perusal of the agreement reveals that most of the conceding was done by the wholesale grocers. Arthur P. Williams, chairman of the Canners' Conference Committee of the National Wholesale Grocers' Association, after attending the joint session at which the agreement was reached, said: "The jobbers have conceded the Zone Warehouse Plan for large blocks of swells in jobbers' warehouses. In return the canners are to make a fair percentage allowance for swells in the hands of retailers which cannot be returned. This, in substance, was the tentative settlement of the most difficult problem the canners and grocers have had to contend with in many years. It was shown that the swells allowed to retailers represent about 80 per cent of the average swell losses of jobbers, so that the percentage as outlined by the jobbers in their official bulletins will be modified and all swells from warehouse stocks will be allowed for in full."

Record for Business—The Convention is reported to be a record for future business this year, and much of the business which has been held back pending settlement of the swells allowance controversy has been released. The attendance of wholesale grocers at this year's Convention is large.

A Canners' Market—Getting back to actual market conditions, it appears to be a sellers' market practically all along the line. Wholesale grocers are badly in need of supplies, and the shortage will become more acute as the spring comes on and the consuming demand picks up.

Future Tomatoes—Indiana packers have booked considerable business on future tomatoes, the sold-up condition of the market for spot Indiana tomatoes having stimulated futures buying. Canners are reported booking as follows: Standard 1s, 67½c; 2s, $1.00; extra standard 2s, $1.05a1.10; fancy No. 2s, $1.30a1.35; No. 3s standard, $1.40; extra standard, $1.45a1.50; fancy, $1.75; No. 10 standards, $4.50; extra standards, $4.75 to $5.00. Indiana tomato canners generally sell their product as "hand-packed."

Future Maryland Tomatoes—Maryland tomato packers quote futures at 57½c for standard 1s, 87½c for 2s, $1.27½ for 3s, and $4.00 on 10s, f. o. b. Peninsula factories, on 100 per cent delivery contracts. Packing costs have advanced, and canners are not just certain as to just what all of their supplies and raw tomatoes will cost them. In view of this condition it would seem that canners might exercise unusual caution in booking on 100 per cent delivery contracts this season.

Fruit Buying Begins—There has been quite a good inquiry for California canned fruit for spot shipment from the Coast during the past week. The demand for canned fruit has been lagging this season, but is beginning to pick up locally as the cold weather drives the cheap fresh fruits from the market. California canners have only limited quantities of fruits to offer, and they are maintaining the market on a firm basis. The situation among Northwestern fruit canners is also reported to be very strong at this time, with the pack of 1923 well cleared. One or two venturesome Northwestern canners have already named opening prices on 1924 pack canned fruits, but the majority of the packers are not yet willing to make known their price views for the coming season.

Pea Canners Withdraw—Several Wisconsin pea canners are reported to have already withdrawn from the market on futures, having booked sufficient business to take care of their anticipated production. Last year at this time, it will be recalled, the packers were just coming into the field with their opening prices. The market on standard 5s sweets and 4s Alaska is reported firm at $1.10 for straight cars, with $1.05 bid. Most canners are insisting upon their buyers taking a rather liberal percentage of standards along with their purchases of the choicer siftings. It is expected that the close of the Convention will find many more pea canners withdrawn from the market.

Maine as a Pea Canner—Maine canners have already contracted for double the amount of pea acreage purchases last year, and it is thought that the packing of Maine peas, undertaken in an experimental way last year, will be developed this season.

Corn—Maine canners are not yet ready to talk future corn, they say, and no prices have been named. Minnesota corn is reported to be selling well on future contracts at $1.30 for fancy Crosby. Fancy Illinois Country Gentleman is quoted at $1.30, with Wisconsin pack at $1.25, and Iowa at $1.20. Southern corn canners are beginning to talk futures. It is expected that Maryland and Delaware will pack more Bantam and fancy yellow corn this season than ever before. The market for spot Southern corn remains quiet, ranging from 92½ to 95 cents per dozen, cannery.

Salmon Quiet—Spring buying of canned salmon has not yet gotten under way in any volume, and Seattle holders quote the market unchanged at $2.25 on reds, $1.25 on pinks, and $1.20 for the small lots of chums which are still to be had. It is expected that there will be considerable buying from the Southern jobbing trade for spring requirements.

ST. LOUIS MARKET

Firm Tone in the Canned Tomato Market—Buyers are More Inclined to Buy Futures—There Is Only a Fair Seasonable Demand for Corn—Peas Well Sold Up—Trading in Fruits Is Light.

St. Louis January 24, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

BUSINESS varies daily in the canned foods market here. One day buying is fairly satisfactory, while the next there is comparatively little business being done. The week's business, however, counts up quite well, because jobbers are commencing to buy after their inventories have been completed, and they know what they have on hand and what they must have.

Buyers are more inclined to buy futures than they have been doing, but because canners are inclined to place too high values on their packs, most of the buying is on a hand-to-mouth basis. It has been remarked by distributors here that if the grower and canner would work more in harmony with the jobber there would be a right good business and everyone would be making more money.

Tomatoes—There is a firm tone in the canned tomatoes market. They are always in demand, and buying is being done in a small way, and the volume reaches normal proportions for this time of the year. There has been a restriction in business to some extent, and the trade is awaiting for some real selling on the part of the packers before buying in larger amounts. The Southern market is unsettled. Canners do not care to grant inside prices, and distributors are not willing to buy freely at present prices. When spot stocks are obtainable cheaper than the prices at the factory, it has a tendency to curtail buying in the country. Canners are said to be negotiating with farmers for raw stock under contract for this summer, but the market has not been established in the Tri-States. The local trade in tomatoes as well as other canned foods seems to be waiting until after the convention before going into the market in a big way. No. 2s and No. 3s seem to be in better jobbing demand to fill gaps in stocks, but not so much for speculative purposes. Packers are making no efforts to push sales. While Tri-State statistics indicate that a considerable stock of the 1923 pack is still in the country, brokers have not found any large individual holdings. The short age of the Indiana pack and other Middle Western States undoubtedly resulted in a diversion of a large part of the 1923 output of the South into that territory.

Corn—There is only a fair seasonable demand for corn. Buyers are favoring standard grades from the South and West. Narrow grain Western corn is being bought in place of the depleted stocks of Maine corn. Fancy is scarce and the offerings

are not free except at full prices. Standards are moving well at retail, and this causes continued replacements. Packers are not pressing sales because of their light reserves. The cheap line of standards are usually off grade, while fancy lines below full quotations are often defective.

Peas—The market will be well sold up on peas of the old pack is the consensus of opinion here. The spot situation is much stronger than it has been. There is a tendency toward higher levels in many sought sizes. Business in futures is in seasonable volume, with greater difficulties developing in the placement of assortments, which include more than 35 per cent of standards. The big future trading in certain varieties and sizes of Wisconsin and York State is said to have been done, although considerable business is usually placed after the middle of this month. Many jobbers are after lines they cannot get at their figures. This is no surprise, because packers of Wisconsin peas refuse business except in desired assortments and at list prices. A jobber said here today: "Before full deliveries of sweet peas were made last fall buyers were seeking new prices. Some placed business in peas subject to prices not yet named. It is understood that this early business ran into considerable volume, and as buyers' contracts were offered freely well in advance of the 'regular' time for purchasing, packers, in the opinion of large factors, were 'spoiled.' There is still a volume of business which has not yet been placed and among packers who have not yet withdrawn entirely, assortments of 50 per cent high grades to obtain standard at all, are not uncommon. Advances following the canners' convention are in prospect."

Spinach—New California spinach will soon be shipped. Samples indicate the quality is about the standard for fall pack.

Succatash—Spot holdings of succatash are light and the demand fair. Most distributors ran short of this item during the early winter.

Fruits—Trading in California fruits has been light, although there has been a fair movement of stocks of California fruit recently. Stocks of all grades in the hands of distributors are sufficient to meet any reasonable requirement for perhaps 90 days to come, if not longer, and prices prevailing are far below replacement costs, with liberal offerings and a demand far below normal for this season. If there has been a slight improvement in the general trade interest in peaches, apricots, pears and cherries, it has not taken form in actual turnover of stocks, for the most attractive offerings have gone begging for nearly a fortnight.

The Government was justified in seizing 19,200 cans of spoiled salmon found on the shelves of some retail groceries and in several wholesale grocery houses here in the 16 days' period ending March 29 last, a jury in the United States Federal Court decided this week. The salmon were shipped here by the Northern Pacific Trading and Packing Co., of San Francisco, and analysis by the Bureau of Chemistry, United States Department of Agriculture, showed the food was putrid. In his charge to the jury Judge Faris said: "You are not supposed to consider whether people can eat putrid food. That is not the point. What may be unutterable filth to you may be atter of roses to a Siwash Indian."

Canning industries in the Missouri and Arkansas mountain region give indications of activities greater this year than in the last five years of rapid growth. Canning factories have been established in almost every town north of Cotter, Ark., on the White River Division of the Missouri Pacific Railroad. Tomatoes make up a larger amount of the production. Corn, beans, sweet potatoes and fruits are also canned.

CHICAGO MARKET

Royal F. Clark Elected President National Canners' Association —He Succeeds James A. Anderson—Warehouse Plan Has Been Adopted by Compromise Between the Wholesale Grocers and Canners at Buffalo Convention.

Chicago, January 23, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

HELL!! The good old Western Canners' Association has furnished the National Canners' Association with another president in the election of Royal F. Clark, of Beaver Dam, Wisconsin.

He earned his spurs as president of the Western Canners' Association and made a fine record. He will prove the value of his experience as president of the National Canners' Association. He has also made a good, forceful and resultful Chairman of the National Canned Foods Week Committee, and is a strong and interesting speaker.

As I once heard a man say, "he has got salt in his tongue," which means that what he says is never insipid or tasteless. He studies his subjects and knows what he is saying and how to say it, and is always full and bubbling over with a knowledge of the matter. "Out of the abundance of the heart the mouth speaketh" is the way it is described in the Bible, and the description has never been improved upon.

He succeeds James A. Anderson, who has made a fine record and who is a Western Canners' Association graduate, being one of the directors of that Association at the present time. The position of president of the big National Canners' Association is very exacting, and the duties and activities take almost the entire time of the man who holds it.

It ought to be a salaried position, for otherwise some of our ablest canners, who are not financially able, could not afford to aspire to the position. To ask a canner to accept such a position and devote practically his whole time to it, as has come to be the case, is an imposition and should not be done.

We will now have to have a canner for the chairmanship of the Canned Foods Week Committee to succeed President Clark, and he should be of good timber and a sacrificing disposition, for that is also an honor that means the devotion of much time and personal sacrifice.

I understand that the Warehouse Plan has been adopted by a compromise between the wholesale grocers and the canners at the Buffalo Convention, and if that is the case, retiring president James A. Anderson has built a place for himself in the Hall of Fame of the Canning Industry, for he and Frank Gorrell and others worked very hard to secure a trial for the plan, and in the face of powerful opposition from within and without his associations.

It took courage of the highest order—moral courage—to fight that battle. It is a step forward in the progress of the canning industry which should have been taken years ago and one which places the industry high upon a pedestal of public confidence of wholesomeness, safety and esteem.

There is no news here in relation to canned foods. The market is deserted by all, or most all the big buyers, and most of the more important brokers, for they are all at the Buffalo Convention, having a good time, I hope.

I could not go, as I had caught a deep cold and am at an age where I must be careful and take few risks. A big convention at this time of the year is always dangerous, as are all crowds and crowded sleepers.

Then, my youngest daughter, now grown, and who has children of her own, but who many years ago used to sit upon my lap and intimate that a smooth dime could be used in her infantile financial plans to advantage, and when I came across with it would hug me with such sincerity that it made me feel like a philanthropist, was in the hospital recovering from an operation, and would have felt aggrieved if I had left the city. She has been taken home entirely recovered today, for which I am deeply thankful.

If none of you fellows have never taken a kiddie on your knee and bought that philanthropic thrill with a dime or even a nickel, try it once. It beats the world and there is nothing like it. If you haven't any kiddies of your own, try it on someone else's kiddie. It works pretty well that way, but not quite so well as with your own brand and label.

It is evident to you and everyone else from this palaver that I am writing that there is no news about canned foods in this town this week.

Indiana has named some tentative prices on the 1924 pack of canned tomatoes—70c for 1s standard, $1.00 for 2s standard, and $1.40 for 3s standard, all f. o. b. Indiana. I learn that there have been a few contracts made at those prices, guaranteed against canners' prices for the season.

It is getting more and more difficult to sell Maryland tomatoes in this market all the time. Our buyers all want extra standard quality, largely for their own labels, and Maryland packed but few of that grade this season, at least they are not offered by the brokers. Then, Maryland canners are not willing usually to sell on approval of sample, but insist in selling on grade, and Maryland canners are usually very reluctant to sell for buyers' labels, and all these restrictions and hindrances conspire to hold the business in the West even at considerably higher prices.

CALIFORNIA MARKET

Drought Conditions Continue to Prevail—Irrigation Is Being Practiced—Annual Meeting Alaska Packers' Association —Annual Meeting Pear Growers' Association— Annual Meeting of the Cherry Growers' Association—Recent Suits.

California, January 19, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

BROUGHT conditions continue to prevail in California, with conditions becoming acute in some sections of the State. Irrigation is being practiced in some places, an unheard-of-thing for the month of January, and farm operations are being greatly delayed. Fresno, in the heart of the San Joaquin Valley, has had less than one inch of rain for the season, while Sacramento, in the Sacramento Valley, has had less than three inches. California, as a whole, has had less than one-third the normal precipitation to date, and the snowfall in the high mountains is negligible. Should spring rains be heavy and well distributed, late crops might make a normal yield, but a scarcity of water for irrigation is inevitable.

The drought is having quite a marked effect on the demand for canned spinach of the 1923 pack, and buyers are picking up such lots as are obtainable. The acreage this year promises to be light, and should dry weather continue much longer, a very marked decrease in the size of the pack will result. Fall pack spinach is in demand and seems to be above the standard usually set for this pack. Prices are firm at $1.25 for No. 2½s and at $4.75 for No. 10s.

California canned tomatoes are still in fair supply in this market, but there has been no change in prices since the publication of the 1923 pack statistics. The output was rather larger than was expected, owing to the dry fall, but the demand has been good and no one has excessively large holdings. Other markets are well cleaned up, and quantities of California tomatoes are being shipped to the Atlantic seaboard. Quotations in this market are on the basis of $1.15 for No. 2½ standards, although it is possible to pick up stocks from small packers at a slightly lower figure.

The export demand for California canned fruits has shown more life of late and sales have been made for shipment to countries that have been out of the market for some time. Germany has bought quite freely of dried fruits and has ordered some in the canned form, while Great Britain has also come into the market. Yellow cling peaches are getting short in standards and are quite scarce in seconds. In fact, the lower grades of all fruits are in light supply.

The most marked demand in canned salmon seems to be for pinks, with the market firm at $1.25. At the present rate of consumption it is held that available stocks of all grades will be cleaned up before stocks of new pack fish are available.

The annual meeting of the stockholders of the Alaska Packers' Association was held at San Francisco, Cal., on January 15, and President William Timson reported that business during 1923 had been fully as satisfactory as during the preceding year. Cannery operations yielded a profit of $344,747, while miscellaneous and insurance fund earnings amounted to $695,049. The assets of the company showed an increase from $12,492,573 to $13,143,772; inventories moved up from $4,385,936 to $4,631,190, and insurance fund investments totaled $2,769,225, as compared with $2,672,750 in 1922. The Association operated thirteen canneries in Alaska and one on Puget Sound during 1923 and made the following pack:

	Cases
Sockeye	8,068
Red	602,272
King	3,946
Coho	8,231
Pink	112,600
Chum	13,848
Total	748,965

President Timson advised the stockholders in his annual report that market conditions for canned salmon were fully as satisfactory in 1923 as in 1922, especially in the United States and in Australasia. The continued financial and industrial disturbances in Europe still have their detrimental effects on business, he said, although to a markedly less degree.

At the election of officers, which brought the meeting to a close, all the former officers and directors were re-elected, with the exception that L. E. Wood was made a director, succeeding R. L. Pratt. Mr. Wood is a vice-president of the California Packing Corporation and a director in the Canners' League of California, and his election to the directorate strengthens the bond between the Alaska Packers' Association and the California Packing Corporation.

The annual meeting of the California Pear Growers' Association was held at San Francisco, Cal., January 15, with about two-thirds of the membership of 1,313 represented. The annual report of President Frank T. Swett showed that, while the price of canning pears was the lowest since the organization of the Association in 1917, the prices received for shipping fruit were comparatively high. Officers were chosen at the meeting as follows: President, Frank T. Swett; vice-president, Peter J. Huth; secretary, F. A. Edinger, and directors: J. E. Bergtholdt, F. W. Dorn, Alfred L. Brown, R. C. Dorsey, F. A. Edinger, James F. Elliot, Peter J. Huth, H. M. Miller, E. C. Rand, Frank T. Swett and F. A. Wilcox.

The California Cherry Growers' Association held its annual meeting in the Underwood Building, San Francisco, Cal., on January 17, and a decision was reached to make a vigorous campaign for new members. The membership is now in the neighborhood of seven hundred. The officers chosen at the recent meeting are as follows: President and manager, F. W. Maddox; vice-president, E. A. Smith; sceretary, C. S. Long, Jr.; assistant secretary, A. C. Kramer; treasurer, W. W. Monroe; directors: F. W. Maddox, E. A. Smith, N. F. Coombs, A. C. Booth, F. T. Swett, C. Leland, A. R. Thomas, T. D. Bryan and C. S. Long, Jr.

California canners and growers are much interested in the suits heard recently in the Superior Court at Modesto, Cal., with Superior Judge Howard Peairs, of Bakersfield, presiding, the suits involving the alleged violation of a fruit contract. The suits were brought by the Pratt-Low Preserving Co. against Dr. C. W. Evans, charging violation of contracts to deliver peaches grown on his orchards near Ceres. One suit asked for damages in the sum of $105,120 and was based on a contract entered into by the grower and the company in 1916, whereby the peaches grown on a forty-acre tract were to be delivered to the canning company for a period of ten years. The complaint alledged that Evans delivered the crops grown in 1917 and 1918, but refused to make deliveries in 1919, claiming that he had sold the property to a relative. The other suit is for damages amounting to more than $600,000, and is based on a ten-year contract to deliver cling peaches grown on a one hundred and forty acre tract. The complaint sets forth that the grower failed to deliver any of the crop the first year the contract was in effect, or any subsequent crops. In the decision handed down Judge Peairs ruled that the contract was binding and advised that the only matter to be decided by the jury was the amount of the damages.

The Associated Grocery Brokers of San Francisco recently held their annual meeting at the Commercial Club and elected officers as follows: President, William Olney; vice-president, Frank K. Brown; treasurer, William G. Goldberg; secretary, William J. Boradori. These officers, with Frank Weyman, constitute the Board of Directors.

The Lang & Stroh Co., San Francisco brokers, will shortly move to 104 Davis street, where Haas Bros. were located for many years.

The Meyer & Phillips Co. has opened offices at 112 Market street, San Francisco, Cal., and has engaged in the brokerage business, specializing on canned products.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

Aunt Sally. No. 186,666. Portage Wholesale Grocery Co., Portage, Wis. For canned vegetables, fruits, jellies, etc.

Avondale. No. 184,926. The Kroger Grocery & Baking Co., Cincinnati, Ohio. For canned fruits, vegetables, fish, etc.

Flower Girl. No. 185,025. Mallott, Johnson Co., Chicago, Ill. For canned vegetables, canned fruits, canned fish, etc.

Captain Kidd. No. 187,347. Rochelle Canneries, Inc., Rochelle, Ill. For canned vegetables.

GOLD BOND. No. 182,204. Isaac Epstein, Newark, N. J. For canned sardines.

Jimmy. No. 185,609. Northwest Fruit Products Co., Salem, Ore. For canned fruits, canned berries.

LAKEVIEW. No. 185,026. Mallott, Johnson Co., Chicago, Ill. For canned vegetables, canned fruits, canned fish, macaroni, spaghetti, noodles, evaporated milk, olives, coffee, etc.

MIAMA. No. 186,334. Shaffer Stores Co., Altoona, Pa. For canned corn and peas.

OREGON TRAIL. No. 187,340. Oregon Canning Co., Portland, Oregon. For canned fruits and canned berries.

POINTER... No. 187,058. Hunt Brothers Packing Co., San Francisco, Cal. For canned fruits, vegetables, fish, etc.

SWEET CLOVER... No. 182,667. Northern Packing Co., Grand Forks, N. Dak. For ham, lard, bacon, sausage, salt pork, etc.

VITOMEN. No. 182,025. Vitomen Cereal Co., Tacoma, Wash. For breakfast cereal.

Representation of a rabbit. No. 163,989. The Tin Decorating Company, Baltimore, Md. For butter, cereals, vegetables, fresh, dried, preserved and canned; fruits, fresh, dried, preserved and canned; flour, cake, bread, macaroni, spaghetti, chewing gums, candies, ice cream, milk and edible oils.

Milestone Farm. No. 162,382. Ralph E. Conder, Southborough, Mass. For live and dressed poultry, live stock, fresh vegetables, fresh fruits, canned fruits and vegetables, fresh milk, fresh cream, butter, cheese, candy, etc.

Koto. No. 186,711. Goto Trading Co., Ltd., New York city. For canned crab meat.

Solar. No. 174,138. The Jos. Carneau Co., Inc., New York City. For canned fish.

Devotion. No. 179,141. Empire State Canning Co., Rome, N. Y. For canned fruits and canned vegetables.

Mel-o. No. 186,025. Plymouth Canning Co., Plymouth, Wis. For shelled cooked canned peas.

Takewell. No. 170,286. Gristede Bros., Inc., New York, N. Y. For canned peas.

Starling. No. 164,943. The Pederson Mercantile Co., Moorhead, Minn. For canned vegetables and canned fruits.

Springwater. No. 185,056. Springbrook Canning Co., Springbrook, Ore. For canned fruits, canned berries and canned vegetables.

Sasco. No. 179,335. The S. A. Smith Co., Gary, Ind. For canned foods.

Cobcut. No. 187,459. Haas-Lieber Grocery Co., St. Louis, Mo. For canned corn.

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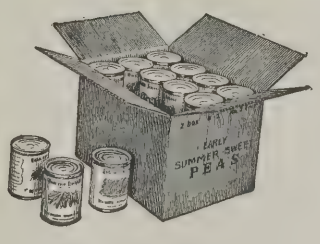
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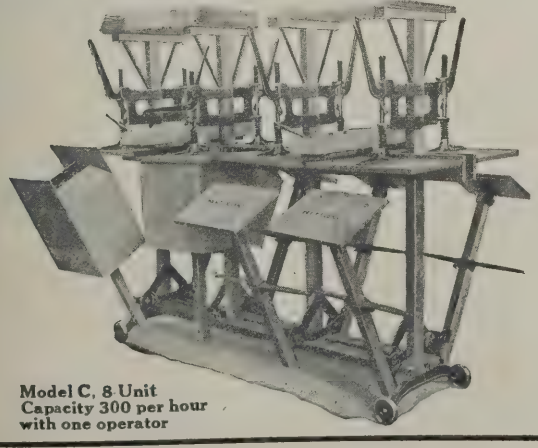
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Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. ***Descriptive matter on request.***

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SMILE AWHILE

A THOROUGH RE-FORMATION

Nash—I hear Mrs. Ringler reformed the man who had tried to rob her.

Spintler—Yes, she made his pug nose a Roman, knocked his chin back to his Adam's apple, concaved three of his ribs and curvated his spine.

WASTE

In a little backwoods town an itinerant salesman, undeterred by the extreme poverty-stricken appearance of one house, tried to sell the head of the family a certain article. He got the reply:

"Say, I only spent one dime in all my life for foolishness. An' that was for a pair of socks."

THE GOOD OLD DAYS

The honeymoon in the Garden of Eden was drawing to a close and Adam and Eve were having one of their lovers' quarrels.

"These biscuits are the limit. They're absolutely the soggiest I ever ate," growled Adam.

"Well, anyway, dear," retorted Eve, with dangerous sweetness, "you can't pull the wheeze about their not being as good as mother used to make."

EXPLAINED

"Why do you dislike me so, Jimmy?" asked the girl's suitor of her kid brother. "What have I ever done to deserve it?"

"Well, when you call on sis, you put the clock back an hour," answered the boy sullenly. "That makes me late for school and I get licked for it."

NONE LIKE HIM

Radley—Is Fillanson honest?

Hallman—Honest? Why, he's so honest that if he thought his gas meter wasn't going fast enough he'd tell the gas company.

OBJECTION OVERRULED!

"Your honor, I was not intoxicated."

"But this officer says you were trying to climb a lamp-post."

"I was, your honor. A couple of cerise crocodiles had been following me around all day, and I don't mind telling you that they were getting on my nerves."—Arkansas Utility News.

A SAVING STYLE

She was trying to reason with the poor boob on the day the monthly bills came in.

"You see, I simply had to have all these new things. Everything's Egyptian now that they've dug up Tutankhamen, and—"

"Yeah?" growled the brute. "Well, all I gotta say is, I hope they big up Adam next—that's all I gotta say."—American Legion Weekly.

YE DINNA INVITE US!

McTavish attended a christening where the hospitality of the host knew no bounds except the several capacities of his guests. In the midst of the celebration Mr. McTavish rose up and made the rounds of the company, bidding each a profound farewell.

"But, Sandy, man," objected the host, "ye're not goin' yet, with the evenin' just started?"

"Nay," said the prudent McTavish, "I'm no goin' yet, but I'm tellin' ye good night while I know ye all."

NOT THAT KIND

The manager of a local hotel, recalling his novitiate as clerk employed in a country wayside house, relates that one morning a guest came downstairs and complained to the proprietor that he had not slept at all.

"I was troubled with insomnia," he said.

"Don't believe a durn word of it," said the indignant host. "Had the place cleaned out only this spring. Show me one, if you can! Show me one!"—Philadelphia Evening Bulletin.

FOOLISH QUESTIONS

Irate doctor, shoving up window at 3 A. M. to see what the pounding is—Well?

Voice from below—No, dammit, sick.—Puppet.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

LESSONS FROM BUFFALO—A careful observer, or looker-on, at the recent Buffalo Convention, remarked that the meeting was unique among Canners' Conventions because of the total absence of any note of pessimism, or of any note of optimism, in the addresses of any association or section or in the "lobby talk" of the multitude. And when you hearken back you find that he was a keen observer and absolutely correct. Last week we characterized the gathering as a well dressed, sleek and contented body of business men, and we reached that conclusion by the same method of deduction, without, however, defining its cause, as did the careful observer. Just record that fact, the absence of both pessimism and of optimism, as a pleasant contrast with the Convention spirit of the past five years. The doubt and distrust which then gripped the soul of every man in the business has been dispelled, and in their place has settled that comfortable feeling that the industry has arrived. Beyond all question of doubt, canned foods have taken their place as an all-important food staple which the people cannot do without, and will not do without.

This fact brings a responsibility upon the shoulders of every canner more exacting and more relentless in its punishment for negligence than ever rested upon the industry in all the years that have passed. Fortunately, every canner has come to the full realization that he must pack his goods to the best possible perfection; no canner could possibly be so benighted as to think that he can produce poor goods, get a customer once, and get away with it. Business is not done in that manner any more, not alone in canned foods, but in any other line of endeavor, and most of all not in canned foods, which are sold entirely on faith and confidence. The canner who would attempt such a procedure will find himself quickly sinking to the depths of depravity, where he belongs. And that is why all canners are set upon keeping their quality to a standard where the public will not even hesitate to continue as eager consumers, and that is why all canners feel confident and not depressed, and why confidence in continued good patronage of their goods is felt, where previously there existed only optimism that the market would consume the packs. It is a truly wonderful change, and one well worth careful preservation. The canner who would be a party to the breakdown of this new condition, through packing poor quality goods for a price or in the hope of getting through, ought to be taken by the rest of the industry to a swill pond and drowned.

But while he deserves that, we do not expect to see it come to pass. On the contrary, he will be allowed to live his wretched life amid the sordid company of the kind of brokers and buyers who would trade in goods of that kind. The time is fast coming when the canners who prostitute their industry through swindling the consumers with unfair goods will be forced to live alone with their shame and to consort with men of their own low grade, because no decent men will have anything to do with them, neither canners nor buyers. Canned foods must of necessity be sold on faith, as if selling to a blind man, because the consumer cannot see what she is buying, and the man who will betray that confidence is below contempt. That is the feeling that overspreads the industry and which the Buffalo Convention has taught. Pack good quality—a satisfactory article—and, like Monte Cristo, the canner will be able to say, "The world is mine."

THE WOMEN DEMAND IT—The most notable women of the nation spoke at the Buffalo Convention, and everyone of them stressed the need of the name of the canner upon each can of goods produced. The women are the consumers of canned foods, and these speakers are in direct touch with these real consumers of our goods in very section, and they know what these women want. And they are entirely right; but, even if they were not, what's the use of arguing with a woman? Mr. Wholesaler, Chain-store operator ad jobber's-label-canner, please answer. The women have made up their minds to know who packs the foods they are asked to provide for their families, and, all the arguments to the contrary notwithstanding, they are going to have their way.

But what right has any man to prepare and offer foods to the public without standing personally responsible to that public for them? We are surely not given to the popular cry of "There orta be a law," but, honestly, should not every provider of foods for the public be licensed, so that the State may know exactly who and what he is? And then be made to father his products down to their final consumption? He surely ought to.

Does the jobber's label do this? It most assuredly does not. If you want to know how much the jobber stands behind all the goods he puts his name and label upon, just be present when one of the Bureau of Chemistry food inspectors makes a seizure of some goods. Many a time the writer has seen a jobber proudly declare, 'yes, they are my goods, I stand responsible for them'. "Well, we have to seize some of these as being contrary to the Pure Food law, and we will bring the prosecution against you?" "What", the jobber would fairly yell, "No, Sir; (addressing the bookeeper, in thundering tones) where did we buy these canned foods?", and then proceed to produce a copy of the original order, the original invoice, shipping receipts and everything else that would fix the blame on the canner so that the Government might proceed against the canner, not the "man who stands responsible for the goods with our label on."

The name on the label will not destroy any jobbers' labels, however. The name of the producer responsible for the goods would appear just above or below the jobber's name, leaving the credit as the distributor of the goods to the jobber, and that is all he is entitled to. It will cause some little trouble in the handling of labels until the system has worked itself out, just as was anticipated about the original Pure Food Law, but no one would go back to the days without this Pure Food Law! And in a very much shorter time no one would willingly return to the days when the canner's or other producer's name did not appear on each package. The man who says that this Name on the Label amendment to the Pure Food Law is not necessary, and simply causes undue trouble, is the man who is unfamiliar with the subject, or seeking to retain something that does not belong to him. It is the most necessary thing in connection with all food law enforcement. And for the canner who aims to build a high reputation for fine goods it is an absolute necessity. What, then, can be said of the man who packs snide goods; of the one who packs the slop goods, the kind that give any industry a black eye? Oh, those trash packers should be made to place their names upon their goods, we hear from all sides! Important! You bet it is important, and it is going to be done. The women consumers are demanding it, and they cannot be denied, and the food law enforcement agents, want it, need it, and will have it.

CANNED FOODS WEEK—Will there be any canners in the country this year not participants in the big Canned Foods Week of next March? Last year we had to toast the noble four hundred (canners) who contributed anything towards this great advertising of their products. Will this stigma be repeated again this year? God forbid! If the canners of this country have not more grit and backbone than to allow themselves to become the objects of charity at the hands of brokers, machinery and supply men, wholesale and retail grocers, they may be considered pitiable objects in truth. But unless you have contributed $10 for each line of machinery used in producing canned foods you are a charity patient. There are only two kinds of canners—and it makes no difference what they can—those who contribute and help finance Canned Foods Week and those who do not. The former are real, honest-to-goodness canners, the other charity subjects. We doubt if there will be four hundred who do not contribute this time, but if there are they will not be termed the honorable, but the dishonorable. The canner too small to make a $10 contribution! Ah, there can't be any such! There is no excuse whatsoever. Send your contributions to The National Canners' Association, Washington, D. C., quick, if you have not as yet done so.

HE DIDN'T MEAN IT!

There is no telling what you will get out of a linotype machine—or a printer. If you don't believe this just note the comical errors that "get by" in all printed matter, not only in this sheet.

But last week was the limit. "Wrangler" tried to give the glad hand to President Clark, the newly elected President of the N. C. A., but the type—and a wopping big one at that—sent his greeting to Heli. Wrangler wrote: "Well, the good old Western Canners' Association has furnished the National Canners' Association with another president, etc." Instead of using, as an initial letter, "W," an "H" was used, with this result: "Hell, the good old Western," etc. Can you beat it?



Color-Neat Grey

ECONOMY

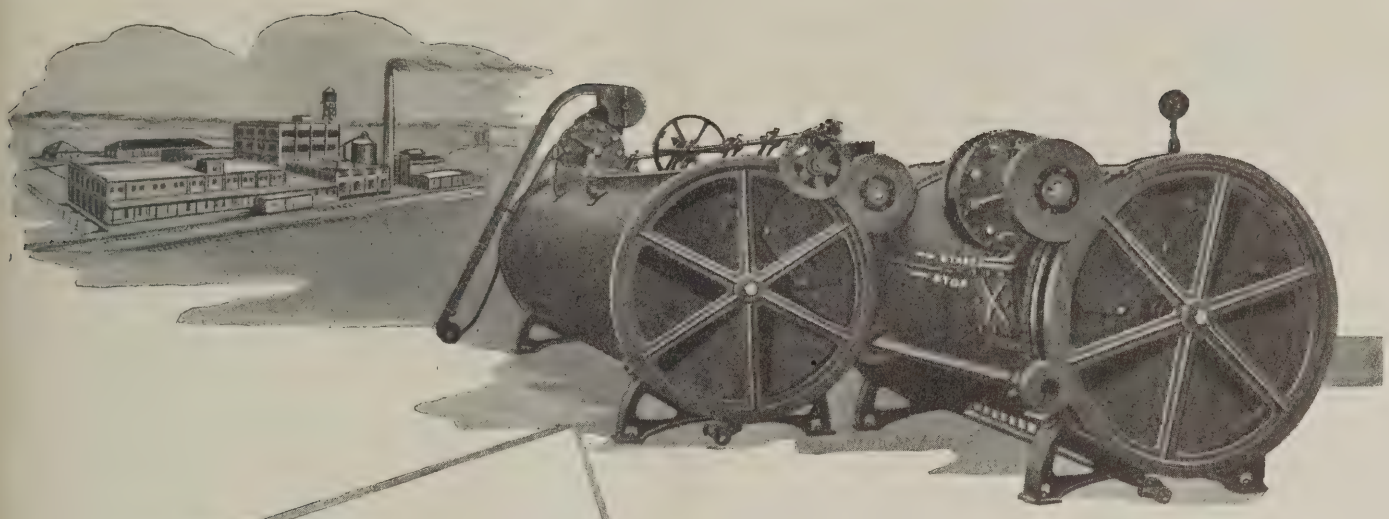
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Carver Building, Sharon, Penna.



We made the largest pack of Whole Grain Corn and Peas last year that we have ever made---120,000 cases and did it with less trouble, less labor, less fuel than we ever did a smaller pack due to our "Pressure Cooker."

We have had less leaks and swells than ever due to a uniform cook, the contents of every can cooked and cooled alike; opens with the same color as when it was placed into the can.

We think more of this machine than any machine we have in the plant. Not a bit of trouble in getting 3,000 cases or better per day.

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Jan. 5-1924

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The detailed qualities of construction cannot be gauged by any former standards; they are unique and can best be appreciated by the description in our new bulletin pertaining to this equipment, copy of which will be gladly furnished upon application.

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continuous PRESSURE agitating
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Are Baked Beans Profitable To Pack?

By LELAND S. ARGALL, Sales Manager

MARSHALL CANNING COMPANY, MARSHALLTOWN, IOWA

[Note—The following was made as an address before the Bean Section at the Buffalo Convention; but we are receiving it now, so as to insure attention and not be lost in the mass of Convention matter next week.]

"Are baked beans profitable to pack?" is a question which can be answered in almost as many ways as there are canners of pork and beans. I would first answer it in two ways, my answers being prompted by my observation of the success and failure of many packers of this product. When a packer of pork and beans steadily increases his volume, pays dividends upon reasonable consistency and remains in business over a period of years without showing the scars of financial cracks and strains, it is a reasonable deduction, I presume, that that canner has found it profitable to pack pork and beans. So we will agree that one answer to the question is "Yes!"

On the other hand, if a canner of pork and beans pays but scant dividends, or none at all, and finally winds up in insolvency with the result that his factory is sold for but little more than the original cost of the smokestacks, I suppose it would be safe to assume that he had found it unprofitable to pack pork and beans, so we now have two answers to the question—"Yes" and "No."

Then, there are other answers; in effect, the same as these two, but carrying innumerable qualifications.

You will hear one manufacturer say that he finds it profitable to pack pork and beans because it enables him to make a longer profit on kraut; another, that the production of pork and beans is profitable because it enables him to see more corn, and still another, that he finds it profitable to pack pork and beans at a loss in order to discourage his competitors from packing red kidney beans, etc.

And so we find many canners resorting to strategy so intricate and obtuse that it is small wonder that the canners who are less versed in business wizardry are confounded by the competition they encounter when they try to make pork and beans bear its proper proportion of overhead expense and still show a profit.

I will not attempt to analyze the reasons for the failure of many canners to make a profit on pork and beans. Perhaps some of the reasons have already been suggested to you. Let us try to find out through what factors have contributed to the success of those few manufacturers who have demonstrated over a period of years that pork and beans can be packed profitably.

One factor is so aximomatic that it can be passed with but casual mention, and that is that the most successful manufacturer of pork and beans long ago standardized the quality of their product and have since maintained that standard without material modification except for improvements.

A second factor which largely hinges on the first is that they have developed an enormous volume of business. This has enabled them to so cut their cost through a proportionate reduction in overhead, increased purchasing power, etc., that they can sell their product at a very low price. (This, in turn, has stimulated further consumption.)

A third factor, and, I believe, the most important for our consideration, because it usually receives the least consideration, is that they have standardized their packages. The first two factors need no elaboration, but the third suggests many features which will bear analysis.

The principle of the standardization of packages is so flexible in its application that it is an equally potent factor in the profitable production of many varieties of canned foods. Please bear this in mind throughout this discussion.

The manufacturer who sells pork and beans in packages of one size only has many advantages over the canner who packs them in 1s, 1½s, 2s, 2½s and 3s. The former has an investment in one unit only of cans, cases, labels, can runway systems, filling and closing machines, etc., whereas the latter has an investment in three to five units of each. The manufacturer, with his investment in only one unit of machinery, can keep it operating almost continually, while the canner with five different units, finds several of them idle most of the time. And every moment a machine is idle it is increasing the cost of the merchandise it does produce when in operation.

The packer with the standardized package enjoys a quick turnover on cans, cases, labels, labor costs and other raw materials, whereas the one with five different packages is fortunate if he has even a moderate rate of turnover on the materials for one out of the five sizes he packs.

The packer with the standardized package can go out and put all his selling pressure on the one package. If a canner has one package to sell, and one only, he sells it with all the power and resources at his command, for he realizes that he must sell it or nothing. A canner with many packages to sell so scatters his fire that he gets a little business on each, and no real volume on any. In other words, the hunter who brings home the ducks is the one who draws a bead on one particular duck and brings it down, rather than shooting wildly into a flock of ducks and wounding many, but dropping none.

In addition, he is always handicapped by costs which are higher than those of the manufacturer who has arrived at a basis of economical production through standardization.

Time will not permit the enumeration of all the advantages which a canner may derive from the standardization of packages, such as the elimination of guesswork in figuring profits, etc. I have merely skimmed the top in the hope that the suggestions I have thrown out will start a line of thought in your own minds that will be productive of some definite conclusions of practical value to you.

It is one thing to advocate the standardization of packages, and another thing to bring it about. The reason we have such a conglomeration of packages of varying degrees of deception is because we are constantly trying to produce a package to fit a price instead of making a price to fit the package.

Let us take a concrete example. Canners are constantly being urged by jobbers to sell pork and beans at 77½c per dozen delivered, so they can be retailed for 10c per can. If a canner cannot produce a regular No. 2 21-ounce can to sell below, say, $1.00 per dozen to the retail grocer, he will cut the size of the package to an 18-ounce squat can, or a 16-ounce tall can, so it can be sold to the retailer by the jobber for 90c per dozen. The retailer will then sell it for 10c per can. The canner realizes that if the jobber must ask $1.00 per dozen, most retailers will sell it for 15c per can, thus making the price so high it will greatly retard the sale. In order to avoid this, he packs an 18-ounce or 16-ounce can, so it can be sold to the retailer at 90c per dozen delivered, and, in turn, sold to the consumer at 10c per can on an even change basis. This entails additional expense. New labels, cans and case must be purchased and carried in stock, and new machinery installed. Every change of this nature means extra expense all along the line, with proportionately higher cost and selling prices.

Now, let us say that the canner cannot sell an 18-ounce or 16-ounce can for less than 82½c per dozen delivered and make a fair profit. If he stands "pat" on his price, the jobber refuses to buy, giving as his reason that he cannot sell them unless they can go to the consumer at an even 10c per can. What nonsense! And yet that is the line of reasoning employed.

The canner has three alternatives: He can cut his cost 5c to 7½c per dozen by cutting the quality, accept the business at a loss and maintain the quality, or reject the business. No matter what alternative he chooses to select, the canner loses, and all because the jobber and retailer say that a can of pork and beans must be sold at 10c or 15c per can or nothing.

How many times have you seen your business on a product fade away into insignificance in a given market because the jobber and retailer insisted on a package that would sell for an even 10c, 15c or 20c.

On the other hand, if the jobber would pay 82½c per dozen delivered and insist upon pork and beans of first quality, the product could be sold to the dealer at 97½c, and the dealer, in turn, sell it at 11c per can, or $1.33 per dozen. In this way the canner, jobber and retailer would each make a living profit, the consumer would get a product of real quality, and all three in-

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Packers
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Quality first since nineteen-one.
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dustries would be benefited by the increased consumption of pork and beans that would result.

The jobber should not insist that the canner produce either a package or a quality to fit a given price, and the canner should not be so weak-kneed as to bow to the jobber's insistence. The price should be made to fit the quality and the package and the products sold for what it is worth and no more or no less all down the line to the ultimate consumer. This can only be done by splitting the nickel and making penny change.

So we conclude that the selling of pork and beans at a profit is inseparately bound up with the principle of the standardization of packages and the principle of making "penny change."

Less than 1c per can often represents the difference between a product of inferior quality and one of first quality. It has been customary for canners and distributors alike to pack and sell products of poor quality at little or no profit, and then endeavor to make their quality goods carry a double load. This is contrary to the first principles of sound merchandising. Consumers are attracted to the canned goods of inferior quality by the low prices and encouraged to ignore the products of real quality by prices which have been fixed excessively high to protect the seller against loss on the low-priced off-grade products. The resulting decreased turnover on high-quality products makes still higher prices necessary.

Every can of food of inferior quality sold hurts the sale of all canned foods. It destroys confidence and tears down good will, and in the long run nets a loss to every factor handling it. And yet an additional 1c per can from the consumer is all that would be required to yield the canner, jobber and retail grocer a fair profit, and, most important of all, give the consumer a quality product that would give full satisfaction.

You may think it a far cry from packing pork and beans at a profit to making "penny change,' but I have tried to show you that the two are inseperately linked together by the principle of the standardization of packages.

Let me summarize by the statement that one factor which will contribute materially to the canner's ability to pack pork and beans at a profit is the adoption of standardized packages; and that a general standardization of packages will be impossible unless the retail merchant is induced to sell his canned foods on an odd-change basis, as the chain stores are now doing. In other words, prices must be made to fit the quality and the package rather than the package and quality being produced to fit the price.

CANNING ITEMS, NEWS AND NOTES

Shediac, N. B.—Andre Paturel wants glass jars of the best quality for strawberries, raspberries, blueberries, jams and preserves, with prices and covers and machines for covering.

New York City—Iwai & Co., 233 Broadway, represent the Japanese Government in the rebuilding of the earthquake-destroyed Military Fodder Department, and want catalogues and full details, with prices, on can-making machinery.

Wilson, N. Y.—H. S. Ball, who has been factory manager here for some time, leaves on February 1st for New Westminster, British Columbia.

Dothan, Ala.—J. S. Mullen, P. O. Box 387, this city, is considering entering the business of canning in North Carolina.

Port Norris, N. J.—Pasquale Dagostine is building and will operate a cannery at this point.

Summitville, Ind.—Thad. M. Moore is considering the erection of a canning plant the coming season, and wants full information.

C. P. C. NAMES ASPARAGUS PRICES

The following tentative prices on asparagus by the Californit Packing Corporation for 1924, guaranteed as a whole against formal opening prices, subject to packers' confirmation of assortment, have been named.

Peeled Asparagus

Size and Grade	White	Green
No. 2½ Square, Giant	$5.25	$5.00
No. 2½ Square, Colossal	4.90	4.60
No. 2½ Square, Mammoth	4.85	4.50
No. 2½ Square, Large	4.75	4.40
Unpeeled Asparagus		
No. 2½ Square, Giant	4.25	4.00
No. 2½ Square, Colossal	3.90	3.60
No. 2½ Square, Mammoth	3.85	3.50
No. 2½ Square, Large	3.75	3.50
No. 2½ Square, Medium	3.60	3.40
No. 2½ Square, Ungraded	$2.85	
No. 1 Square, Tips, Colossal	4.20	3.95
No. 1 Square, Tips, Mammoth	4.15	3.90
No. 1 Square, Tips, Large	4.00	3.85
No. 1 Square, Tips, Medium	4.00	3.85
No. 1 Square, Tips, Small	3.90	3.60
No. 1 Square, Tips, Tiny	3.65	3.40
No. 1 Square, Tips, Ungraded	3.30	
No. 1 Tall Round, Small	2.15	2.00
No. 1 Tall Round, Tiny	2.05	1.90
No. 1 Tall Round, Salad Point	3.00	
No. 1 Tall Round, Calif. State	1.85	
No. 2½ Round, Soup Cuts	2.40	
No. 10 Round, Soup Cuts	7.50	
Picnic Tins Asparagus Tips		
Picnic Tins, Mammoth	2.15	
Picnic Tins, Large	2.05	
Picnic Tins, Medium	2.00	
Picnic Tins, Small	1.85	
Picnic Tins, Tiny	1.75	

F. o. b. dock San Francisco. Terms and conditions as per regular Canned Foods Contract.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

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The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

Chief Wauna—No. 165387. King's Food Products Co., Portland, Oreg. For canned and dehydrated fruits and canned and dehydrated vegetables.

F. G. F.—No. 183050. E. A. Archibald, Jr., San Francisco, Calif. For canned fruits, fish and vegetables and canned fruit salad.

Silver Farm—No. 186115. Eagle Grocery Co., Pittsburgh, Pa. For canned vegetables.

Golden Heart—No. 189012. Santoni Fruit and Packing Corp., New York City. For canned grapefruit.

Cherokee—No. 130663. A. Engelhard & Sons Co., Louisville, Ky. For coffees, teas, extracts, canned fruits, canned vegetables and rice.

Contadina—No. 188904. Hershel Calif. Fruit Products Co., Inc., Chicago, Ill. For canned tomatoes and cardoons.

Luna—No. 185356. A/s Einar Hausvik & Co., Bergen, Norway. For canned sardines.

Sanitary Cans for 1924.

IT is not too early for Canners whose contracts are expiring this year to be considering the question of their Source of Supply for 1924.

There are many reasons why our proposition should be analyzed:

Reliability of Service,
Unsurpassed Closing Machine Equipment,
General Responsibilty.

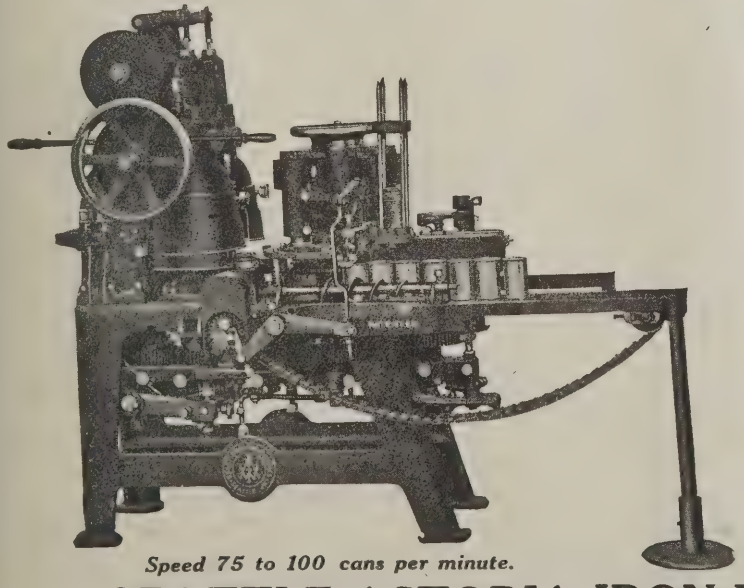
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Manufacturer of newly developed "SOCOCAN" for Coffee, Peanut Butter, Lard Substitutes, Dry Milk, etc.

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Speed 75 to 100 cans per minute.

NON-SPILL CLOSING MACHINES

come to you fully assembled — properly adjusted for your size can — given a thorough working test before leaving our shops.

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THE H. S. GRAY CO.,
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The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and a k remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quality" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

SPANISH GRAPES PROHIBITED ENTRY ON ACCOUNT OF FRUIT FLY INFESTATION

SECRETARY of Agriculture Wallace, as a necessary measure of protection to the fruit and vegetable crops of the United States, has authorized the prohibition of the further entry of malaga (Almeria) grapes from Spain on account of the recent finding that these grapes are subject to infection by the Mediterranean fruit fly (Ceratitis capitata). This decision was reached following a formal conference with importers and others in interest, conducted by the Federal Horticultural Board at the Department of Agriculture, January 4, 1924.

To provide for such prohibition and for any like control as to other countries or districts which may later be necessary with respect to imports of grapes, the rules and regulations supplemental to Notice of Quarantine 56, governing the importation of fruits and vegetables into the United States, have been further amended, effective January 18, 1924, to provide that grapes of the European or Vinifera type may be imported only upon the presentation of evidence satisfactory to the United States Department of Agriculture that such grapes are not attacked in the country of origin by injurious insects, including fruit flies.

The determination that this grape is subject in Spain to infestation by the Mediterranean fruit fly was made in the latter part of November, 1923, and this determination was later fully confirmed by the rearing of adult flies in numbers from maggots taken from imported grapes.

The Malaga Grape—Status Re Fruit Fly and Imports—The variety of grapes involved in this embargo is the hard, green grape imported from the Province of Almeria, Spain, but which is commonly known as the "Malaga" grape. It is Spain's principal fresh fruit export to the United States, and has been coming to this country for many years to the extent of several hundred thousand barrels (or, more properly, large kegs) yearly. The exporting season is a short one—practically all of the crop reaching this and other markets during the month of November and the first two weeks of December.

No suspicion has hitherto been entertained that this grape is subject to attack by the Mediterranean fruit fly, and there seems to be no previous record of such infestation. In fact, the record as to grapes in general indicates that this class of fruits is rather immune to attack by this pest, and this seems to be true even in Hawaii, where it is, perhaps, as abundant as anywhere in the world, and probably seriously infests a larger variety of fruits. This general record of immunity seemed to warrant the provision made under Quarantine 56 for the unlimited entry of this fruit. Nevertheless, inspection of this, as of all other fruits and vegetables, was provide for under this quarantine, and it is as a result of such inspection that the infestation referred to was determined.

The Almeria grapes intended for export to the United States this year totaled some 350,000 barrels, a portion of which had already been entered prior to the effective date (November 1, 1923) of Quarantine 56, and fully two-thirds of the total importation for the year had been entered and distributed prior to the discovery of infestation.

Preliminary Action Taken on Discovery of Infestation—Promptly upon the discovery of infestation, all shipments awaiting entry were held for determination of the proper course to be taken to safeguard the situation, and for such purpose the importers and handlers of these grapes were called in emergency conference November 27. It was learned at this conference that the imports would be over in two or three weeks, and that probably most of the remaining shipments were already en route. As an immediate measure of protection, it was determined to exclude all "lines" of grapes in which as a result of inspection infestation was found, and to permit the entry only of "lines" which seemed to be free from attack. The term "line" designates grapes originating in a particular vineyard, and, therefore, the finding of infestation in any of the barrels examined with respect to a particular "line" indicated that that particular vineyard at least had been invaded by this pest. Conversely, the failure to find infestation in any "line" was some, but not by any means conclusive, indication that the vineyard in question might not have been invaded. Importers and others in interest further agreed not to ship any excluded "lines" to Cuba or other West Indian Islands, inasmuch as the risk of establishment of the pest in the West Indian region from such shipments would be even greater than in the United States.

To aid in the inspection of grapes awaiting entry, and others en route, the force of inspectors at New York was increased to ten. Out of the 6,222 "lines" of grapes, involving a total of 198,425 barrels, which were offered for entry subsequent to the conference of November 27, on the basis of the examination of approximately one keg in fifteen, some 13,000 kegs were opened and examined. This examination resulted in finding infestation in 129 "lines," representing some 4,337 barrels of grapes, all of which were refused entry.

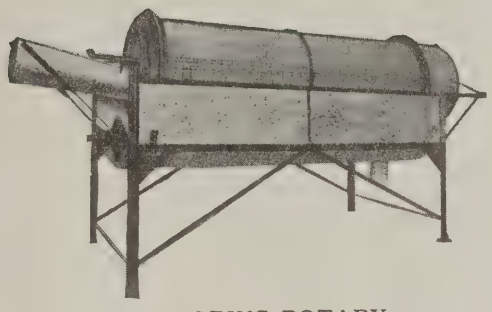
Facts Reported and Formal Conference Called—Following the emergency conference of November 27, a statement was drawn up and distributed under date of December 7, 1923, reporting fully on the finding of the infestation of these grapes and suggesting, par-

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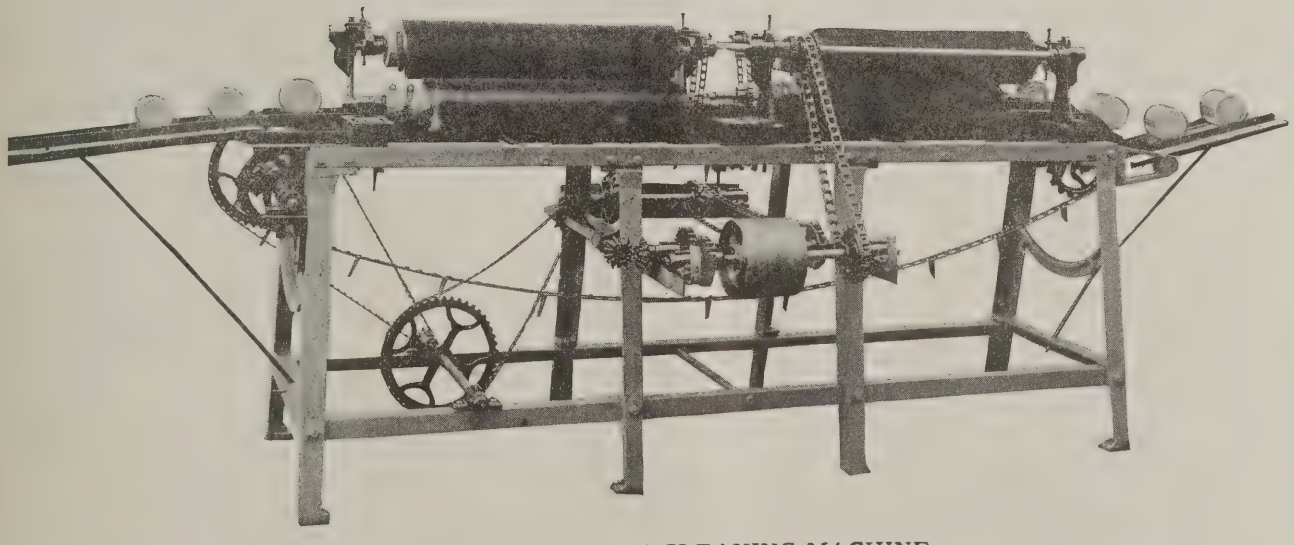
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This illustrates the Double Machine for cleaning tops and bottoms and bodies. We also make a Single Machine for cleaning tops and bottoms. Cleans cans from flats to No. 10's

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ticularly for southern districts, certain protective measures, more particularly with relation to the burning or disinfection of the ground cork in which these grapes are packed and which might possibly contain escaped maggots in various stages of transformation. This statement also announced a formal conference (held January 4) to determine future policy with respect to the entry of these grapes.

At the conference of January 4, the Spanish Embassy, the Merchants' Association of New York, and the leading interests concerned in the importation and distribution of these grapes were represented, together with erperts from the Department of Agriculture and official representatives—plant quarantine guardians and others—from some nine States, and the whole subject was fully considered. The mercantile and importing interests, while urging commercial and other reasons for a continuation of the importation of these grapes and offering for consideration suggestions as to possible means of safeguarding their entry, indicated their full realization that all risks which could not be adequately safeguarded should be given full weight in reaching the decision as to whether these grapes should be admitted or excluded, and expressed emphatically their opinion that the fruit and vegetable interests of the United States should come first and have the benefit of any doubt. They stated, however, that it was important that the decision should be rendered early, i. e., before the period for contracting for the next year's crop. The general status of infestation brought out at this conference forms the basis for the decision herein announced, and is embodied in this statement.

Amount and Nature of Infestation—It should be noted that the infestation of these grapes has beeen very slight from the standpoint of the consumer, so slight, in fact, that the original determination of it might not have been made except for the unusual expertness and skill of the Department's inspectors. For the most part, the grapes showed no exterior sign of attack—in fact, as a rule the infested berries were superior in appearance and would normally be eaten without suspicion by anyone. While, as a rule, only single berries were found infested, in one instance 29 larvae were taken from a single bunch of grapes. The amount of infestation is, perhaps, roughly indicated by the records of finding of upwards of 200 larvae in the barrels examined of the 129 rejected "lines." It is to be noted, however, that this finding was based, as already indicated, on the examination of approximately one barrel in 15 and on a critical examination of less, on an average, than 1/10 of the grapes contained in each barrel inspected. It is reasonable to infer that the percentage of infestation would have been fairly constant throughout the rejected "lines," and, therefore, if all of the barrels included in such "lines" had been inspected, we would have to multiply these findings by 15 and 10, which would indicate a possible content in such rejected "lines" of some 29,000 larvae.

The infested "lines" were distributed as to origin throughout the Province of Almeria, indicating a rather general occurrence of the fruit fly in that province. It is reasonable to infer, therefore, that the risk of entry of fruit flies adhered more or less generally to all of the imports of these grapes, whether or not infestation was actually determined.

Nature of Risk to the Fruit and Vegetable Crops of the United States—While it may be admitted that the risk from these grapes is in one sense minimized by their distribution throughout the United States and their fairly prompt consumption, probably unwittingly, larvae and all, the actual numbers of fruit fly maggots which may thus be imported, as indicated, must necessarily involve the emergence of many from the grapes and their transformation in the ground cork employed as packing, or in the crevices of the barrels, or otherwise on premises where such grapes are stored and handled. That there is nothing in the temperature conditions to which these maggots or later stages would ordinarily be subjected in this country which would prevent their successfully passing the winter and emerging as adult flies to attack the many fruits and vegetables which are hosts of this pest has been abundantly determined by experimental work conducted by this department and by other agencies. The establishment of this pest might, therefore, occur anywhere in the United States and undoubtedly it could maintain itself in very important fruit sections, probably extending well north into areas devoted to cultures of deciduous fruits.

Another phase of the matter is the possibility that the failure to note infestation of these grapes during the long period of years which they have been an important article of import may well indicate that the infestation in the Almeria district of Spain is of recent origin, and that, therefore, the risk as to future importations may become even greater than that indicated in this year's imports.

The enormous values of the investment in fruit and vegetable production in the United States, which has no counterpart in the world, makes it imperative that this risk, now for the first time determined as a very real one, should not be further assumed.

It is realized, with much regret, that this embargo will stop the import into the United States of an important product from Spain, and will eliminate from domestic use in this country a winter fruit which has always had an appeal and found ready sale.

The Fruit Fly Menace—Fruit flies are looked upon as, perhaps, the worst of all known fruit pests, and in many foreign countries they are now occasioning enormous losses to fruit and vegetable crops. Fortunately the United States has so far kept free from these pests. Of these the most widespread and destructive, undoubtedly, is the so-called Mediterranean fruit fly, a pest which may have originated in West Africa. The entry and establishment in the United States of this fruit fly would be nothing less than an overwhelming disaster particularly to the fruit interests of this country. The possibility of maggoty oranges, grapefruit, peaches, prunes, etc., would practically destroy the confidence of the public in these fruits, fresh or preserved, and even a small percentage of infestation would have its psychological effect on the salability and popularity of these products. Furthermore, the nature of the infestation, as already indicated, in the instance of these Spanish grapes is such that it is not possible to eliminate all infested fruit by inspection and selection, nor is there any known practicable method of disinfecting infested fruit in such manner as to fully safeguard its entry. Protected as they are in seemingly sound fruit, it is not possible to reach and destroy fruit fly maggots by any known means of poisoning or disinfection. For these reasons the prohibition of entry of any fruit or vegetable known to be

AYARS 1924 MODEL
New Perfection
PEA and BEAN FILLER



This Model Made For No. 1, 2, 3 and 10 cans.

HAS POSITIVE CAN FEED

REVOLVING HOPPER

New design, straight side, large at the bottom. The peas do not stick to one side and get cold. They are always level in the hopper at all heights and do not require any agitator.

CIRCLE SPRAY IN NECK OF HOPPER

SPLASH PLATE over cans so peas will not wash out on floor.

Brine goes in cans hot. Large heater in brine tank.

CHANGING GRADES.—Filler stops and all filled cans deliver to closing machine.—LARGE DELIVERY DISK—NO CAN—NO FILL.—WILL NOT WASTE BRINE.—NO RUBBERS to catch cans after they become worn—FILLS ABSOLUTELY ACCURATE—DOES NOT CUT PEAS—BAKED BEANS—Only filler for baked beans. Has separate measure and seperate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Ayars Machine Company SALEM NEW JERSEY

more or less generally attacked in the country and district of origin is believed to be the only means of adequately eliminating risk.

The realization of the danger to the American fruit and vegetable crops from various foreign fruit flies was the particular basis of the general fruit and vegetable quarantine which became effective November 1, 1923. Under this quarantine certain classes of fruits and vegetables known to convey a distinct risk of being a means of bringing dangerous fruit flies and other pests to this country are definitely excluded. All other fruits and vegetables are brought under regulation and entry under permit for the purpose of inspection as a condition of entry, to determine any risk or danger which may not now be known or which may later develop.

SOME PHASES OF OUR FOREIGN TRADE.

By James A. Farrell, Chairman, National Foreign Trade Council.

(*Continued from last week*)

Our foreign trade is ever confronted by new problems. The most important phase of the situation today is that of making larger use of markets that hitherto have been regarded as secondary, while the main flow of our exports and imports was with Europe. The thought and study of those connected with international commerce must be devoted with renewed vigor to this question. Until Europe begins to make definite progress against the forces that now threaten its economic position, we should be seeking to establish a more permanent position in other markets to absorb our surplus production. And at the same time, as our requirements in raw material steadily increase, while Europe's ability to produce them either diminishes or fails to keep pace with our growing demand, it is the course of ordinary prudence on our part to expand our activity in seeking such materials in other markets of supply.

This is a very important factor of our situation today. The full employment of our people is essential to prosperity in this country. It is the expansion of our industrial establishment which makes such full employment possible. This industrial establishment needs, for its full occupation, large and constant supplies of raw material. In many lines, probably in most of them, such supplies are available from domestic sources. But in some lines, even among those which use domestic materials, our own supplies are not sufficient to keep the plants fully occupied, and must be supplemented by importations from foreign sources. Also there are not a few of our industries, which employ many thousands of men and women and disburse a great many millions of dollars annually in wages, which are dependent upon foreign sources for their raw materials. No rubber, for instance, is produced in this country, but there are manifold uses of it among our people. Crude rubber to the value of something like a hundred million dollars is imported annually. We produce 68 per cent of all the cotton grown in the world, and consume 37 per cent of it, but there are more plants for the manufacture of silk in this country than there are for the manufacture of cotton, and no raw silk is produced here.

MAX AMS Closing Machines

Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

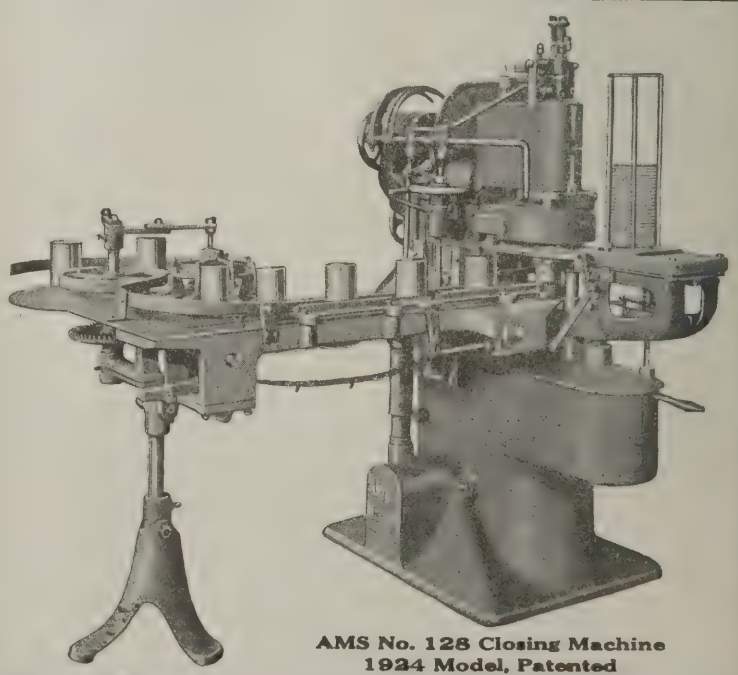
THE MAX AMS MACHINE CO. NEW YORK, N.Y. U.S.A. FOR ALL SANITARY CAN SYSTEMS

The use of AMS Closing Machines and AMSCAN Certified Sealing Fluid — The Golden Band—is the best Tight Seam Insurance.

—o—

The Max Ams Machine Co.
101 Park Avenue
New York

BRANCHES: Chicago and London, England.



AMS No. 128 Closing Machine
1924 Model, Patented

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling **West Virginia**

NEW YORK OFFICE
Room 1313-32 Broadway

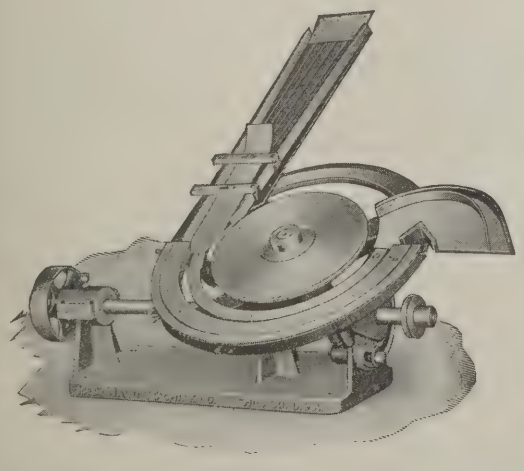
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

AUTOMATIC END CURLING MACHINES



This device performs the operation of curling flanged edges of sanitary type can ends, or any other work where it is necessary to curl. Its adjustability allows the chute to be set at any angle to convey the ends to curling wheels, making it adaptable for any Open Back Inclinable Press. The curling prevents nesting and is essential to automatic feeding in Compound Applying Machines and Double Seamers.

The curled edge acts as a retainer for sealing compound and facilitates operation of seaming rolls. One set of hardened rings are included, extra rings furnished for additional sizes. Only the inside rings are changed, outside rings being provided with adjustment for variation in curl. The bearings are fitted with removable bronze bushings. All parts are interchangeable and readily removed for additional sizes. Two Curlers may be arranged behind our Double Die Automatic Presses.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

Suppose for a moment, merely for the sake of illustration, that some elemental catastrophe were to remove any of the countries producing materials not found in this country. A vast reorganization of our industry, our commerce and our life would be necessitated. But would our commerce and industry stop? Not at all. The reorganization would be made and we should go on with intensified energy in new directions. Does that not suggest the wisdom and the importance of taking steps now voluntarily in the same direction that such a disaster would compel us to take. There never was a time in the history of this country in which opportunities were greater for intensive study of neutral markets in the absorbing and fascinating work of developing new sources of supplies and new business in our products.

The figure of our foreign commerce for this year indicates that there is already increased activity in non-European markets. Exports, particularly of manufactured articles, to Europe have been decreasing, but similar exports to other countries have been increasing. There are those who seem to think that this result is only temporary, and due to the diminuion of German trade following the occupation of the Ruhr. It may be, however, that there is an element of permanent development in it. Certainly it is the part of wisdom for us to strive to make it permanent.

For we must keep it constantly in mind that conditions of daily life in this country impel us, whether we consciously will it so or not, to maintain a certain amount of foreign trade in order to keep our own people remuneratively occupied, and to supply them with the things they need and want. This compelling impulse toward foreign trade will go on and intensify. It is as we are successful in our effort to make permanent advance in the newer markets, to which we have given our trade with Europe, that we shall gain lasting improvement in our whole trade, with corresponding benefit to all our people.

There are elements of difficulty in this program. Let us not forgett hat very often the overcoming of difficulties lends zest to the effort. Some of these difficulties are more than a litle puzzling. We shall meet the competition of other trading nations that feel as we do the necessity of expanding their trade. For the present, and as long as conditions of inflation continue, especially among the more active of the industrial nations, we suffer under the handicap of their lower productive costs. This is particularly true in Germany, where in the last few years the chief industrial plants have paid off their bonds and mortgages in depreciated currency and are free from that important element of overhead. Other nations may have different elements of advantage. Belgium and France have it to a lesser extent. The British, for instance, have more widespread systems of communication and more greatly ramified financial institutions with which to serve their international commerce. The development of such facilities should occupy part of our effort. We have proved, in numerous lines, our effectiveness in organization of production. No doubt we can demonstrate a similar effectiveness in organization for distribution, and this is a phase of foreign trade of paramount importance. Possession of effective physical agencies of commerce is of the greatest value. Production is the first; others are trans-



Other Originations:
Rogers Improved Kidney Wax
Rogers Green Admiral Peas,
Rogers Winner Peas.

LIGHT green, slender, round pod, 4 to 5 inches in length and almost perfectly straight.

Tender, meaty, brittle and entirely stringless even when ripe.

In appearance and season very similar to the old reliable Late Refugee 1000-to-1, having a strong vine with small leaf and heavy foliage.

Hardy and productive.

Without exception the most popular and desirable Greenpod variety for canner's use.

Now booking contracts, future delivery, 1924 crop.

Rogers Bros. Seed Co.

Originators
Breeders & Growers
Chicago U. S. A.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

Profitable Advantages

These are the outstanding advantages experienced by increasing numbers of canners the country over who use

Wyandotte Sanitary Cleaner and Cleanser

for all their plant cleaning work.

They know by the feel and smell of their equipment that it is sweetly and wholesomely clean.

They know that it is thoroughly rinsed, free from even the cleaner itself.

They know that the equipment is unharmed and consequently has a longer life of usefulness.

They know also that their cleaning costs are on a profitable basis because of the protection Wyandotte Sanitary Cleaner and Cleanser insures to the quality of their products.

Indian in circle



in every package

You can make their experience yours.
Ask Your Supply Man.

The J. B. Ford Co. **Sole Mnfrs.** **Wyandotte, Michigan.**

portation, communication and finance. We need efficient American organization in all. This is particularly true of our merchant marine, with which highly important agency we are also encountering difficulties of our own production that are making it well nigh impossible at present to continue operations without large losses. It is now more than three years since the Congress enacted a law which declared it to be the policy of the United States to do everything necessary to maintain a merchant fleet under private ownership and in private operation. That law laid down a course of procedure for the United States Shipping Board and prescribed a rule of conduct for the Board in its execution. The clear purpose of the Act was to bring about the transfer of the government-owned war-built fleet to private ownership. Some progress has been made along that course, and as long ago as last April there were almost six million tons of ocean-going vessels under private American ownership, within a million two hundred thousand tons as much as was then owned by the Government.

The proportion of American commerce borne in American vessels, however, has been going down as the proportion of privately-owned vessels has been going up. And this has occurred during a period in which the Shipping Board has been making active efforts to obtain cargo for American ships. These efforts of the Board to secure cargo have had an effect which obviously forced privately-owned American ships out of operation. This has been done by a process of rate cutting, in order to get business, which, while it has not forced foreign competitors to lay up their ships, has made the business unremunerative and has compelled the withdrawal of privately-owned American vessels in overseas trade. It would seem that there should be some relation between the freight rate and the value of the commodities carried that would not necessitate an actual loss for the carriers.

Of course, the producers desire and enjoy low ocean freight rates. Not only the producers of cotton demand them, but those producing other agricultural and industrial products. If there is, however, to be permanence in production and continuity in ocean-borne commerce, there must also be some profit; and a system which compels American ship owners to operate at a loss is not conducive to the upbuilding of an American merchant marine so necessary to the interests of this country.

German advance in shipping has kept pace pretty much with the procedure to which I have referred already by which German industry has written off its most important element of overhead and improved its capacity to compete with the product of other nations. The advanage of the depreciated mark has been used by German shipbuilding and operating interests, with the result that the recovery of the German merchant fleet is the outstanding fact in the shipping situation of the world. It is only five years since the signing of the armistice, as a result of which Germany was deprived of practically all her merchant marine. Today she has at least three-fifths as large a fleet of merchant vessels as she had before the war, and her present progress, although not as rapid as it was before the mark had reached the vanishing point, is still continuing.

These are but a few of the phases of foreign trade that call for sound and careful thought, and for the judgment of men of training and experience. Never has it been more important to the success of our commerce that we should have the benefit of sound training among its active men. We are entering a period which will see, I hope, a more determined effort than ever to establish ourselves and expand our trade in markets to which we have not heretofore given the attention they deserve. It is of high value in such efforts to have the services of men who have not only received the grounding in fundamentals of a careful course in foreign trade in an effective educational institution, but have had instilled into them, as one result of such a course, a readiness to live abroad and to devote themselves, as a career, to this interesting business. There are educational institutions in this country which are devoting much time and care to this training of young men for the foreign service both of the government and of private business. Business can help these institutions, and benefit itself, by finding or making places for their graduates.

Finally, the attention we have been giving to the troubles of Europe is reflected, naturally, in much of what we hear and read, until it seems, sometimes, that we are a little in danger of taking our tone from the obvious troubles of that distracted part of the world and allowing the more hopeful situation of our own and other countries to pass unnoticed. There is distinct improvement, as well as encouragement, here and elsewhere; even if the difficulties of Europe do not promise immediate, or even proximate, settlement. Canada's prosperity lies with ours. South and Central America are on the mend. Conditions are better in Australasia and South Africa. The Far East, India, the Dutch East Indies, Japan and even China are much better than they might have been; and finally, in the United States there is reason to expect a constantly improving situation in the nation's business.

JOINT REPORT OF CONFERENCE COMMITTEE

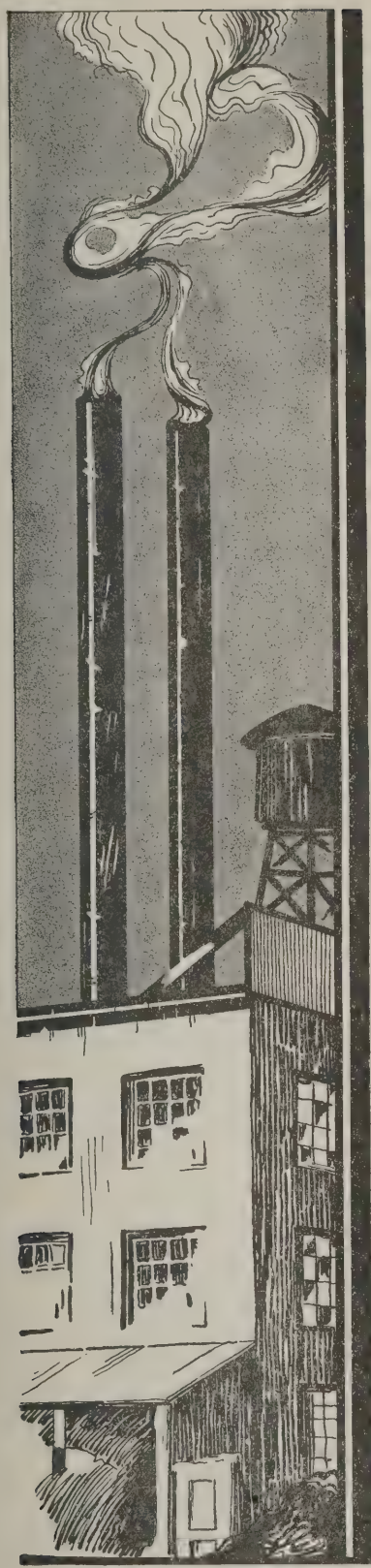
Conference Committee Makes Report at Seventeenth Annual Convention of National Canners' Association in Buffalo, N. Y., January 22.

The Conference Committees representing the National Wholesale Grocers' Association, the American Wholesale Grocers' Association and the Conference Committee of the National Canners' Association.

APPROVE AS A PRINCIPLE the canners' warehouse plan as applied to wholesale warehouse stocks only, as far as permissible under Federal, State and municipal food laws.

APPROVE AS A PRINCIPLE for the purpose of the wholesale grocer crediting the retailer for spoils which must be destroyed when and where found, that the wholesale grocer is to receive from the canner an allowance mutually agreed upon between wholesale grocer and canner at the time of purchase, or in the alternative, the adjustment of such losses to be left to the contracting parties.

APPROVE August 1st following year of purchase as the expiration of the guarantee period of sales for delivery from future pack, and the period of six months on spot sales, for both the wholesale and retail stocks.



THE SIGN OF QUALITY

STURDY MACHINERY BACKED BY SERVICE

SPRAGUE-SELLS and Peerless Canning Machinery will be the staunchest—the most efficient, durable and dependable that fine materials, experienced workmanship and sincere purpose can make them.

Every machine bearing our name will be backed by an unequivocal guarantee of complete satisfaction—or money refunded.

Field service—unstinted and gladly rendered will be constantly available to the users of our equipment—with a corps of experts at their command to aid in the solution of any problems that may arise.

The prices of our machines will be kept preeminently fair at all times by adjustment to conform with labor and material costs.

Our prices will be standard—one unvarying price to all. You purchase our machines with the satisfying knowledge that your investment is precisely the same as that of each and every other purchaser—no higher or no lower.

This is the platform upon which Sprague-Sells and Peerless Canning Machinery is offered. We believe it will win the instant and sincere commendation of everyone intimately associated with the Canning Industry.

From our two plants, at Buffalo and Hoopeston, we can supply practically every item of canning equipment.

Write us today for quotations on any equipment you may need, addressing your inquiry to:

Sprague-Sells Corporation

General Sales Office:

500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

HOPE BEYOND THE GRAVE

Dedicated to the Memory of William C. Leitsch
By Ex-President James A. Anderson

I cannot think of those who've gone
As being far away
From us who learned to love them so
And prayed for them to stay.

They sometimes seem so very near
That Heaven seems nearer, too,
And all the world seems brighter,
And life seems fresh and new.

The clouds of darkness roll away
And sunshine enters in
To give me strength and courage
Life's battles here to win.

I seem to hear them speak to me
And tell me not to long
For them to come to earth again
And mingle with the throng

Where pain and sorrow and distress
Are given, that we may be
Loving, kind and merciful—
The emblems of Deity.

They seem to tell me not to grieve,
But rather to happy be;
A worthy, living monument
To their sweet memory.

They tell me of the sacrifice
Our heavenly Father made
In sending His begotten Son
A dying world to save.

Then how can we e'er doubt His love
Or His supernal power
To render right what now seems wrong
In this dark and trying hour?

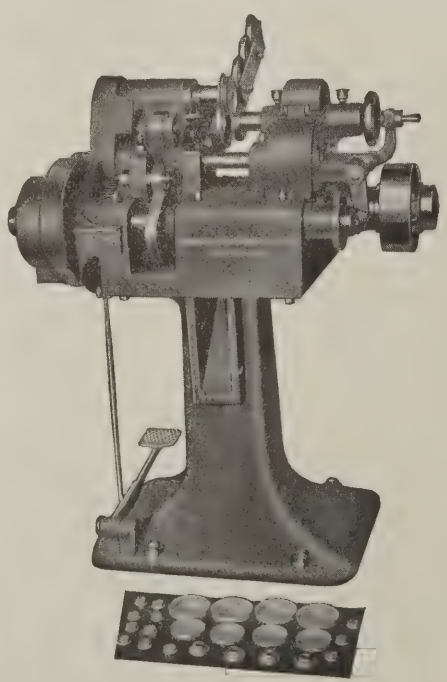
And oh, how sweet this mortal life
When we can understand
That when our work is made complete
He'll take us by the hand.

And lead us to that heavenly home,
To where our loved ones dwell;
And we shall meet them face to face—
Oh, how our hearts will swell!

With love and praise and gratitude,
How happy we shall be
To live with those we dearly love
Through all eternity!

The veil of tears will then be drawn
And we shall find the key
To God's redeeming, sacred love
And all His mystery.

Then let us put our trust in Him
And always faithful be
To Him who gave His life for us
And guides our destiny.

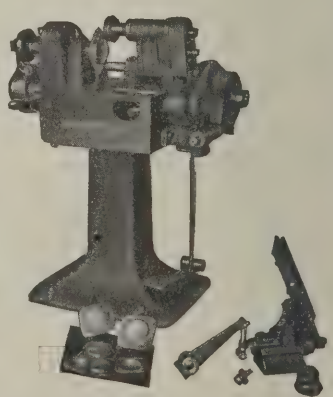


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

Pulp Machines
Pulp Finishers

IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2 lb. cans. Conceded to be the best; hundreds in used. Double theremometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process

MADE BY



ZASTROW MACHINE CO. INC.

1404-1410 THAMES STREET
BALTIMORE - MD.

SUCCESSORS TO
GEO. W. ZASTROW

A&D Corrugated Fibre Shipping Boxes *for* CANNED FOODS

STACK them twenty high in the warehouse without fear of collapse or crush—subject them to rough handling and heavy falls—put them to every sort of test and they will prove themselves the safest and soundest canned-goods boxes you have ever packed and Shipped. And they cost much less to buy and use.

Write for FREE CANNERS' BOOKLET and let us quote you prices on these better boxes

The Hinde & Dauch Paper Co.

Member Canning Machinery & Supplies Assn.
800 Water Street Sandusky, Ohio
CANADIAN ADDRESS:
Toronto, King Street Subway and Hanna Avenu

And when our mission is complete,
And the victory we've won,
May we receive the welcome word:
"Enter thou: well done."

This great reward thus given us,
In knowledge we will grow;
And all the mysteries we will solve
In Heaven and earth below.

And when that knowledge we have gained
So we can understand
The work of all the universe
By that omnipotent hand.

And when we've learned to recognize
The great eternal plan
That God is just and merciful
To every mortal man.

We'll then be worthy of the crown;
The glorious truth unfurled,
Will make us like our Master,
And Saviour of the world.

And we'll receive our just reward
The Great Redeemer planned;
When we shall know as we are known,
Oh, then we'll understand!

NO MOTHER TO GUIDE IT

Jones—Say, waiter, is this an incubator chicken?
Waiter—I don't know, sir; why?
Jones—Any chicken that has had a mother could never get as tough as this one.—Sun Dial.

N. C. A. OFFICERS ELECTED AT BUFFALO

The National Canners' Association elected the following officers and new directors:

President—Royal F. Clark, Beaver Dam, Wis.

First Vice-President—Robert M. Barthold, San Francisco.

Second Vice-President—E. F. Trego, Hoopeston, Ill.

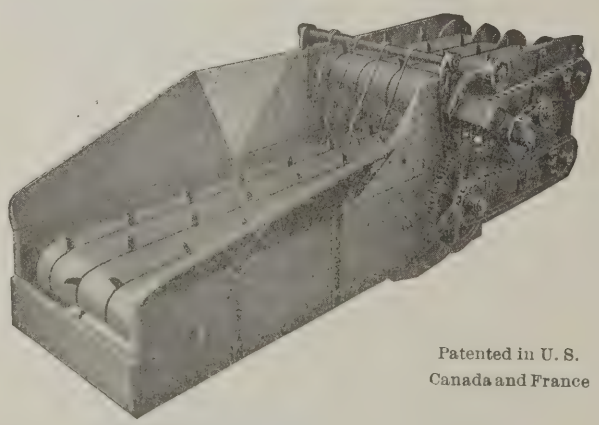
Secretary—Frank E. Gorrell, Washington, D. C.

DIRECTORS

G. R. Garretson, Chicago, Ill.
John L. Baxter, Brunswick, Me.
George E. Diament, Cedarville, N. J.
Lawrence A. Judd, Honolulu, T. H.
Frank Van Camp, Los Angeles, Calif.
Frank Warren, Portland, Ore.
Richard Gilliam, Montvale, Va.
Clarence Turmail, Vallonia, Ind.
Harry P. Strasbaugh, Aberdeen, Md.
William A. Miskimen, Hoopeston, Ill.
J. Neuman Numsen, Baltimore, Md.
Henry B. Bird, Winslow Mills, Me.
L. S. Brotherton, Bozeman, Mont.
R. F. Clark, Beaver Dam, Wis.
F. A. Harding, Boston, Mass.
Roy W. Hemingway, Syracuse, N. Y.
H. H. Hankins, Bridgeton, N. J.
W. F. Rudiger, Ogden, Utah.

An Ideal Viner FEEDER with Distributer

On Every Viner is Economy



Patented in U. S. Canada and France

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributor are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that Ideal Viner Feeders more than save their cost each season.

OVER 1500 IN USE

FRANK HAMACHECK, Kewaunee, Wisconsin

Manufacturer of IDEAL VINERS, VINER FEEDERS and CHAIN ADJUSTERS

ESTABLISHED 1880

ARTISTIC LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

— for the —

Pea Canner
Corn Canner
Tomato Canner
Fruit Canner
Milk Canner
Meat Canner

BERLIN CANNING MACHINERY WORKS
BERLIN, WIS.

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

Houston :-: Texas.

Wire us your offerings.

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.



Patent Pending

The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

PERRYMAN, MD., December 7, 1923

We just want to write you in regards to the splendid success we had with your boxing machine this year. It cased three thousand cases per day for us for forty-two days. I do not think we lost a minute's time with it during the entire season. I would say it was one hundred percent perfect.

Yours truly, F. O. Mitchell & Bro.

Manufactured and Sold by

Westminster Machine Works

Westminster, Md.

WARNER HAS ANOTHER GOOD YEAR

WARNER Inter-Insurance Bureau, which now writes upward of $88,000,000 of cannery insurance, reports another good year, showing a saving to its subscribers of $493,252.78 for the year 1923. During the 16 years that this Exchange has operated it has saved its patrons a total of $3,112,010.42, or an average saving of $6.58 per thousand insurance carried. In their report for the year, Lansing B. Warner, Inc., attorney for the Exchange, said:

"In 1923 we wrote a much larger volume of insurance than in any previous year, and the saving, which amounted to $493,252.78, is the largest aggregate saving for any year. We have greatly increased our capacity and facilities, which should result in the writing of a much larger volume of insurance in the future, and in still further betterment of our service.

"Every effort is being made on our part to perfect our organization, and we are striving each year to render better service. We are aiming to perfect a service which will provide canners with the most advanced form of coverage, the safest and most dependable protection, and the most economical insurance.

"Your Advisory Committee has faithfully attended our meetings, and has given much time and careful thought to looking after your interests, and this without compensation, and we wish to express to it our thanks and appreciation for its efforts and counsel."

CANNED REINDEER NEXT ?

THERE are so many reindeer wandering over the Kamtchatka Peninsula serving no particular purpose to mankind that Consul G. C. Hanson, Harbin, China, informs the Department of Commerce of their availability for canning. Reindeer steak is a stable food of the Northlanders and a delight to the epicures of warmer climates, and there is every reason to believe that canned roast reindeer would be an acceptable item in the American housewife's panrty. According to statistical reports of Russian officials, it would be an easy matter to acquire 15,000 animals yearly from a single native belonging to the Koryaki tribe. The natives do not sell reindeer for money, because this is forbidden by their religious beliefs, but they very willingly exchange the animals for merchandise and provisions. It is believed that reindeer meat may also be exported by the refrigerating process.

NEW ORGANIZATION FORMED OF CANNERS' SECRETARIES

AT the recent Convention of the National Canners' Association a new organization was formed of secretaries of State canners' associations.

Officers were elected for the coming year as follows: President, W. E. Nicholoy, of the Wisconsin Pea Packers' Association; Vice-President, John P. Street, of the Association of New York Canners, and Secretary-Treasurer, C. L. Austin, of the Iowa-Nebraska Canners' Association.

The Board of Directors is composed of the above three officers, E. M. Burns, of the Northwest Canners' Association, and James F. Barker, of the Utah Canners' Association.

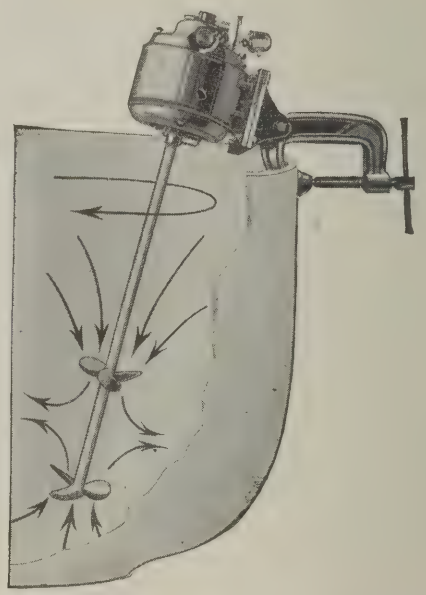
TAXI!

Drip—Let's walk around the corner and get a drink.
Drap—Hell, no. Let's run.—Jester.

A New Stirring Device

THE photograph shown below is fairly descriptive of a very ingenious and entirely new method of mixing liquids by a portable machine which can be clamped to any convenient tub or tank from twenty gallons up to one thousand in capacity.

This new method of utilizing "push-pull" propellers represents the latest scientific and most efficient means for the complete and rapid intermixing of liquids.



On the motor-driven shaft are attached two propellers so positioned and pitched that the lower blade throws the liquid upward to meet the stream of liquid which the upper throws downward. This causes a complete intermixing of the liquid mass without the danger of splashing or spilling, as the streams are brought together beneath the surface of the liquid.

It is to be noted that all moving parts with the exception of the shaft are outside the liquid, and that an extremely small surface of the metal is exposed to the action of the liquid being mixed.

Any concern that is now mixing any kind of liquid, thick or thin, by hand methods or the old-fashioned type mixers, will find that the new Hy-Speed Mixer, with "push-ball" propellers, will pay for itself in a very short time and insure a much better article.

It is stated by the manufacturer of this device that one concern formerly required a man's time for three days to make up a heavy thick liquid, at a cost of $15.00 for labor, which is now being mixed by a Hy-Speed Mixer in three hours at a cost of 15 cents for electricity. This is just one example of the great value of a scientifically designed machine over the conventional hand methods which have been in vogue for so many years.

If any of our readers believe that the above described device, which is sold in sizes varying from $37.50 to $110.00 each, can be used to advantage in any of their plants, just drop them a line and a complete circular describing this new, interesting article will be sent. The Alsop Engineering Co., 157 Water street, New York city, is making it.

LANGSENKAMP

PRODUCTS SATISFY

Copper Steam Jacket Kettles

Kern Lightening Finishers

Indiana Pulpers

Kook More Koils

Washers and Sorting Tables

Cypress and Glass Lined Tanks

130 E. Georgia St., INDIANAPOLIS, IND.

A SAVING IN COST

AMOUNTING TO

$3,112,010.42

has been returned over a period of sixteen years, to the Canners who have been carrying their fire insurance with

CANNERS EXCHANGE SUBSCRIBERS

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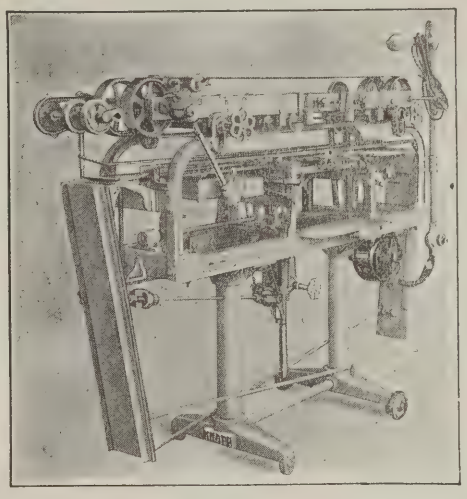
WARNER INTER-INSURANCE BUREAU

For information, write

LANSING B. WARNER, Inc.

155 E. Superior St.,
CHICAGO, ILLINOIS

Officially endorsed by National Canners Association



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY INC.

LABELING, WRAPPING and BOXING MACHINES

GENERAL OFFICES
YONKERS, NEW YORK

CHICAGO OFFICE — 53 West Jackson Blvd.

PACIFIC COAST REPRESENTATIVES:
Anderson Barngrover Mfg. Co.
104 Pine St., San Francisco.

UTAH REPRESENTATIVE:
Cannon Supply Company
420 Vermont Bldg Salt Lake City

CANADIAN REPRESENTATIVES:
Brown Boggs Company, Ltd.
Hamilton, Ont. Canada.

Knapp Euipment can also be secured through

Sprague Canning Machinery Co.
Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—
1—16-foot Monitor Steel Frame Blancher.
1—Style X Monitor Washer.
1—Monitor Pea Picking Table.
1—Elgin No 375 Type Plunger Filler with tartaric acid-ing attachment and roller capper.
1—Wonder Continuous Cooker, Style F.
1—Burt Labeling Machine for No. 3 cans.
1—No. 1 Monitor Scalder.
5—40x72 Retorts.
1—35 H. P. Buckeye Horizontal Engine.
Canning Machinery Exchange, Marine Bank Bldg., Baltimore, Md.

FOR SALE—Following second hand parts.
1000 feet 1 in. black pipe
50 feet 1 in. Return Bends
250 feet 2¼ in. Angle Iron
275 pieces 1 by ⅛ Strap Iron Length 3 ft. 8 in.
200 feet Chain No. 67 Plain Links
100 feet chain No. 67 Drag Links
10 Spreckets 9 in.
6 Pieces shafting 4 to 5 feet lengths
1 Worm Drive
1 Cyclone Copper lined Pulp Machine.
1 No 10 Ayars Tomato Filler
1 Peerless Syruper for 2, 3 and 10
John H. Dulany & Son, Fruitand, lMd.

FOR SALE—
1 Pre Heater and Dryer for 5 gallon carboys, 30 ft. long. (Manufactured by U. S. Bottlers Mchy. Co)
2 Pre Heaters and Dryers for bottles - manufactured by U. S. Bottlers Mchy. Co.
2 Elgin No. 375 Model B Plunger Type jar fillers.
2 Washing machines for jars and bottles – manufactured by Karl Keifer Co.
1 Bottle washer for outside bottles – manufactured by U. S. Bottlers Mch. Co.
1 Ermold Labeler equipped with motor – manufactured by Edw. Ermold Co.
2 Conveyors for bottles.
2 World Labelers.
1 Kern finsher with copper storage tank, extra screens and brushes.
1 Fruit press, vertical type, 4 rod hydraulic – manufactured by Hydraulic Press Co.
8 Copper jacketed kettles – 75 gallons capacity.
1 Copper jacketed kettle approximately 250 gallons capacity.
1 Copper jacketed kettle – 150 gallons capacity.
1 Grape stemmer and grinding machine – manufactured by Klotz Machine Co.
1 Perforator manufactured by Cummings Perforator Co.
2 Huntley Cherry Pitters No. 1 Monitor – manufactured by Huntley Mfg. Co.
2 Toledo Springless Scales. { 1 500 lbs capacity new / 1 2000 lbs capacity new }
9 Foxboro Indicating and recording thermometers.
1 Lot approximately 30, No.3 steam traps – manufactured by V. D. Anderson Co.
1 Lot approximately 2400 lbs. copper pipe –3 in., 2 in. and 4 in. in size.
Address Box A-1142 care of The Canning Trade.

FOR SALE—1 Lye Peach Peeling Machine in first class condition – 1 10 H. P. Horizontal Engine – 2 Steel Closed Retorts, 28 x 48, holding 2 baskets to the retort – 18 Retort Crates made of extra heavy steel. This equipment is practically as good as new and has been used very little. Price very reasonable.
Address Box A-1139 care of The Canning Trade.

FOR SALE—New and Practically new canning machinery at bargain prices. Write for list.
A. K. Robins & Co., Baltimore, Md.

FOR SALE CHEAP—One National Peeling Machine, new, never set up.
West Dover Farmer Packers, Dover, Delaware.

FOR SALE—2 Sprague All purpose Pea blanchers,
4 Hamachek Ideal Viner Feeders,
1 Ayars 12 pocket Rotary Pea & Bean filler,
1 Squirl cage feeder for Scotts rotary pea grader
1 Knapp Labeling machine.
All in good condition. Prices on application.
Address Gaston Canning Co., Gaston Ind.

FOR SALE—NEW: Wright Hand Pack filling Machines for Tomatoes and other products. Catalogue and prices on application. Manufactured by Frank M. Wright, 512 Second Ave., Olean, N. Y.

FOR SALE—One Clipper Cleaner, No. 39, used only part of one season.
Address Milton Canning Co., Milton, Del.

For Sale Seed

FOR SALE—200 bushels Rogers Winner Seed Peas. Very finest quality, 1923 grown by Rogers Bros. Price on application. Lock Drawer A. Bridgeville, Del.

FOR SALE—1000 bu. Alaska pea seed, Western grown, Seedsman's stock, 14 cents per lb. 1000 bu. Rogers Winners 15 cents per lb.
Apply Box A-1133 care of The Canning Trade.

FOR SALE—We have a small surplus of Golden Bantam, Large Late Crosby, Improved Hickok men and Evergreen Sweet Corn all grown here by ourselves for seed purposes, from selected stock seed which was carefully tested for disease and vitality by the rag doll testing system which eliminates disease and unfertile barren stalks. We have been growing and improving this corn for a number of years under the above system. This work has been done by our Mr. Skinner with the assistance of Dr. Woodbury and the Department of Agriculture. We are offering this and will be pleased to receive your inquiry.
W. R. Roach & Company, Grand Rapids, Michigan

FOR SALE—2500 bushels Guaranteed Alaska Pea Seed, grown by well known seed growers. Price and particulars on application to

Box A-1132 care of The Canning Trade

FOR SALE—800 bushels Alaska Pea Seed
500 bushels Green Admiral Pea Seed.
Grown by E. B. Clark Seed Co., Crop of 1923. High Germination Test. For Price address:
Box A-1141 care of The Canning Trade.

FOR SALE—We have a surplus of quality Sweet Corn Seed of our own growing. All tips and butts removed and shelled by hand to eliminate undesirable seed. We offer:

Country Gentleman	20 cents per lb.
Narrow Grain Evergreen	17 " " "
Mason's Favoriite	16 " " "
Old Colony	15 " " "

All F. O. B. our factory – bags free.
Bloomington Canning Company, Bloomington, Illinois.

Machinery—Wanted

WANTED—Complete line of canning machinery for Peas, Corn and Tomatoes - must be in first class shape.
Address Box A-1104 care of The Canning Trade.

WANTED—Pineapple Grater; state make, single or double. Must be in good condition.
Address Box A-1130 care of The Canning Trade.

WANTED—One Wonder or Anderson & Barngrover Cooker for No. 10 cans.
Address Box A-1136 care of The Canning Trade.

For Sale—Factories

CANNING PLANT FOR SALE—The undersigned is the owner of the canning factory formerly owned by the Wee Can Packing Company in the Town of Irondequoit near Rochester, N. Y. The factory is fully equipped for corn, tomatoes, apples, cherries and all local fruit.

A complete description will be furnished on request. The price and terms will be made satisfactory.
Glenn L. Buck, Postoffice Box 549, Rochester, N. Y.

FOR SALE—If you are interested in buying a Canning Plant in the heart of the Tri-State territory to can fruits and vegetables in large volume, with all modern equipment, fine transportation facilities, large acreage obtainable, and reasonable terms, address:
Box A-1140 in care of The Canning Trade.

For Sale—Miscellaneous.

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricity by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

CANNING FACTORY FOR SALE—We are offering a high-class, going and fully equipped Corn and Pea Canning Factory for sale, with a high-class Tomato Branch Plant. Will sell one, both, or either. Located in Central Ohio, in fine Agricultural territoy, in a good city with very best shipping facilities. A going business, with a first-class reputation. 1924 season's crops are practically arranged for.

These plants are in the center of population, with not a case of canned foods in their warehouses to sell. Good, going, money-making institutions at a real bargain. Terms will be made right.

Will furnish complete description upon request. Here is a chance to step in at just the right time when the business is on the move.

Telegraph or address T. E. Dye & Sons, Urbana, Ohio.

WANTED—A good triple Succotash account.
A good Shoe Peg Corn account.
A good Cream Corn account.
Taylor & Sledd, Inc., Mdse. Brokers.
Richmond, Va.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Chemist for Western New York factory, one familiar with the manufacture of catsup, jams, jellies etc.
Give full particulars as to experience and salary in first letter.
Address Box B-1143 care of The Canning Trade.

WANTED—A well known wholesale canned foods jobbing house requires the services of a well experienced sales and advertising manager. Address giving full experience. Box B-11144 care of The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Production Manager. Fifteen years experience in the Canning and Preserving business, several years experience in the New York City market. Pure Jams, Jellies and Butters. Would like to make connection.
S. R. Shelmer, 478 4th. St., Brooklyn, N. Y.

POSITION WANTED—Strictly high grade superintendent with years of unusual varied experience in largest New York fruit and vegetable plants from farm to sales would consider opening for January first where real opportunity exists and where ability, energy and character coupled with quality and quantity producing will be appreciated. Excellent past record. At present holding responsible position.
Address Box B-1113 care of The Canning Trade.

Situation Wanted as Superintendent or General Foreman in factory manufacturing cans for own use or the trade. Twelve years experience in charge of can manufacturing and machine shops Capable of taking entire charge of can manufacturing. Best of reference given. American. Married.
Address Box B-1120 care of The Canning Trade.

Production man and chemist, age 32, experienced in Tomato products, Soups, Pork and Beans, Marmalades, Jellies desires permanent connection with progressive packer
Address Box B-1112 care of The Canning Trade

WANTED—To connect with a canned food or merchandise brokerage organization in the East as sales manager or branch office manager on commission basis. Thoroughly understand the canned food and dried fruit business, also general merchandise brokerage business. Understand handling principals, wholesale grocers, general and specialty salesmen. Desire permanent connection and will appreciate full particulars.
Address Box B-1121 care of The Canning Trade.

Chief Technologist with one of the largest concerns in the U. S. would like change of location. Highly trained and experienced in the bacteriology and chemistry of food and dairy products. Can associate technical training with commercial manufacture. Correspondence strictly confidential.

Address Box B-1122 care of The Canning Trade.

POSITION WANTED—Production man and Chemist age 36 experienced in Mincemeat, Plum Pudding, Calf's Foot Jelly, Marmalade, Jams and Jellies desires permanent connection with progressive packers.

Address Box B-1126 care of The Canning Trade.

WANTED—By Superintendent Processor. Now open for position; 25 years experience packing Peas, String Beans, Tomatoes, Evergreen, Crosby, Shoepeg and Golden Bantam Corn, all kinds of Berries, Cherries, Peaches, Apples and Apple Sauce, also Kidney and Lima Beans. If interested,

Address Box B-1135 care of The Canning Trade.

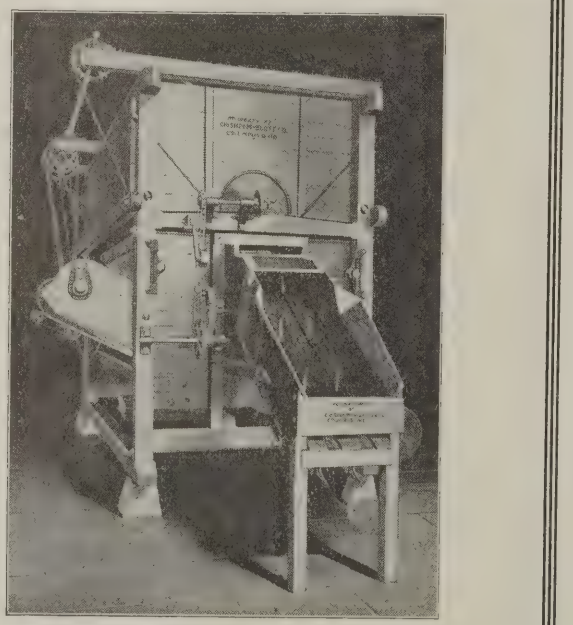
Experienced Pickler desires position. Is fully acquainted with the manufacturing of Dills, Sweets and Sours in bulk, glass and cans. Has many years of experience and is able to take charge of plant.

Address Box B-1138 care of The Canning Trade.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Cor. Custom House Avenue
Brokers CANNED FOODS
BALTIMORE, MARYLAND



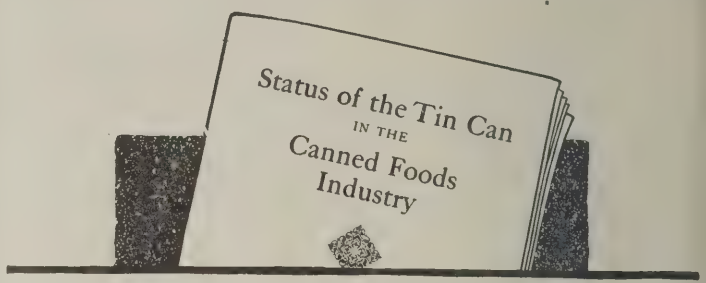
GREEN PEA VINERS

Viner Feeders
Under Carrier Separators

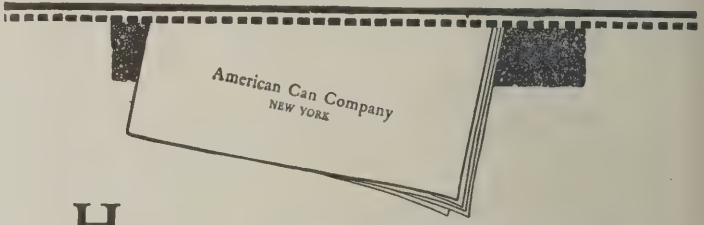
"Ask the men who use them."

CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.

CAN PRICES



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

Continental Can Company, Inc.

will quote prices on Cans upon application.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co.

New York prices corrected by our special Correspondent.

Canned Vegetables

	Balto.	N. Y.
ASPARAGUS*—(California)		
White Mammoth, No. 2½	Out	4.40
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.90
White, Large, No. 2½	Out	....
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.85
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.70
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.50
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.80	.80
In Sauce, No. 1	.80	.80
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	.95
Plain, No. 3	1.40	1.40
In Sauce, No. 3	1.50	1.45
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.75
Red Kidney, Standard, No. 2	.90	¶.90
BEETS†		
Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	¶1.10
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	.95
Std. Crushed, No. 2, f.o.b. Co.	.90	.90
Ex. Std. Crushed, No. 2	1.00	1.00
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	.95	¶ .85
Standard, Split, No. 10	3.25	3.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.50	5.00
OKRA AND TOMATOES‡		
Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	¶1.75
" f.o.b. Baltimore	2.15	¶2.60
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	¶1.30
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	¶4.00
Squash, No. 3	....	....
Squash, No. 10	....	....
SAUERKRAUT‡		
Standard, No. 2	.80	....
Standard, No. 2½	1.05	....
Standard, No 3	1.15	....
Standard, No 10	3.50	....
SPINACH‡		
Standard, No. 2	1.10	1.05
Standard, No. 2½	1.45	1.35
Standard, No. 3	1.50	1.45
CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.75	4.25
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.25
¶ F. O. B. Factory basis.		
SUCCOTASH‡		
Green Beans, Green Limas	1.50	¶1.40
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	1.05	¶1.40
Standard, No 3, f.o.b. Baltimore	1.30	1.10
Standard, No. 3, f.o.b. County	1.25	1.20
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.25
Standard, No. 10, f.o.b. County	4.75	5.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.35
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70
TOMATO PULP‡		
Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*		
Maine, No. 10	4.00	4.25
Michigan, No. 10	....	3.75
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.15	Out
Maryland, No. 10, f.o.b. Balto	3.15	....
APRICOTS		
California Choice, No. 2½	2.75	2.65
BLACKBERRIES§		
Standard, No 2	....	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.50	¶7.50
Standard, No. 2, Preserved	1.70	¶1.50
Standard, No. 2, in Syrup	....	¶1.50
BLUEBERRIES		
Maine, No. 10	9.00	10.00
Maine, No. 2	....	....
CHERRIES§		
Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	11.25
Standard 2½s	2.85	....
GOOSEBERRIES§		
Standard, No. 2	1.65	¶1.70
Standard, No. 10	8.50	¶8.50
PEACHES*		
California Choice, No. 2½ Y. C.	2.40	2.30
California Stand., No. 2½ Y. C.	2.00	1.95
PEACHES†		
Extra Sliced Yellow, No 1	1.40	¶1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Extra Standard Yellow, No. 2	....	¶1.50
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	3.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.75	¶3.50
Pies, Peeled, No 10	5.25	¶4.00
CANNED FRUITS—Continued PEARS†		
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	.95
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	¶1.40
Extra Standards, No. 3, in Syrup	1.60	¶1.50
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	....
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No. 2	2.00	....
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	¶1.50
Extra, Preserved, No. 1	1.30	1.25
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	¶7.50

Canned Fish

HERRING ROE*		
Standard, No. 2	2.50	2.50
LOBSTER*		
Flats, 1 lb., case 4 doz	....	37.00
Flats, ½ lb, case 4 doz	....	20.00
Flats, ¼ lb	....	13.25
OYSTERS*		
Standards 5 oz	1.50	1.40
Standards, 4 oz	....	¶1.35
Standards, 10 oz	2.90	2.80
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70
SALMON*		
Red Alaska, Tall, No 1	2.45	2.40
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.50
Cohoe, Flat, No. 1	....	....
Cohoe, Flat, No. ½	....	....
Pink, Tall, No. 1	1.42½	1.40
Columbia, Tall, No 1	....	Out
Columbia, Flat, No. 1	....	Out
Columbia, Flat, No. ½	....	Out
Chums, Talls	1.37½	2.25
Medium Red, Talls	Out	1.60
SHRIMP*		
Wet or Dry, No 1½	1.75	3.00
Wet or Dry, No. 1	....	1.55
SARDINES—Domestic, per Case F. O. B. Eastport, Me., 1923 pack.		
¼ Oil, Keyless	....	4.50
¼ Oil, Key	....	4.85
¼ Tomato, Carton	....	5.90
¼ Mustard, Keyless	....	4.50
¾ Mustard, Keyless	....	5.15
California, per case	....	....
Oil, ½s	....	3.75
Oil, ¼s	....	....
Oval, No. 1	....	4.30
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	....	12.50
California, 1s	....	....
California, ½s, Blue Fin	....	8.50
California, 1s, Blue Fin	....	Out
California, ½s, Striped	....	8.25
California, 1s, Striped	....	16.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, FEBRUARY 4, 1924

WEEKLY REVIEW

Awaiting the Active Buying Which Canners Hope For—Prices Advance in Face of Quiet Market—Buyers Working to Hold Market Against Advance—Not a Time for Speculation —Market Strong and Never in Better Condition— Futures Selling Well—Eastern Tomato Futures Not Opened Generally—The Need of Horse Sense in Canning This Season—Corn Must Be Cared For—Increased Packs Indicated for 1924.

WAITING PATIENTLY-January has come and gone, and the inventory period has likewise come and gone, and the holders of spot tomatoes and other canned foods are still patiently waiting for that buoyant market which they hoped for, in the latter weeks of the old year, although no one promised they any particular amount of buoyancy. They were encouraged to believe that the buying would be better after the new year got well started, and we believe that this will eventuate, but it must be admitted that the waiting is stretching out a pace. It presents a really remarkable market condition, where the holders stand so firmly for what they consider their goods worth and where, in fact, in the face of a quiet market, the prices advance, and this, too, in face of larger statistics on tomatoes than many had brought themselves to believe would be shown. So while it cannot be recorded that buying has been resumed upon the basis hoped for, it can be stated that the holders are stronger than ever in their opinion of the market and that on tomatoes at least prices are on the advance.

The market is not dead, not by a long sight, for there is constant buying by both jobber and by retailer of the jobber, for the people are eating canned foods of every kind, and in a steady stream. So the stocks have to be constantly replaced, but as yet the buyers have not come in to cover any considerable portion of their wants in advance. Whether or not they will come in to buy in goodly blocks remains to be seen, and we are inclined to believe that, with tomatoes as with other items, they will try to cover in as quiet a manner as possible so as not to turn the market against themselves. There is possibly not a buyer but what knows that there is not a surplus of any kind of canned foods, but whether by coincidence or otherwise, they manage to operate in harmony and unison to hold the expected advance in prices back as long as possible. No holder had any right to expect a runaway market, and we sincerely hope that a runaway market will never take place, and we do not believe that it can take place. No. 3 standard tomatoes are about $1.50 now, and that is high enough, and No. 2 tomatoes are $1.00 in most minds, although quoted in various channels at lower figures. But $1.00 to $1.10 is high enough for the best consumption of No. 2 tomatoes, because at such figures the market will clean out, which would permit the 1924 tomato season to start with absolutely clean decks, as did the 1923 season. That is better than $1.25 2s and $1.80 3s with a whole lot left either in canners' hands or on the shelves of the retailers, which the public will not buy because of the too high prices. There is an expression in the stock trading market which might well be applied here, and it runs in this way: "Bulls and Bears always make money; Damphools and Hogs never."

As for the spot market, it may be reported as strong, with advancing tendencies; the buyers inquiring freely and a considerable proportion of steady buying, in small amounts, for immediate shipment. That applies to every article on the list, for not one seems to be neglected. The stocks in all items are getting noticeably low, and some reachinig close to the vanishing point. Peas, beets, stringless beans and even sweet potatoes and corn might be mentioned with particular emphasis in this direction. And there are many fruits, and most of the fish that can claim membership in this vanishing list. No one has ever seen the entire canned foods market in a more healthy condition; stocks low, consumption heavy, prices firm ot avdancing and the stocks in such strong hands that any slump in buying fails to produce lower prices or uneasiness. It may be late in the spring before any top-notch market prices are reached on any item, if they are reached at all, and the wise holder will not try to wait until the last moment. Read that stock market again.

UTURES—Western canners are finding the selling of futures very active and all that they could wish. Most pea canners have sold about as many peas as they care to put on their books at this itme, though, of course, there are some canners who have been lagging in this matter. The eastern or as generally called, Southern pea canners, opened their future market just about Convention time, and reports at hand say that they sold up in jig time. These prices were quoted in an earlier issue of THE CANNING TRADE and apparently they appeared attractive to the buyers. Some of the long-headed and old, experienced pea canners diagnose the pea market situation as to future, as one which it might pay to sell lightly on, and so have a fair amount of spots with which to trade when the season ends, cleaned up as it did this past year. So long as the quality of the canned peas is kept high the possibility of consumption is difficult to estimate, but it should not be overlooked that prices must be kept within reason. People will eat an immense pack of good peas at fair prices, but they will not pay fancy prices for canned peas and eat any large amount of them. Then on the other hand, if the intended acreage of peas is gotten out, and beyond all things is gotten up, with good growing weather and a favorable crop, well, future peas may be very attractive in that day. If the cannery equipment is sufficient to handle this maximum crop, all will be well; but a rush of peas from a heavy acreage and good crop would mean, on the average, a very decided lowering of quality. A lowering of quality would mean rejections on futures, a lowering market price and trouble. If the machinery is there, ready and able to handle the maximum load, or if the canner has backbone enough or horse-sense sufficient to allow the surplus peas to remain in the field and become dried peas, rather than to try to get them into the cans and so

spoil his entire average quality, the situation will take care of itself. From any angle at which you view the pea situation the absolute necessity of quality packing in 1924 stands out like a mountain would in the middle of the plains.

There has been some future tomato selling, but not a great deal in this great Tri-State region. As we have said, Indiana is said to be well sold up on futures, and some other tomato canning sections report good sales, but in this section future selling has not opened. At this time it is not known at what prices the canners may be able to contract their acreage. There have been meetings and consultations among the growers and growers' organizations fostered by the county agents. They are wonderfully well organized and able to dictate in a way that should make canners see their own lamentable weakness in this respect. The growers are together and stick together and can make their point, and in recent years have been wisely advised not to try to ride the canners rough-shod, in other words, to name terms upon which the canners of this section may be able to compete with the canners of other States. Under the community plant bed system they got better returns, as well as better quality, and as this will be extended to larger proportions this season, the growers are figuring upon better returns and are considerinig the payment of a premium for better quality. This should be done, and the Department of Agriculture has shown how. Something will shortly be known, and then futures in tomatoes will open.

Well known canners of corn have been booking future business mainly upon their own private prices, for buying good corn has become a task, if we can believe the numerous reports coming to hand. Much of the canned corn has become unacceptable to many consumers and they are voicing their displeasure with it. To many minds there are but two kinds of corn: good corn and bad corn, for, they contend, corn must be good or it is very poor or bad. This complaint has grown to such proportions that the corn canners can no longer ignore it. They must face the task in real earnest this season, and take pains to pack their corn at the right growing period, pack it carefully, with the proper condiments, and not too much sugar. This is why canners who are known to pack good corn are feeling the demand for futures, for the buyers want to cover their requirements with known quality. Some corn canners should emulate the example of the pea canners, and not be afraid to run much of it into the silo rather than so crowd their mechanical capacities as to reduce the quality of the whole pack. Better 25,000 cases of fine corn than 50,000 cases of mediocre or poor corn.

Preparations for the string bean pack are talked of on an increased scale for 1924. As with peas there are sections and canners going into this branch of the industry where they were never canned before. Care in this item must be exercised. The market is strong for a good article of string beans. There is no market for poor, tough off-colored or mushy string beans with abundant strings.

Fruits will have to be studied carefully this coming year. California held down its packs in excellent shape last season, in the face of immense fruit crops. Other sections did not have the crops. Fruits have not been selling as they apparently should have sold. Again the people have become particular and want quality, both in fruit and in the syrup.

Fish of all kinds is in strong position. Oysters are still rated upon the scarce and high list in this once great oyster region, and there is no hope of better prices and larger packs for this season.

NEW YORK MARKET

Demand Quite Active—Heavy Bookings of Future Peas—Prices on Southern Peas—Spot Peas Very Light—Some Future Corn Selling—Future Prices on String Beans—The Michigan Canners Announce Future Prices on Fruits—Trade Notes.

New York, January 31, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

MORE Buying Reported—Demand for the general line of canned foods has been quite active during the past week, with considerable buying of both spots and futures recorded. Wholesale grocers' inventories disclosed very light stocks of many staple canned foods items, and they are now in the market filling out their stocks in anticipation of a good demand during the spring months.

Future Pea Bookings Heavy—Business placed in future Wisconsin peas has been very heavy, and many of the packers have definitely withdrawn from the market, after having booked up to their expected capacity. Since the withdrawal on the part of the Wisconsin canners, Illinois, Michigan and Ohio canners have taken on considerable business, and Utah packers are said to be in the market for future contracts with the New York trade.

Maryland and Dalaware Peas—Southern packers have entered the market with offerings of peas on futures contracts, and have already received some large orders. Prices quoted by the Southern canners show some variation, the market beinig as follows: Early Junes, $1.20a$1.25; extra sifted, $1.50 to $1.60, and at $1.30 to $1.40, all for No. 2 tins, f. o. b. cannery, shipment when packed. No. 10 tins are held at $8.00 per dozen for extra sifted, and $6.25 for Early Junes.

Spot Peas—Stocks of peas available for jobbing trade in the New York market are very light, and holders are showing very firm views. The lower priced offerings are particularly scarce, while offerings of the fancier siftings seem adequate for the demand at the present time.

Future Tomatoes—Buying of tomatoes on future contracts, for Southern packs, has been rather quiet thus far. For shipment from country canneries, the market is 57½c for 1s, 87½c for 2s, $1.27½ for 3s, and $4.00 for 10s, all prices f. o. b. cannery. Some canners are offering on 100 per cent. delivery contracts at these figures. The market for prompt shipment Maryland tomatoes has remained firm during the week, with business of a routine character.

Future Corn—Southern canners are booking a little business on future corn at 90c for standard crushed, $1.25 for standard shoepeg, $1.30 for extra standard shoepeg, and $1.40 for fancy shoepeg. No. 10 corn is quoted on future contracts at $5.75 for standard crushed, and $6.00 for extra standard evergreen.

Western Corn—Mid-western canners are showing firmer views on standard corn of 1924 packing. Some are offering to book futures at 95c per dozen, but the general asking price appears to be $1.00 per dozen. If the Western packers hold to these figures, some of the business which normally goes to that territory should reach Maryland and Delaware this season. Minnesota canners are offering fancy Golden Bantam at $1.75 with fancy Crosby at $1.30. Illinois quotes fancy Country Gentleman at $1.27½ to $1.30 per dozen, while Wisconsin is quoting fancy Country Gentleman at $1.25. The market on future extra standards of Western packs ranges from $1.00 to $1.05, cannery.

String Beans—Maryland canners are quoting futures standard cut green stringless beans at 90c cannery. Wisconsin canners are quoting 20c higher on the same grade, offering futures at $1.10. Other grades of Wisconsin green stringless beans are quoted as follows: Extra standard cut, $1.25; fancy cut, $1.40; whole green stringless beans of Wisconsin pack are quoted on future contracts at $3.00 for fancy 1 sieve, $2.60 for 2 sieve, $2.00 for 3 sieve, and $1.60 for 4 sieve, all of the foregoing prices applying to No. 2 tins. On No. 10 tins Wisconsin canners are quoting $6.00 for standard cut and $6.50 for extra standard cut. Standard cut golden wax beans are quoted at $1.60 for 2s and $6.00 for 10s.

Sardines Strong—Demond for sardines continues steady, and canners have now only broken assortments remaining unsold to take care of the present buying movement. Prices are strongly maintained, and canners expect that within the next two months they will dispose of their entire holdings.

New Michigan Fruits—Michigan canners are early with their future prices this year, opening prices on berries and cherries having been named. Strawberries are quoted on No. 2 tins at $2.50 per dozen, in 20 degree syrup, $2.75 in 40 degree and $3.00 in 60 degree. No. 10s water are quoted at $9.50, with 10s in 20 degree syrup at $11.50 and 40 degrees at $12.50. Cold pack in bulk are quoted at 13 cents per pound in 400 pound barrels, 3 parts berries, 1 part sugar, and 12 cents per pound 1 part berries and 1 part sugar. Blackberries, No. 10s in water, offer at $8.00, with black raspberries, $9.00 for 10s in water, $2.25 for 2s choice, and $2.50 for 2s fancy. Cherries are quoted, No. 10 tins, at $11.50 for standard, $12.50 for choice, and $13.50 for fancy, with No. 2s at $2.00 for waters, $2.50 for standards, $2.75 for choice, and $3.00 for fancy.

California Fruits—While there has been some s. a. p. business booked on California canned fruit futures so far, none of the larger canners has announced prices. Most of the canners are holding only light stocks of 1923 fruits, so an early opening to the 1924 season will not be out of order. There is a strong market prevailing on 1923 pack, and a good buying movement is reported. Jobbers' stocks of canned fruits are limited and they are anxious to secure further stocks to carry them until deliveries of 1924 pack begin to come forward. With canners' holdings lighter than for several seasons past at this

time of the year, the situation is a strong one in all respects.

Salmon Dull—There has been very little interest shown in offerings of salmon during the past week, and the market remains unchanged both on spot and for shipment. Canners' holdings are not exeessive, however, and they are maintaining the market on a steady basis in anticipation of a good spring movement which will cut down stocks.

Frank E. Booth, of F. E. Booth Co., of San Francisco, well known canners, was in the market during the week. S. P. Sanford, salesmanager, accompanied Mr. Booth on his visit.

C. F. Sullivan, formerly in charge of the export department of Austin, Nichols & Co., is now manager of the canned foods department for H. E. Wood & Co., Inc. This latter firm has just been appointed New York sales agents for the Kings County Packing Co., of Aroma, California.

Gerald J. Coxe, of the Humbird Canning Co., pea packers of Humbird, Wis., ,was in the market during the week.

Hayden Dudley and Carl Weisl, comprising the firm of Dudley & Weisl, Inc., have opened a brokerage office at 76 Varick Street. Both Mr. Weisl and Mr. Dudley were former members of the firm of U. H. Dudley & Co. They are now operating brokerage offices in Boston and Philadelphia.

E. E. Chase, Jr., and E. E. Chase, Sr., of the Richmond-Chase Co., well-known canners and packers of San Jose, California, were in the market this week.

J. E. Barr, of the Minnesota Crosby Corn Exchange, with headquarters at Minneapolis, was another visitor along the Street this week.

Mr. Starr, of the Starr Fruit Products Co., of Portland, Oregon, was here during the week, stopping with W. D. Breaker & Co.

Norman J. Griffith, sales manager of the Stittville, N. Y., Canning Co., was another out-of-town canner here during the week.

ST. LOUIS MARKET

Buying Expected to Resume—Steady Demand for Tomatoes—A Halt Reported in No. 10 Tomatoes—Future Tomatoes Talked About—Peas Hard to Find—Advances in Future Prices—Corn Is Quiet—The Fruit Crop Unhurt.

St. Louis, Mo., January 31, 1924.
By "Missourian,"
Special Correspondent "The Canning Trade."

BUYING to Resume—Now that the canners' convention is over, and the final results of many points has been solved, the canned foods business will no doubt take on new life, although there are many items in the list of canned foods that show a season weakness, especially a week ago, when the weather was rather mild for this season of the year and many fresh vegetables came in the market from the South and California. Now that the weather is very cold, there is and will continue to be a good demand for canned vegetables.

Tomatoes—The attention of jobbers continues to be given to tomatoes. The Southern goods have been attracting buying in anticipation of further advances. The demand has been steady, although not in great volume. None of the large jobbers seem to be in need of goods and it will be a couple of weeks before the jobber will be in the market to replenish. Gallon goods ar not active for country shipment, because the market is rather disturbed recently by spot sales at low prices. Restaurants and other users of No. 10 are holding off. Canners are inclined to talk of futures and to be ready to book orders, but they want advances over 1923 opening, which the trade does not seem to take to.

Peas—Spot peas are scarce. First hands are nearly out, and holders in smaller markets all seem to have strong ideas. It is hard to find any at a price that is attractive. Futures favor the packer. Future trading has been checked by the position taken by the canner, to advance prices or make less favorable assortments, while the jobbers have been inclined to wait until after the convention. General advances made in new packs are likely to come at almost any time. The present packs are firm and scarc. From letters received here from canners, it is believed that advances may be looked for at any time. Packers believe that high cost of seed, cans, labor and other overhead expenses will necessitate higher prices. All districts have firm ideas as to values and insist upon contracts in assortments, so that the less favorable sizes and grades can be moved along with the kinds which are likely to be scarce.

Corn—There is not much life in corn. It is just about as dull now as it was before the holidays. Standard is not much in demand. There is not much of it spot and this is not urged to sell. The cheap lines are mostly sub-standards. Fancy is scarce.

Miscellaneous—Other canned vegetables, including spinach, beans, succotash, limas and other varieties are spasmodically inquired for. A limited trade is reported, with prices generally by the quality.

Fruits—Confirmation of the shortage of seconds and standards clings peaches, is seen in the restricted offerings and the stronger ideas of those who hold spot. Seconds of both cling peaches and apricots are scarce and higher. Standards are not very plentiful. It is hard to get specific assorts except in small quantities. There are more liberal supplies of choice fruits. There is a weakening in the spot market. It is due no doubt to the fact that among operators and speculators, there has not been the expected demand. Features of fruits and berries are being offered from the Pacific Northwest, and some trading has been concluded. It is undrestood that California packers are takinig on a few s. a. p. contracts with old customers, predicting higher levels on new pack fruits. Other varieties are inactive. Cherries, pears, pineapples, prunes and plums going into consumption in a very small way.

Information has been received here that Ples Akin has purchased the site of the Senaca, Mo., which was destroyed by fire recently, and will construct a tomato cannery on the ground. The debris of the elevators is to be removed at once and the new factory is to be completed by the time the new tomato crop is ready to market.

Fruit Crops Unhurt—The recent zero wather has not appreciably hurt the diversified fruit crops of the Missouri and the Arkansas Ozarks according to the reports of the St. Louis and San Francisco Railroad horticultural agent, who is just back from a tour of the region. Only peach buds suffered so far. These were reduced approximately 50 per cent., but the crop will not be reduced anything like this amount, he said. In explaining this statement he said that peach trees can loose more than half of their buds and still bear bumper crops, provided the trees are vigorous and the moisture last fall put peach trees in a vigorous condition.

Not much damage to the immense peach orchards in the Koshkonong district was caused by the zero weather according to R. M. Hitt, of Koshkonong, a prominent horticulturist. Not nearly so many buds were killed as in the Arkansas peach regions.

Strawberries are in excellent condition, and the Frisco Road has raised its second estimate of 918 cars to more than 1,000, because of the excellent condition of this fruit in Missouri and Arkansas. Last year the shipments of strawberries on the Frisco were over 900 cars, and in 1922, 2,200 cars, a record.

Apples and grapes have suffered no injury whatever, so far as could be ascertained. Cherries are looking good.

CHICAGO MARKET

All Hands Busy—Confidence Shown in the Future of the Market—Corn Advancing—Peas Selling Steadily—Tomatoes Quiet—Cold Weather Throws Demand Upon the Canned Product—Peas Steady.

Chicago, January 31, 1924.
By "Wrangler,"
Special Correspondent "The Canning Trade."

ALL Busy—The buyers and brokers are all back from the big convention this week and are all busy. The convention seems to have been entirely up to the expectations of everyone, and I have heard no criticisms of anything pertaining to the convention, except of the severity of the weather.

One close observer who was present said: "It was the greatest convention the National Association has ever had, and there was a large attendance. The machinery exhibit was very fine and complete. The exhibit of canned foods was small, but very attractive, and induced much favorable comment. The State of Illinois had a splendid canned foods exhibit."

The brokers report that the buyers appear to have imbibed confidence in the future prices of canned foods at the convention, and that they are inclined to place orders for peas, corn and tomatoes of the 1924 pack more liberally than last year.

Corn—No standard 2s corn can now be had in the Central West for less than 90c f. o. b. cannery, and most canners are

asking 92½ and 95c. There is a good demand for standard canned corn, but the inquiry for fancy quality is not so urgent as it was some time ago. Extra standard grade, however, is in good request.

There is a good buying movement for spot peas, and it will not be long before all the broken lots and assortments are cleaned up in Wisconsin.

Peas—Future peas are selling steadily, and wholesale buyers are contracting for their possible needs and private labels with more confidence than they displayed previous to the convention.

Tomatoes—Not so much interest is being taken in canned tomatoes as in peas and corn. Buyers seem to think that they will be advantaged by waiting a while before placing their orders for future canned tomatoes.

The movement of canned foods has been very much retarded by the very cold weather, and until Wednesday of last week all shipments to the retail trade of canned foods had been withheld for about ten days, as it was considered that the shipping was unsafe. These weather delays, however, do not curtail the consumption of canned foods to any important extent, for they give the retail grocers a chance to sell out some kinds and grades that would not have been sold except because of the lack of other kinds.

The destruction of fresh fruits and vegetables by the very general below zero temperature prevailing in the Mississippi Valley and the Great Lakes territory has been enormous, and is going to have a n important influence upon the canned fods spot market. Millions of bushels of white and sweet potatoes, turnips, beets, carrots, parsnips, apples and other fresh fruits have been destroyed by the heavy weather, and all this loss of food must be replaced by canned foods.

Shipments of fresh fruits from the South and from the Pacific Coast have almost been shut off by the freezing temperature. I know of the freezing solid of several cars of canned foods, though shipped in refrigerator cars, which shows the severity of the weather.

Canned foods, however, are not injured by being frozen if when received they are stored in a temperature of about 45 or 50 degrees and allowed to thaw out slowly. The edibility and flavor is not hurt by freezing.

The only risk sustained by their freezing is that if they are unloaded and stored in a temperature above 50 that the moisture will condense on the outside of the cans and spoil the labels and rust the cans.

MAINE MARKET

Some Future Business Done—Buyers Taking More Goods Than Ever—Stringless Beans Also Offered—Maine's Exhibit at Buffalo Convention Causes Much Interest.

Portland, Me., February 1, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

FUTURE Corn—While no prices have been openly announced on future Maine corn, there has already been great interest shown from the buyers, and some business has doubtless been signed up for 1924 goods. It is generally conceded that prices will be $1.45 and $1.70 for Crosby and Golden Bantam corn in No. 2 size, and $7.25 and $8.50 in 10s. Corn on the cob has also been put on the market by some canners at $7.25 for No. 10, $3.75 for No. 4, $3.50 for No. 3, and $2.00 for No. 2. One canner returned to Maine this morning after a short trip to some of his buying centers, and is very frank to say that buyers are ready for the goods, are taking even greater quantities than last year, and are showing only perfunctory objection to the prices.

Against this, of course, come the usual untraceable rumors that "some Maine packer" (isn't it funny he never has a name in these cases?) is quoting at this and that bargain price; but this is the wrong season for such arguments to carry any weight, the Maine canners knowing that their prices are no more than justified and that buyers will take the whole upput in due course of time and events.

Stringless beans are also offered at $1.30 and $6.00 for 2s and 10s. While these figures are advanced over the opening prices last season, several canners who had opportunity to accept additional contracts later in the year were obliged to ask $1.30 in order to cover costs, and those selling at the earlier figures admit that they canned beans last season at an actual loss.

At the Maine Canners' Association exhibit at the food show, much interest was shown by canners, brokers and buyers from all over the country in the very high quality of goods displayed. The fancy quality of Maine corn has long been known and appreciated in all markets, being, in fact, the first pattern from which all other corn packs were fashioned and remaining the standard up to the present time. Besides Crosby corn (the only white variety ever packed in Maine) and Golden Bantam, Maine canners also showed their cut green stringless beans, their infant pack of peas, and the well-known Maine blueberries. The cut green beans which are packed in this State are of a variety distinctive for appearance and flavor, and are in no way competitive with the strains used for canning in other sections. From the interest shown and the manner in which this display was received it is evident that the distribution of Maine beans will be largely increased in the near future. The peas displayed, the first to be packed in Maine, were of exceptional interest, and received words of highest compliment and encouragement. The blueberries also provoked much comment, and by some were even considered a novel production, regardless of the fact that Maine has been a large canner of berries for many years, and that these berries have been distributed over the whole country. Other lines of goods represented but not displayed were: Succotash, horticultural beans, baked beans, squash, fish flakes, fish cakes, sardines in all styles, clams, clam chowder and clam bullion, lobster, quartered apples and applesauce and mincemeat.

CALIFORNIA MARKET

Rains, Badly Needed, Have Come—Minimum Wage to Women to Be Enforced—A Care in Point—More Interest Being Shown in Fruits—Orders Are Coming for 1924 Hawaiian Pineapple—Tomatoes Show More Strength—Dry Season Affecting Pea Planting—Coast Notes.

San Francisco, January 31, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

RAIN Comes—The drought, which has held California in its grip most of this season, and which has already caused serious losses to farmers and stock growers, has been broken by a light storm, which visited the San Francisco Bay district this last week in January. Whether this welcome storm visitation will prove general, or whether it will be merely a flurry of rain, such as others have been this season, is a question; but it is hoped that it will be widely spread and long continued. The precipitation to date is woefully short of the normal; fields that should be covered with grass are brown and cattle are suffering acutely. California may have experienced seasons as dry in the past, but never before have so many depended upon crops. Normal crops in some lines are out of the question, and very heavy rains will be necessary to avoid losses in others.

Minimum Wage to Women—The California canning trade is much interested in the announcement that has been made to the effect that the Industrial Welfare Commission of the State will proceed to enforce the payment of the minimum wage to women employed in canneries. This decision was reached following an opinion rendered by Attorney General U. S. Webb. The Golden State Canneries, of Southern California, some time ago paid its women employes less than the minimum fixed by the Commission and offered to place the difference of $3,800 in escrow. It gave its reason for refusing to pay the full wage that the minimum wage had been attacked in the courts, and that if it was not upheld the farmers and fruit growers with whom it held canning contracts on a cost plus basis might have legal grounds to recover. The Industrial Welfare Commission sought the advice of the State's Attorney General, who said: "We would suggest, not having seen the contract between the farmers and the canners, that there would appear to be very great improbability of any possible right of action by the farmers against the canneries, so long as the canneries in good faith and acting reasonably in the prosecution of their business, complied with such orders as might be made by your Commission." Members of the Commission advise that this opinion greatly strengthens the position of this body in the present situation with the entire minimum wage law under attack.

Fruits—More interest has been shown in canned fruits during the past week than in a long time. The taking of inventories is largely over and the season of heavy consumption is at hand, with the result that there is a general stocking up on the part of both wholesaler and retailer. Buyers are finding that some

stocks are in very light supply, particularly on the lower grades. Very large quantities of dried fruits have been sold for export of late, and the same conditions which made the sale of these possible have stimulated the demand abroad for canned foods. There is scarcely an item in the entire list of California canned products that is in excessive supply, and prices are firm for the entire line.

Pineapple—Considerable interest is already being taken in the 1924 pack of Hawaiian pineapple, and orders are commencing to come in from many quarters. In speaking of this the Griffith-Durney Co., of San Francisco, recently had the following to say: "From practically all sections we are receiving unsolicited orders for 1924 summer pack pineapple, s. a. p. You, of course, understand that the principal reason for buyers placing their orders early s. a. p. is that they will be better able to get the assortments they want than if they delay until opening prices are announced. In other words, specifications or assortments are not scrutinized as carefully when we start in to book orders as they are when we have sixty or seventy-five per cent of our prospective pack sold. At that time we are, naturally, compelled to watch every order very closely, and in many cases have to revise them. Therefore, in order that buyers may be entered for what they require, it is vitally important that they get their 1924 summer pack orders in as soon as possible."

Tomatoes—The demand for California canned tomatoes is showing additional strength, and the sagging off in price that was predicted by some as a result of the publication of pack statistics has failed to materialize. It is possible to pick of stocks of No. 2½ standards at $1.10, but the pack of leading canners is selling steadily at a higher range. Almost every steamer that leaves for the Atlantic seaboard has a consignment of California tomatoes aboard.

Peas—The outlook for California peas for 1924 is none too promising, owing to the extremely dry season. Planting has been delayed and the acreage will doubtless be lighter than usual. Spot peas in this market are in demand, with stocks light. Considerable interest is being shown in futures at the prices named several weeks ago.

Coast Notes—A meeting of the California Farm Bureau Federation of Northern California was held recently at Sacramento, Cal., and the formation of the California Farm Labor Exchange was decided upon. The objects of this organization will be those of providing a clearing house for farm labor, particularly during the canning season, and of establishing a uniform rate of wages for farm help. The executive committee of the exchange will consist of one delegate from each country north of the Tehachapi. Farm owners deny that the move to establish uniform wages is one to make reductions, but state that it is intended to stop the practice of labor "stealing" through the offerings of higher wages. The recent meeting was attended by canners and representatives of various State developmnt organizations.

The Hawaiian Pineapple Co. had a very satisfactory year in 1923 according to the financial showing just cabled from Honolulu. The new income, after income tax and depreciation, amounted to $2,760,000, as compared with $1,822,017 in 1922. The outlook for 1924 is considered excellent.

Bisceglia Bros., of San Jose, Cal., contemplates the erection of a cannery at Isleton, Cal., in the heart of the asparagus district.

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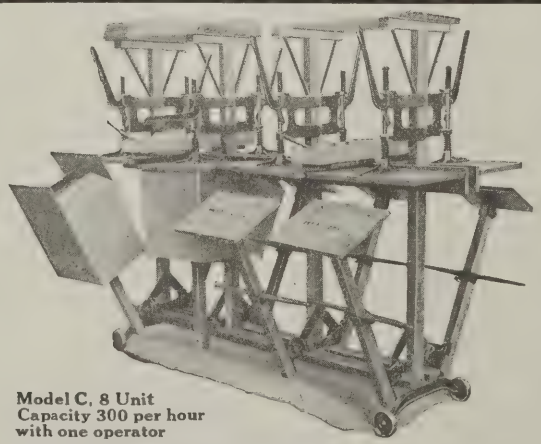
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READY ABOUT MARCH 15th, 1924.

¶ A HISTORY—There were about a dozen books on canning on the market at the time "A Complete Course In Canning" was first published, 1902; and several have attempted the market since; but they all failed for the same reason: they were either a mere collection of formulae (the times and ingredients) or were too highly technical and scientific for ordinary use. As its name implies, A Complete Course In Canning was written to cover the entire subject, from the building of the cannery, the contracting of the crops, and their procedure through the factory to the warehouse, and in such language as the variest beginner could understand. It was based upon the best proceedure of that day, and in the four revisions since, has been kept well up to the most modern methods. This latest revision brings it not only fully abreast of the times, but rather in advance of them. There is no man in the business but what will find this work a welcome visitor to his desk-—a real necessity.

¶ We published some of those other works for the authors and we have known them all, and we unhesitatingly recommend this new edition of "A Complete Course In Canning" as the finest thing ever offered the industry.

IN THE MEANTIME.

¶ The old edition of the book has been exhausted, except for one case of books which was caught in a flood, caused by a bursting City main. We have rebound these books, the only damage to them being a slightly wrinkled appearance to some pages. We are offering these at $4. per copy, instead of $5. the price of "A Complete Course In Canning".

The price of the new edition will probably
be $10. though this is not definite, as yet.

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SMILE AWHILE

RACED THE TIES

"There goes a great track man."
"He looks like a hobo to me."
"He is."—Oregon Lemon Punch.

A WITNESS' ESTIMATE OF THE JURY

A certain lawyer had found the witness difficult to manage, and finally asked whether he was acquainted with any of the men on the jury.

"Yes, sir," replied the witness, "more than half of them."

"Are you willing to swear that you know more than half of them?" demanded the lawyer.

"Why," retorted the witness, "if it comes to that, I'm willing to swear that I know more than all of them put together."

A NEW VARIETY OF HARDWARE

"Say, Rastus. dat sho' is some keen-lookin' razor yo' got. I bet it'll shave mighty good."

"Yeah, dat's a good razor all right, but Ah don' use it fo' shavin'."

"Yo' don't. Den whut does yo' use it fo'?"

"Ah uses dat razor fo' social pu'poses."

HIGHBROW ENGLISH

A kindly but somewhat patronizing landlady was inquiring of the professor's young bride as to her prospective summer outing.

"Our plans thus far," replied the bride, a little distantly, "are only tentative."

"How delightful!" the landlady exclaimed. "I'm sure you will enjoy camping out more than anything."

Customer—Give me that currant pie in the window.
Clerk—Excuse me, sir, but if you brush the flies off it you'll find it's custard.—Banter.

Women are hanging everything on their ears nowadays, except bath tubs.—Bison.

"Look, papa, Abie's cold is cured and we still got left a box of coughdrops."

"Oo, vot extravagance. Tell Herman to go out and get his feet wet."

Ford—Your engine is coughing badly again.
Henry—Shouldn't wonder. I had its muffler off last night.—Pennsylvania Punch Bowl.

Governess—How old is a person who was born in 1894?
The Modern Child—Man or woman?—London Opinion.

She—Anyhow, girls don't ask for pin money like they used to.
He—You're right, they've nothing to pin any more.—Pitt Panther.

WOULD YOU?

I'd like to be a could-be
If I could not be an are.
For a could-be is a may-be
With a chance of touching par.
I'd rather be a has-been
Than a might-have-been by far,
For a might-have-been has never been,
But a has-been was an are.—Cornell Widow.

"Did you say that he has music in his soul?"
"Why?"
"His shoes squeak."—California Pelican.

She—I can tell a lady by the way she dresses. Can't you?
He—I never watched one dress.

Kidd—Tomorrow is my wooden wedding anniversary and I can't think of a thing to give my wife.
Kidder—Nonsense, man; use your head.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, FEBRUARY 11, 1924 No. 25

EDITORIALS

A POSTPONEMENT—We are sorry to break a promise with our good faithful readers, and we promised them the Convention Report this week. We thought in making that promise that we were careful, conservative and would be able to carry it out with a good, big, stiff drive. We did it last year—the Convention was held in Atlantic City, January 22 to 26, and our Convention issue was dated February 15, and we have done this for many years. But in making such promises we sometimes have to 'figure without our host,' and we did so this year. We are necessarily dependent upon the expert Court reporters who transcribe all that is said, and we must have their transcripts before we can put the matter into type. It is a huge task to 'take down' an immense Convention such as this, requiring as many as five men at a time, and not many men are capable of doing this rapid work. We are glad to say that they made an excellent job of this Buffalo Convention, but they were slow this year in getting out their transcripts, slower than usual. Instead of having the first of these transcripts by Monday morning, January 28th, and continuing right along until completed that week, the first reached us on Monday February 4th and the finals have only just come to hand as we write this. They say they have done a good job, and they have, but all of us have slowed down. After all it will make no material difference, because next week will be here before you know it, and shortly after that you will forget all about the Convention—it will be a thing of the past,—ancient history. So why fret? We simply wish you to understand how and why our promise was not kept.

You will find a departure, this year, in our Convention report, in that it will be set in large, easily readable type. First ourselves and then "The Canner" are to blame for 'spoiling' the industry in the manner of our Convention reports. No other trade journals report the word for word deliberations of their Conventions. Where that is desired the Associations do it themselves, as with the National Wholesale Grocers, the National Food Brokers and many others, who publish their proceedings in pamphlet or book form. Back in the early days of canners' Conventions The Canning Trade began this style of reporting, and has never gotten out of the bad habit; and our competitors, of course, had to follow our lead. But because of the mass of matter it had become customary to print the report in what the printer calls '6 point type', so small that it can be read by most men only with the greatest difficulty, the idea being that the record was there, for those who wished to delve into it, but the truth is that the use of this small type saved paper—number of pages—ink, and all the expense of an even larger edition. And in passing we wish to just drop the hint that these Convention issues are expensive.

You will find our report this year readable—not "every last blooming word that was spoken," but deleted of the surperfluous, retaining, however all the essentials and all the addresses which are helpful. There must always be an amount of "pleasant remarks" and addresses along the line of "inspirational talk," which help lighten the meetings and are enjoyable, but, like the old cocktail before dinner, not necessary in a business consideration. And of course no Convention issue ever gives the complete report! We could never get done.

THE 1924 ALMANAC—We are pleased to announce that in answer to the incessant clamor for the 1924 Almanac of The Canning Industry, that it is about ready and will be mailed to you on Tuesday of next week. Always a most handy, welcome little booklet we believe this year's Almanac will be found more serviceable than any of its predecessors. There have been added the complete statistics of all leading canners' crops, the acreage, the yield per acre, and total yields in all States, and prices paid by canners to growers on all crops and in all States; the Labeling law requirements of Canada and Wisconsin and other laws affecting the industry are all set forth together with the usual great mass of statistical data so needed by every man handling canned foods. The Almanac will be mailed to every subscriber in good standing, and we suggest that you keep a good look out for it. They will disappear, and they cost $1 apiece to replace. Among the most anxious for this useful little compila-

tion of the industry's activities are the jobbers and wholesale grocers, and the leading brokers.

Extra copies may be obtained if spoken for early, as the supply is usually quickly absorbed. Not a few houses equip their representatives each with a copy of the Almanac, and many brokers find it a very acceptible present for their good buyers. All orders on the books will be filled at the time the general mailing is done.

A WISE Consideration of Future Selling—One of the best defenses of the practice of selling future canned foods, which we have seen lately, came from the pen of that leading canner and real merchandizer of canned foods, John T. Dorrance, President of the Campbell Soup Co., and appeared first in the Journal of Commerce, New York, and was later reproduced in The Optimist, the little house organ of that aggressive company. He says:

> There is no use in harboring altruistic ideals about the brotherhood of businessmen walking arm in arm, each protecting the other's interests for the sheer love of the thing. The matter of the interrelation of jobber and canner must be placed purely upon a basis of business economy.
>
> The canner must obligate himself to the grower for his raw materials and to the can manufacturer for his cans, and purchase fuel as well as all other supplies and equipment necessary for his business. This all represents obligations which become accounts payable which must be met.
>
> The unfortunate part of the matter is that these bills all fall due at the time when the burden of manufacture is the heaviest and when the canner's own time is occupied all day and most of the night.
>
> When these obligations become realities and there are not sufficient orders on the canner's books to insure the necessary credits to carry his pack, there is only one recourse left—to sell some goods immediately to realize cash.
>
> Thus is produced a situation that is the source of most of the trouble in the canning industry. The jobber is prone to regard the difficulty of the canner as an opportunity to drive a shrewd bargain—in fact, to consider it as a buying proposition greatly to be desired. However, this is a grave mistake, as the plight of the canner has unfortunate reactions on the jobber.
>
> This mental strain on account of finances has many detrimental effects, the first of which is the inclination to stretch the raw products as far as they will go to fill just as many cans as possible. This deteriorates quality, as may be noticed in canned tomatoes where, as happens only too often, there is as much juice in the cans as solid fruit.
>
> Sub-standard canned vegetables are the curse of the industry. The consumer who opens a can of too mature corn, of antiquated limas or off-quality tomatoes becomes an active enemy of canned foods and a spreader of prejudice. And because of that one offender there is grief for the ninety and nine that have given no offense. And in all this misery both the wholesale and the retail distributors are full partners.
>
> All of this is especially true of canned tomatoes and corn, which are packed in the main by country canners of modest financial resources. Peas have had the advantage of much stronger future buying than either of these two vegetables, and the great improvement in both the quality of canned peas and the market for them can be largely laid to this fact.
>
> Jobbers can encourage the packing of quality canned vegetables by buying futures in a liberal way, and many broad-gauge merchants realize the fact.
>
> There is no necessity for overbuying, or buying against estimates for increase in business, but it is wise and businesslike to buy a reasonable quantity.
>
> Such a policy will strengthen the jobber with his trade, as he will be able to get the very best products when he arranges early in the season, through future contracts, for canned vegetables with definite quality specifications.
>
> 1923 witnessed a large pack of all the important canned vegetables. 1924 will very likely see a still larger one, but consumption will be equal to the strain—provided thoroughly satisfactory quality is insisted on and maintained. And this quality can only be had by means of the co-operation of the jobber with the canner.

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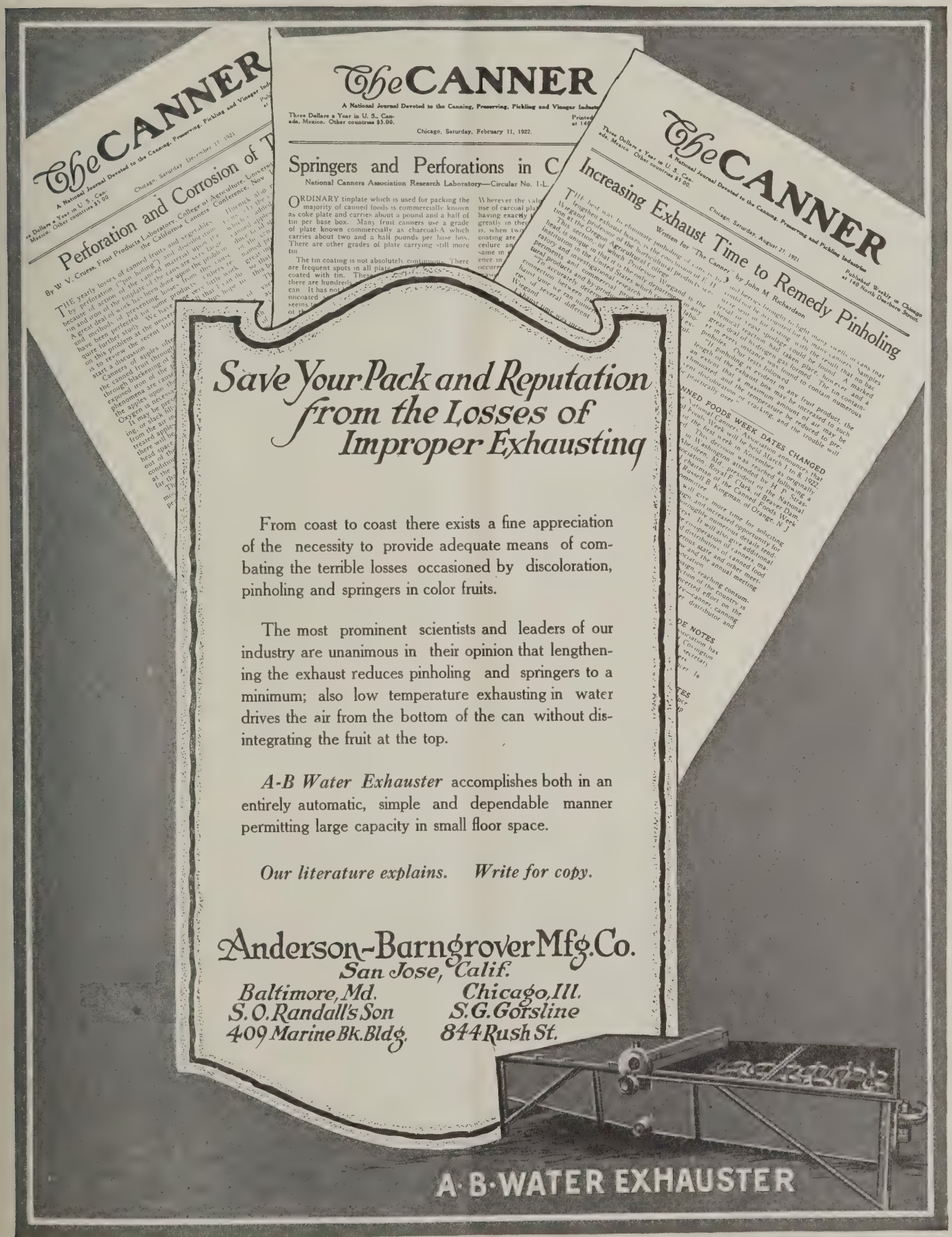
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A Consumer's Viewpoint

Of The Interpretive Labeling of Canned Fruits

By *Anne Pierce*

Director New York Tribune Institute

An Address before The Fruit Section at Buffalo

A NUMBER of years ago I remember hearing Felix Adler say that he had been talking for twenty years to audiences about the abolition of child labor in factories and fields, and that he never got up without increasing wonder that it should be necessary to talk to a twentieth century audience in the land of the free on such a subject.

I feel a little bit that way about talking on labeling to a group of men as intelligent and well meaning as I have always found canners to be. The label on a can of goods is the manufacturer's direct appeal to the woman who is going to buy of him a sealed package of food to feed her family. It is all she can know about it till she gets it home and opens it. Now, obviously, what she wants is not only the truth on the label, but all of the truth as far as essential details go, all the facts that have any bearing on helping her to decide which can to buy, to fit it to the special purpose she has in mind, and to determine whether its quality and its price are related to her needs and her purse.

"Try It On" Yourself—Suppose that you were going to buy a suit of clothes in a sealed box. What would you want to know about it? And wouldn't you be more interested in what the maker said to you on the label than in what the clerk in the store, who had a dozen other makes of suits to sell, told you about it? You would want to know its size and the vintage of its make. How long it had laid in the box. You would want to know its color and style. You would want to know whether it was fitted for evening or morning wear. You would want to know that it was clean and had been made under sanitary conditions.

It wouldn't interest you to know that that suit was 80 per cent wool if you didn't know whether that was a good wearing mixture or not, and whether a fair relative price was asked. You wouldn't care about cabalistic signs up in the corner conveying some secret meaning to the job, would you?

If you had read advertisements of manufacturers who made a fine suit of clothes and nation-wide it was admitted, and if you had worn his suits and liked them, you would want his name as a safeguard and guide—not the name of the man who merely sold the goods for him—and next year might be selling some one else goods under the same label.

The Manufacturer's Name—There is no subject in food work that I feel more positive about than this—the manufacturer's name on the label. It is absolutely essential to the identification of the product you want to buy. Something else just as good or better in the distributor's opinion, next year under the same label, is bad merchandising. This is not a question of fraud, gentlemen; it is a question of identification, quality and taste and being able to get what you want when you want it. I have no quarrel with the middleman; in our immense and complicated country, with our distribution problems, he has a real function to perform. But that is no reason why he should pose as a manufacturer and producer when he isn't. Let his name go on the label, too, if you like; he may be better known than some manufacturers, true. But the minute you get to making a mask of the label, a false face, suppressing vital information, even if you make no misstatements, you are weakening your sales program.

And not only is it disastrous from the standpoint of identification for the consumer, but it is even worse in its reaction on the manufacturer, for no one can take the same pride in his output if he isn't responsible to the public for it. Brands in the old country that go down from generation to generation and are as proudly kept up as the family portraits, never would it have happened if some one else signed them. You can't do a fundamentally wrong thing, gentlemen, and not have all sorts of undesirable results circle out from it that you have never thought of or desired. You have started a law and it works out to the end—the circles spread to the shore; you can't stop them when you have once sent the pebble skipping.

I know one or two wholesalers' brands that are as fine as any manufacturers, but only one or two, and you can't build your house on exception—and it won't hurt even these distributors to give the manufacturer who has helped build their reputation a place on their label, as a co-partner. Think of books with only the publisher's name on them? How long would people write or care what they wrote if the publishers said: "Here I take all this risk—I sell this and distribute it, why should the authors's name be on the book?" Just as much sense in one as the other. Food for the body is just as important as food for the mind, and the author or manufacturer not only has a right to his good fame as well as to his money return; but it depresses his producing power, and so is bad for the community if he does not get it. Think that over. And get behind Congressman Johnson's bill for the manufacturer's name on the label. We have had that kind of a bill in Congress for 15 years or more to my certain knowledge—the whole industry and the consuming public will be better off when it passes.

The Golden Rule—Just try it on—this labeling idea or something you buy—but don't make and see how simple it really is. The good old Golden Rule we treat too much as a matter of sentiment—it really is just hard common sense and plain justice. It doesn't say that you must do more for your neighbor than yourself; that you must cheat yourself any more than you should cheat him—there is no maudling destructive unselfishness in it. It's just fair play, with no loss to anyone—"Do unto others as you would they should do unto you."

Now, this really applies to labeling canned goods, though it may seem a far cry. And, viewed from the selfish standpoint, it seems to me that it is to your own interests to sell the consumer just as hard as you can on the label, for the label not only is your salesman on the shelf in the store, but it goes right on home with the woman and keeps on talking to her.

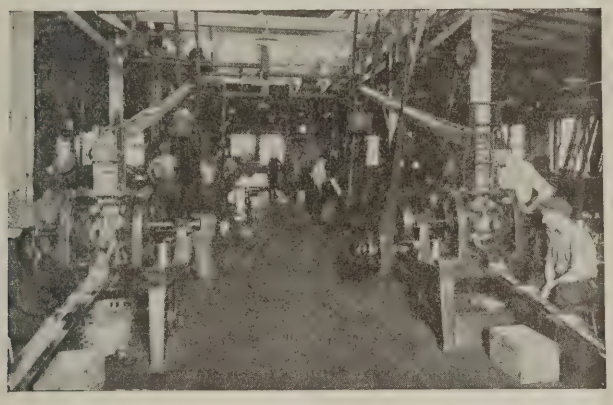
More Than the Truth—Now, what does a woman want to know about a can of fruit or vegetables or soup? She wants to know what's in it with enough definiteness to enable her to fit her needs—they may be different at different times. She may want a small peach in a light syrup for the children's breakfast one day, and she may want a large peach in a thick syrup for dessert the next day. Hasn't she a right to know which she is getting? It isn't any question of being cheated—it's merely a matter of being able to know exactly what you are buying in a sealed package.

She may want to know whether there are enough pieces to go round or not—how many the can will serve. She may care whether they are deep colored or light, large or small for a fancy dessert. Twenty or thirty or fifty per cent syrup may mean very little to a woman. The labeling clauses of the food plainly call for labeling in terms that the layman understands, and why hunt for trouble by putting percentages that mean nothing to the person for whom the label is written, and may make you legal trouble on a technical variation that has no real meaning. If you tell the woman that the syrup is light, heavy or medium, she learns what she wants to know, and you have safe limits within which to operate and meet natural fluctuations in products and processes.

If vegetables are wanted for soups or stews and are going to be cooked to death anyway, the same quality as to appearance and size and color is not necessary, and the frugal woman wants to buy with this in mind at a proper difference in price. Quality designations should be plain within certain broad limits—all this fancy choice and fine, standard, extra standard and substandard, the minute they depart from plain dictionary meanings, or are used in some special way, are only misleading. What right has anything to be substandard, and unless you have the whole list of designations in front of you at once, the relative meanings are entirely lost.

Who knows whether a pea is the better or the worse for being wrinkled or smooth? A woman's judgment would be rather against the wrinkles on general principles as a sign of age. What does refugee bean mean to the average buyer? It should be rather pitiful in general—a refugee is something outcast and forlorn, something on the run. How many know that they are

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ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

choice stringless beans by breeding and nature unless you tell them so? Of course, a woman may buy and stumble about and find out by experiment and, perhaps, get a poor can of refugee beans and think that's the kind they naturally are! But is that salesmanship? To overcome inertia and meet competition, don't you want that label to sell your goods over someone else's? To help the woman decide that your can fits her needs?

Some labels meet these points, but many don't. To use ambiguous terms on the label or be silent on salient points of interest that inform the buyer as to quality, appearance, flavor and size; to use trade terms that mean nothing to the layman, isn't all that just whispering in your own ear, instead of using the label to inform and sell the buyer. Aren't you missing an opportunity?

Then, too, people buy for special uses. Constantly I am asked if it is all right to give canned vegetables to children or to aged people; if the liquid should be poured off or kept; if they need to be boiled before using. Some people can't use salt or sugar and want to know if there is any added. Just plain, honest description of the leading characteristics of the contents in terms the layman can understand—that's all we want on the label. Simple as A, B, C,

Size and color mean much to the average person. Indeed, I think the growing tendency to eat with our eyes—that is a bit stupid, for often the bigger, brighter products lack flavor; it's a bit bourgeois of us to go in so much for mere size. But be that as it may, people want to know size and who knows at first blush whether a No. 1 pea or a No. 6 is the smallest or the largest, and the same applies to can sizes; large size means quality in some cases, and sometimes smallness does.

I have always to stop and think what a No. 1, 2 and 3 can means, and in a recipe it is disconcerting, for even if you get it relatively, it doesn't give you a real amount in weight or measure. And the amount you get for your money is a most important point. Why does the net weight always get tucked away in some unseeable place in the smallest legal type possible? It is something to be proud of, and it means a good deal to the woman not only in buying, but in serving and using the can's contents. Don't hide the weight information. If you must use signs and symbols, interpret them for the layman.

This may seem absurd to you who are immersed in the detail of the thing. But it is not a bit obvious to the woman who buys. And to whom is your label addressed? Your fellow-manufacturers and jobbers or the retailer and the buyer? The retailer with his varied stock isn't much more en rapport with your mystic statements on the label than the woman is. It might pay to be more simple with him.

You may say that nobody reads the labels, anyway. Well, perhaps they would if labels were more interesting and informative. We are all eye-minded; we are more impressed by something visualized than by words. The movies prove that. So a picture of any kind is a great opportunity for either information or deceit. That is the reason for the food ruling—that an accurate statement in words and a misleading picture constituted a misbranding. We newspaper folks know that to our sorrow. You may use all the words at your command to correct a picture and never get it over. The cartoonist cuts much deeper into people's minds and emotions than the editorial writer. A point is stamped on your mind when it is pictured. This is a fine selling point and should be vigorously used, but not misused on the label.

"Grow or Go"—Educational Publicity—It seems to me that, with the lengthening seasons for fresh fruits and vegetables, the vitamine and the botulinus agitations working together somewhat against the cab, though not necessarily so, and the steadily growing interest in foods, and increasing intelligence about them on the part of the general public, and women in particular, that canned goods must be sold more definitely and more aggressively than they have been in the past.

You have as ever the tremendous advantage of everreadiness, of easy storage, of no loss for spoilage or leftovers, of not time and truoble in preparation, and no waste and garbage to handle. All these are great assets in any community, even a metropolitan one like New York, where the markets display everything all the year 'round. We have had fresh peas and string beans all winter at 30 cents a pound, and they cost that in June.

In the smaller communities, however, and among the greater number of people you are still the great extender of the season of fresh vegetables. Even the orange has very little on the canned tomato when it comes to vitamine value, and you have a great advantage as to price. Do you tell anyone about it?

Spinach is the worst vegetable in the world to clean, and the best to feed to children. Many women struggle between the two facts and long to use the canned product, but don't dare. Do you do anything to spread the story of its safety, food value and special uses? More iron in spinach than the raisin ever thought of having, but they do all the talking and you do the "ironing," so to speak.

Competition is very keen these days; nothing sells itself; the best of things have to be aggressively sold and distributed or they don't move. Isn't it a mistake not to use the label first of all to its limit as a salesman? I'm not sure that a good recipe on the back of can wouldn't sell it very often—and your canners' associations have put out some corking recipes in your publicity sheets lately. I've been lured into using some on the Tribune Institute pages, and we think we have a pretty good command of the field after seven years' steady kitchen and laboratory and research work. A woman will carry 'round anything that's got a recipe on it that she never heard of before. There is a witchery about it. We've tried it, and we know.

Any woman who looks at a can of peaches and sees nothing but just something to dump (unchilled even may be) into a cut-glass bowl and serve to get rid of making a dessert isn't going to buy half as many canned peaches as the one who knows the trick of making a peach shortcake out of season, peach pie with merangue, gelatine with the peach juice and the sliced peaches set in the jelly-like fruits in aspic. peach mousse and creams.

This is a little off-side, but no one can meet competition nowadays without publicity, advertising. You should have heard what the department stores had to say on that when the New York strike suspended publication of the newspapers. Without the advertising they were largely paralyzed. We couldn't print any advertising unless we printed all—the competition for space was so keen, and they paying for it. It pays to tell your story, and tell it not so someone may get it, but in terms that no one can misunderstand, and to keep on telling it.

Summing Up—To sum up: Put on the label, in the simplest possible everyday terms, the facts that help the women to identify the product, and fit it to her needs and purse. This will include the manufacturer's name, weight, plain, quality designation, covering general designations of size, flavor, number of pieces. nature of syrup; whether light, medium or heavy; accurate picturing as to size, color and quality, and distinctive features of pack as to process or raw material, if such exist. Why differentiate a product, seal it in a can, and tell no one about it, leaving the buyer to find out by experience?

We evolve many difficulties and complications as an industry grows, and drag them along after us, when, with a little thought and initiative, we could really cut free from them. It's not so difficult as it looks if you have an open mind, want to do the thing right and think clearly. Even the church is getting down to fundamentals; they found they had to or shut up shop. Surely the canning industry might do the same without being deemed radical. If you stop growing, you die; you do not merely stand still.

My best wishes to you for progress in the future, commensurate with the innovations that you have wrought in food handling in the past.

NO WEAK SPOTS IN THE CANNED FOODS SITUATION

SAYS the weekly circular of the Grocers' Supply Co., of Wausau, Wis.: "Now that the 'BATTLE OF BUFFALO' HAS BEEN WON (if you know by whom, you have a better slant on it than we have), let's get down to cases and clean up the FEW REMAINING FUTURE PEAS. Brokers and buyers who were at Buffalo last week may be more or less hazy as to just what conclusion was arrived at by the Conference Committees at their joint meetings on the swell guaranty muss, but they all went home with a firm conviction that there are NO WEAK SPOTS IN THE CANNED FOODS SITUATION, either spot or future.

"The situation on future peas has been strong from the start, and is gaining additional strength day by day. This is especially true of standards. It is just as hard to place orders at $1.10 today as it was at $1.00 or $1.05 a few weeks ago. $1.15 may be the prevailing price on standard No. 4 Alaskas and No. 5 sweets in the near future. Indeed, they are selling at that price today. Many canners are entirely sold up and off the market.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

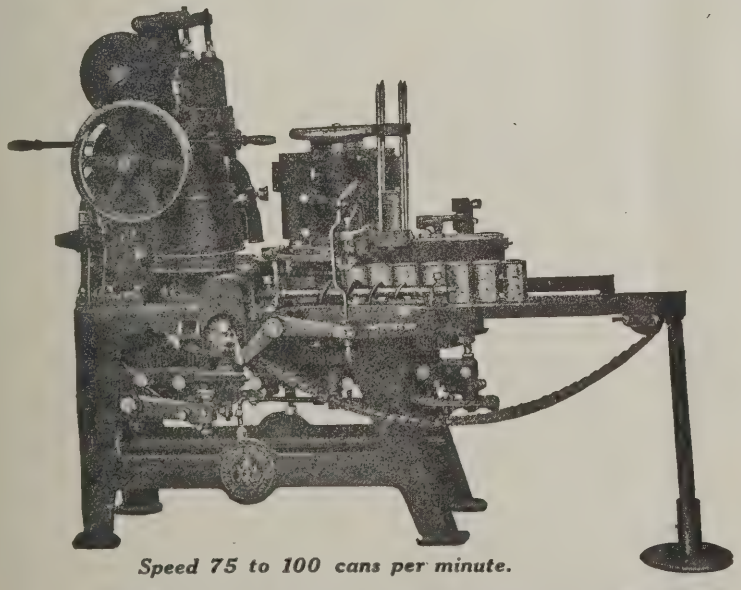
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Write for samples and detailed information

Who Pays the Bill —



Speed 75 to 100 cans per minute.

When the line is shut down for repairs to the average Closing Machine.

This delay coming in the canning season, represents a material loss.

Your neighbor says that the TROYER-FOX Non-Spill Closing Machines, which he has installed in his Cannery, are the very best shut down insurance obtainable. They keep going.

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The Department of Raw Products

"Quality" cannot be produced in the can unless quality products are produced on the farm. This Department will, therefore, seek the best thoughts of the country on better crops, and how to produce them, and ways and means of combating the enemies of such crops.

The assistance of all agricultural experts is sought and heartly invited, a way offered them here to reach the entire canning industry of all States; and we likewise extend to all our readers an invitation to explain their troubles and ask remedies. And by all means let those who have devised ways or descovered remedies give the benefit of their experience to those less fortunate.

"Quallty" canned foods can only be attained by the co-operation of all canners towards the production of quality crops.

WHAT IS A PUMPKIN—WHAT IS A SQUASH?

By C. G. Woodbury, Director Bureau of Raw Products Research, National Canners' Association, Washington, D. C.

THE growing of pumpkin and squash for canning is not confined to any single region nor characteristic of any single locality. The directory of the canning industry lists pumpkin canners in California, Colorado, Connecticut, Delaware, Idaho. Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Hampshire, New Jersey, New York, Ohio, Oregon, Pennsylvania, Tennessee, Utah, Vermont, Virginia, Washrington and Wisconsin, a total of 31 States. It is of interest to note that tomatoes are canned in 34 States, peas in 23, and corn in 24.

What Is a Pumpkin—What Is a Squash?—The question is often asked: "What is a pumpkin and what is a squash—where does one leave off and the other begin, and just what is the difference anyhow?" Frankly, that is a question I am unable to answer, and I've been unsuccessful so far in getting any of the experts to answer it for me. It seems to be agreed that there are three distinct botanical species represented in the group of vegetables we call squash and pumpkin. These are Cucurbita pepo, C. maxima, and C. moschata.

L. M. Bailey, in the Cyclopedia of Horticulture, recognized everywhere as a standard authority, has this comment on the pumpkin-squash "complex":

"The terms squash and pumpkin are much confused. In Europe the large varieties of Cucurbita maxima are known as pumpkins, but in this country the fruits of this species are known usually as squashes. In America the words pumpkin and squash are used almost indiscriminately, some varieties in all species being known by those names. The field or common pie pumpkin are C. pepo, so are vegetable marrows; also, the summer squashes, as the Scallop, Pattypan and Crookneck varieties. The Hubbard, Marblehead, Sibley and Turban kinds are C. maxima. The Cushaws, Canada Crookneck, Japanese Crookneck, Dunkard and Sweet Potato pumpkin (or squashes) are C. moschata. The fruit stem is a distinguishing characteristic of the ripe fruits. C. pepo and C. maxima, and C. maxima and C. moschata apparently do not intercross. C. pepo and C. moschata have been crossed, but it is doubtful if they intermix when left to themselves."

Twenty-five or thirty representative pumpkin (or squash) canners, in all parts of the United States, have listed for me the varieties they are using and which they regard as making the most satisfactory canned product.

The list includes the following: Boston Marrow, New England Sweet or New England Sugar or New England Pie, Large Cheese or Sweet Cheese or Kentucky Field, Connecticut Field, Winter Luxury, King of the Mammoth, Yellow Sweet Potato, Golden Hubbard, Golden Oblong and Yellow Cushaw.

Which of these are pumpkin and which are squash? Botanically this list classifies as follows:

Cucurbita Maxima—
- Boston Marrow,
- King of the Mammoth,
- Golden Hubbard.

Cucurbita pepo—
- New England Sweet (or New England Sugar or New England Pie).
- Winter Luxury,
- Connecticut Field,
- Golden Oblong,

Cucurbita moschata—
- Large Cheese, Sweet Cheese, or Kentucky Field.
- Yellow Sweet Potato,
- Yellow Cushaw or Crookneck.

It is obvious, then, that so far as botanical science goes in determining what are pumpkin and what are squash, "you pays your money and you takes your choice."

The conclusion is that the names squash and pumpkin, as applied in ordinary usage, are purely arbitrary and correspond to no clear-cut distinctions which may be found in nature. In ordinary usage, some varieties of exactly the same botanical species are called pumpkin and some are called squash.

The Goevrnment Defines Pumpkin-Squash—The question came before the National Canners Association Research Laboratories a few years ago and was taken up with the Bureau of Chemistry. At that time an informal definition was prepared for the Bureau of Chemistry by the Bureau of Plant Industry, as folows:

Pumpkin—All the horticultural varieties belonging to the species Cucurbita maxima Duchesne are properly termed squash, and the canned product derived from the fruit of this species should, therefore, be labeled "squash.' However, in view of the fact that the name pumpkin is quite generally used as a popular name for squash, the Department will not object to such designation when applied to products of the better grade of this species."

This would seem to offer a perfectly clear guide to practice so far as the varieties are concerned which belong to the botanical group Cucurbita maxima. The varieties in this group which are most used by canners, it will be remembered, are Boston Marrow, King of the Mammoth and Golden Hubbard. The definition does not cover the varieties in the other two groups, most of which are called pumpkin in common usage.

Soils.—While there are some differences in production practices in different regions, they are, in general, quite similar. It is recognized that these vegetables do best in a warm, fertile loam soil. They are not as particular in their requirements as some plants, however, and in many cases yield well on heavier soils, provided there is sufficient readily available plant food, and the season is reasonably warm without too much fall rain. In the Middle West a good corn soil is generally a good pumpkin soil. Further north warmer, sandier loams are used. In some sections "new ground" is available and is the favorite location, while in the Northwest fertile bottom lands are preferred.

Fertilizers.—In the East commercial fertilizer is applied liberally, in the Middle West occasionally, and in the West and Northwest rarely if ever. One Tri-State canner recommends 600 pounds per acre of a fertilizer carrying 5 per cent. nitrogen, 8 per cent phosphoric acid and 3 per cent potash. Another recommends a 4-8-4 analysis. Fertilizer is used frequently to supplement barnyard manure. Manure is used often without commercial fertilizer, especially where the plants are grown in hills.

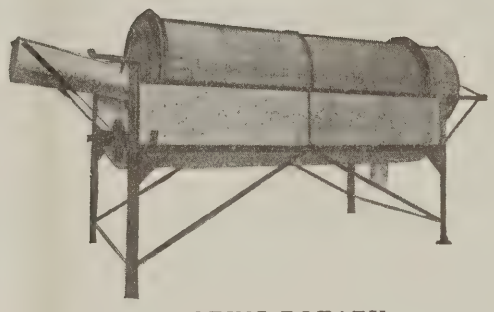
Rainfall and Quality.—The relation between moisture supply and dryness of product has received particular attention in the Northwest. Some canners comment on the effect of unusual rainfall in June and July in making the product more moist. The practice followed by some of blending varieties in order to improve consistency had to be modified in some places on account of the unusual seasonal conditions. One canner has the following suggestive observation: "The greatest influence on the quality of squash is maturity. Our results this year with irrigation demonstrated this very conclusively. During the early season the size of the squash is made, and plenty of moisture at that time will give size, but it is the late fall that gives us maturity and starch. A great many years we do not have frost here that will kill the vines before the early part of November, although we narly always have some heavy rains during the early part of September, and we find that when we have a fine October, with late frosts, we get a better quality than in any other way. We try to pack our pumpkin so that it will stand as molded out of the can, and just creamy enough so that a spoon will cut through it easily and with a bright golden color. This year our season

THIS IS THE HOUSE OF SERVICE

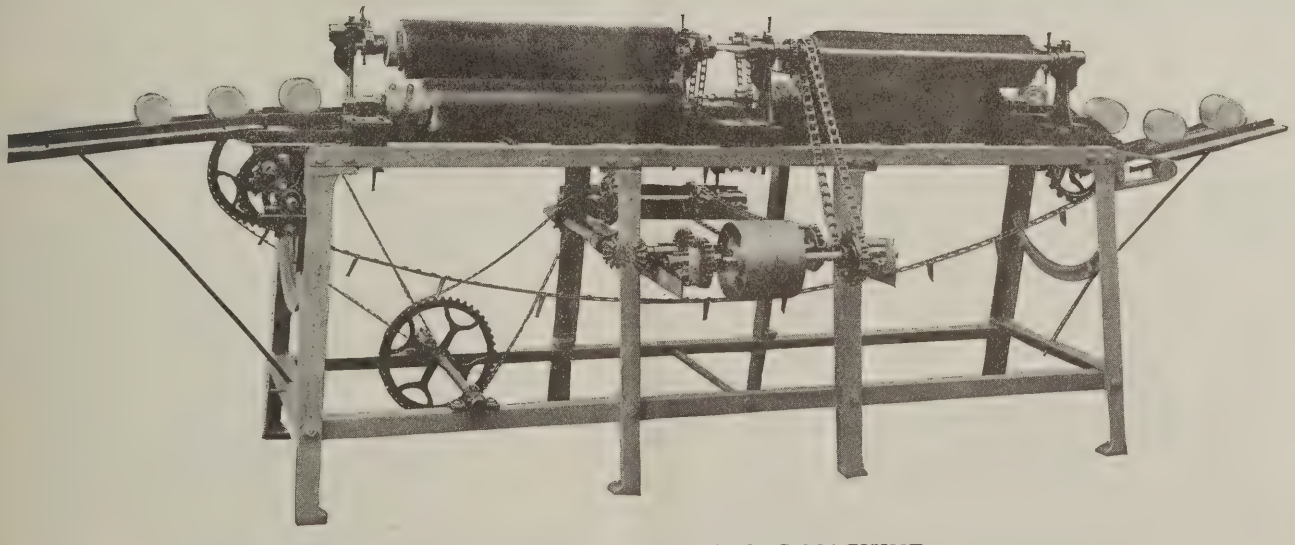
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Tomato Washer, Durable,
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This illustrates the Double Machine for cleaning tops and bottoms and bodies. We also make a Single Machine for cleaning tops and bottoms. Cleans cans from flats to No. 10's

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Manufacturers of Canning Machinery BALTIMORE, MD.

In Attendance

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was not quite as favorable as a year ago for the development of the squash, and a good many packers did not get the quality they did a year ago, but where we irrigated our fields late in August and allowed the whole month of September and part of October for the development, we were able to maintain the same quality we had a year ago, when we had a late fall without frosts."

Seeding.—Rates of seeding vary from two to four pounds per acre. One careful canner in the Tri-States estimates four pounds per acre to plant and replant, using five seeds per hill and thinning to two plants. Another in the Middle West allows five to eight seeds per hill, hills eight to nine feet apart, thins the plants to two or three, and estimates 1⅛ pounds of seed per acre. The distances apart vary from six to ten feet, 8x8 being a common distance. In the Northwest the tendency is shown to get away from the hill system, and seed in rows with a garden drill, thinning to two feet apart in the row. It is claimed by some that this arrangement permits more efficient use of irrigation water. Seed is generally planted about one inch deep. In Iowa one canner has worked out an interesting system of planting 10 seeds per hill, with the depth rather carefully graded from one inch to 2½ inches. If the seed is not planted "on a slant," this canner advises soaking half the seed for 24 hours before planting. The soaked seed will come up quicker, giving the same result as shallower planted seed in the other method.

Yields.—Yields vary so widely that neither reported figures nor averages mean much. Actual normal yields per acre given by canners from different localities are as follows: West and Northwest, 8 to 30 tons, 15 to 25 tons, 15 being a good average; 12 tons; 8 to 12 tons without irrigation. Middle West, 12 to 20 tons when planted in open. Ten to 12 when planted alone; 10 to 15 tons; 8 to 9 tons. East; about 10 tons; 4 to 15 tons depending on season, fertility of soil, etc.; 6 to 10 tons; 5 to 20 tons depending on soil and season; about 6 tons.

Intercropping—In many the well known practice is followed of seeding pumpkin with corn. The trend of the best opinion is distinctly away from this method and toward growing pumpkin and usqash bythemselves as a separate crop. The increasing use of the corn binder on middle west farms is one factor in the situation. While the crop can probably be produced at lower cost when planted with corn, yields are often lower also. Where pumpkins are grown with corn and the corn binder is used, the pumpkin may be windrowed ahead of the binder and harvested later. A boy is sent ahead of the binder to kick the pumpkin out of the way.

A careful and experienced observer in Iowa recommends, as a result of his own experiments, that pumpkin be grown separately although the pumpkins as a companion crop do not reduce the corn yield materially, perhaps ¼ to ½ ton per acre.

One middle west canner, well know for his skill both in quality canning and in crop production, has the following practical observations:

"We have intercropped with corn to some extent, but not made it a regular custom as it did not show a great advantage. We have tried mixing the corn and pumpkin seed together and planting the mixture. We have also tried putting corn in one planter box and pumpkin seed in the other, thus planting alternately two rows of corn and of pumpkin. The first plan was not good as it gave such an irregular stand. The second method produced good crops, sometimes we thought rather more than half a crop of each, but is a little inconvenient to harvest as the two rows of corn and two rows of pumpkin must be gathered separately.

"A third method of intercropping of corn we use sometimes when our early sweet corn has a thin stand we replant by hand with pumpkin seed. This has two advantages. First, that it enables us to get a full crop from the land as it is not practicable to replant with other sweet corn because the replanting would not mature with the original crop and so would be lost. The second is that since the stand of corn is thin the pumpkin vines will receive sufficient sunshine to make a crop.

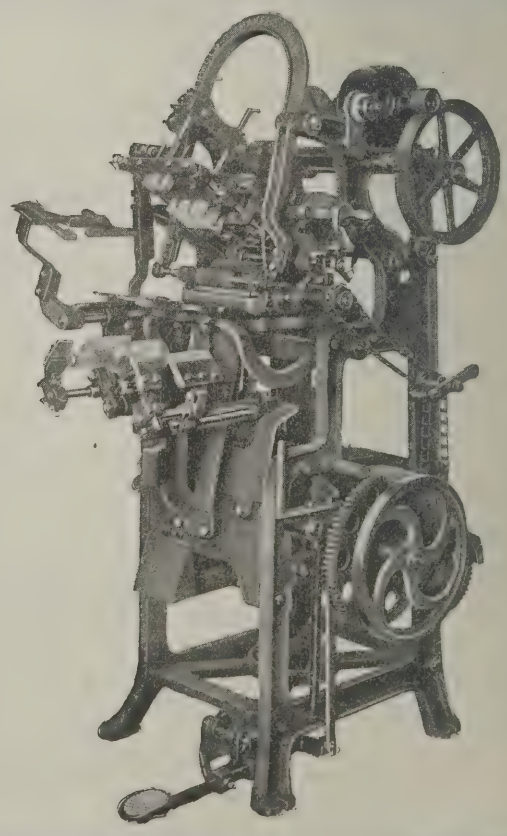
"A practice quite common among our growers is when planting corn alongside a pasture to plant several rows of pumpkins next the pasture fence to prevent livestock from crowding the fence to reach the corn. While this is only a small acreage in any one field, it makes quite a considerable in the aggregate. However, the majority of our acreage is planted separately."

A few canners make a distinction as to variety with reference to intercropping. One eastern canner grows his field

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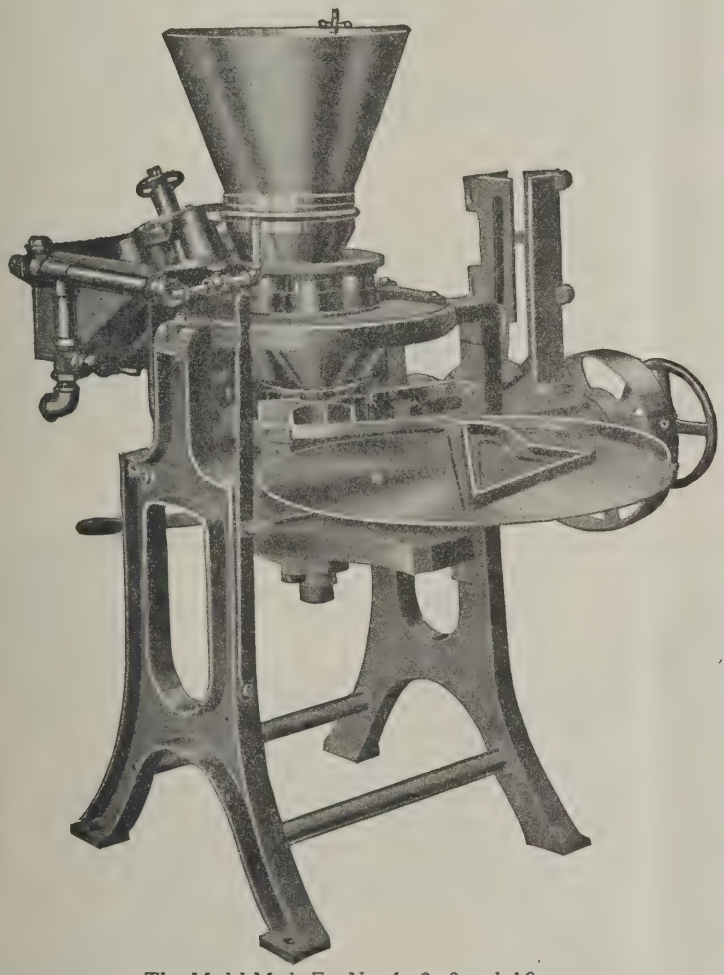
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AYARS 1924 MODEL
New Perfection
PEA and BEAN FILLER



This Model Made For No. 1, 2, 3 and 10 cans.

REVOLVING HOOPER

New design, straight side, large at the bottom. The peas do not stick to one side and get cold. They are always level in the hopper at all heights and do not require any agitator.

HAS POSITIVE CAN FEED

CIRCLE SPRAY IN NECK OF HOPPE

SPLASH PLATE over cans so peas will not wash out on floor.

Brine goes in cans hot. Large heater in brine tank.

CHANGING GRADES.—Filler stops and all filled cans deliver to closing machine.—LARGE DELIVERY DISK— NO CAN NO FILL.—WILL NOT WASTE BRINE.—NO RUBBERS to catch cans after they become worn—FILLS ABSOLUTELY ACCURATE—DOES NOT CUT PEAS—BAKED BEANS—Only filler for baked beans. Has separate measure and seperate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Ayars Machine Company SALEM NEW JERSEY

and sugar pumpkin with corn, his Boston Marrow always alone. One New York canner says he grows his pumpkin in corn, his squash as a separate crop. Only one canner is unequivocally in favor of intercropping. He is in the middle west and says he gets his best pumpkin when grown with corn. A neighbor, however, and a large operator, prefers growing pumpkin entirely separate on account of better yield, although he adds there is more damage from bugs when the crop is by itself.

The general sentiment, based on canners' experience is strongly in favor of separate growing.

Canners' Experience with Varieties—It is difficult to draw any very clear cut conclusions in regard to varieties from the evidence at hand. Probably a list including Boston Marrow, Sweet Cheese, Large Cheese or Kentucky Field, Connecticut Field, and New England Pie would account for three quarters or more of the pack.

Experiments on pie quality were carried on two or three years ago by the Home Economics Department of the Iowa Agricultural Collage in cooperation with the Horticultural Division. As a result of the investigation the statement was made at the Iowa Canners' Short Couse, with which many canners may not agree, that all pumpkins are of the same pie-making quality and that the canner's problem is entirely one of tonnage.

Many canners use Boston Marrow entirely. One Western canner does not encourage planting of common yellow field pumpkin, because it is too light in color and the product is too wet. The Kentucky Field is reported to be less susceptible to squash bug than other varieties.

Boston Marrow and Sugar pumpkin are favored by some because of the fine grain and deep rich yellow color. Connecticut Field is rated as not as fine in texture, but fair in color, while Kentucky Field has good texture, but not such good color.

Several canners have experimented with the Green and Warted Hubbard, but have discarded them because of the difficulty in scraping the pumpkin from the hard rind. Where cyclones are used there is a tendency for bits of dark-colored shell to sift through into the product. Red Hubbard is considered good quality, but difficult to grow and a poor yielder. These reports, however, are from the Tri-States, which are probably too far south for any of the Hubbard group to be well adapted to the climate. King of the Mammoth is spoken of highly as a good variety of pumpkin for this section. Boston Marrow is widely and satisfactorily used also.

New York State and Michigan canners use Boston Marrow, Golden Hubbard, Connecticut Field and New England Pie.

In the Middle West canners use more Kentucky Field, although Connecticut Field is used extensively also. One experienced Middle West canner, in comparing these two varieties, states that Kentucky Field is adapted to growing further south than Connecticut Field, produces more cans per ton, has good color, and better flavor. Winter Luxury is regarded very highly by canners who use it, but it is not generally grown for canning. Probably Kentucky Field or Large Cheese is the leading canning variety from Ohio to Nebraska.

Blending of Varieties—Many canners are convinced that blending of varieties gives a superior product. Improvement in consitency, flavor and color are among the advantages claimed. The usual blend reported consists of about one-quarter pumpkin to three-quarters squash, such as Boston Marrow.

Saving Seed—Judging from reports received, many, if not most, canners feel that they have better assurance regarding the quality of their seed if they save it themselves. Many methods are used, depending largely on the quantity of seed required. In Iowa one man at the cannery, giving only part of his time to the work, saved 1,000 pounds of seed. The basis of seed saving is selection, generally at canning time, of pumpkins which approach nearest to the canner's ideal as to color and thickness of flesh, color of rind, size and smoothness or depth of creases.

The following are practical pointers from experience in seed saving:

(1) "Seed is dried in shallow trays 3 or 4 inches deep. Seed should be put in not over one inch deep and should be turned over every other day. Keep the trays in the shade."

(2) In one cannery in the West the seed is saved from selected individuals at canning time, placed in boxes, watered so as to rot the pulp quickly, thoroughly washed, and spread out to dry. The seed is separted from the rotten pulp by passing over a screen shaker under a strong stream of water to wash the pulp through the screeen.

(3) One Northwestern canner gives it as his experience that Eastern seed after two or three years gives a product which

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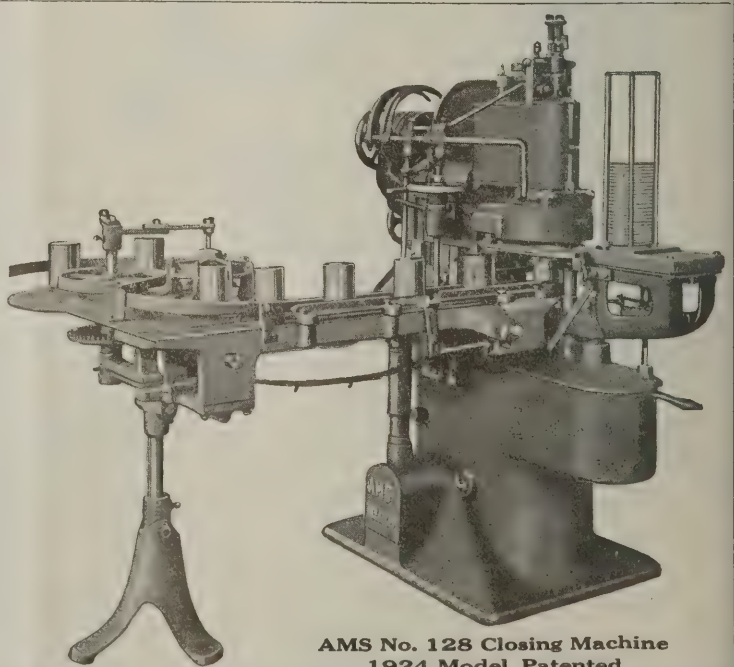
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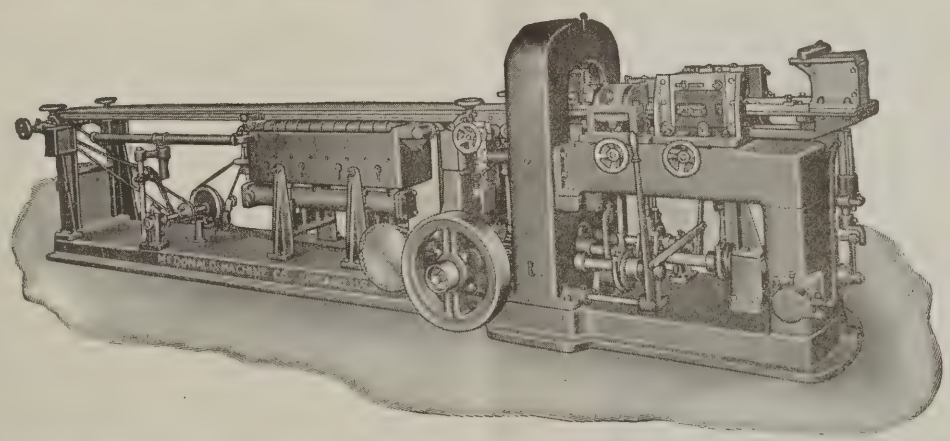
NEW YORK OFFICE
Room 1313-32 Broadway

CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building



NO. 2-C AUTOMATIC BODY MACHINE WITH NOTCHING AND SOLDERING ATTACHMENT.

Our No. 2-C Bodymaker as shown with notching and side seam soldering attachments and automatic blank feed, has a capacity of 150 lock and lap seam sanitary can bodies per minute.

This entirely automatic high speed machine is adjustable for all sizes of sanitary cans up to No. 3 size. All adjustments are combined so as to maintain correct alignment of working parts when changing for sizes.

The construction of this machine is unusually heavy, weighing complete 9000 lbs. and the adoption of crank movements permits a high capacity and insures a smooth operation, free from vibration.

The combination friction and clutch is provided with control levers conveniently located and arranged so that the soldering attachment continues to operate, if the forming mechanism is momentarily stopped.

This is a strictly high speed machine complete, in every respect and embraces many unique features necessary to the requirements of a modern sanitary can making line. For further particulars apply to

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

is more watery and of poorer flavor, and for this reason doubts the advisability of saving seed.

(4) A New York canner states that after the seed is cleaned through screens in the packing room it is spread on ventilated shed platforms, and adds that some canners use apple evaporators for drying seed.

(5) An Ohio canner scrapes seed out of selected pumpkins by hand and places the seed in barrels for 24 hours, after which it is put into a squirrel cage about 10 feet long with a ¾-inch mesh wire with a fine stream of water playing on it. When thoroughly washed and seed is spread out very thinkly on wrapping paper to dry in the sun.

(6) Another canner in the same State runs the seed from fancy selected stock through a rotary screeen, and then through a second rotary screen under a heavy spray of water, after which the seed is spread on a dry floor and stirred frequently.

(7) An Illinois canner selects very deep creased red pumpkins for seed, and drys the seed in the sun.

(8) Another Illinois canner with long experiencee in seed saving described his method as follows:

"We save our own seed, selecting out pumpkin of the proper size, shape and color as they pass over the conveyor to the stemming table. These are then cut open and inspected for ripeness, color, thickness, grani and flavor of the meat. The seed from the accepted pumpkin is placed in a perforated bucket and washed by turning a stream of water into it with force enough to stir the seed around as well as washing it. When washed the seed are spread in broad, shallow trays with bottom made of wire mesh which are kept in a well-ventilated room, and the seeds turned daily until dry. We have found that either artificial heat or sunshine will seriously reduce the vitality of the seed."

(9) An Indiana canner states that after taking seeed from the pumpkin it is permitted to stand in barrels for two or three days until slight fermentation is started. It is then washed, placed on the roof and sun dried.

Insect Pests—The insects which at times cause serious losses are the striped beetle, the squash bug, and the squash vine borer. The beetle may be controlled by the use of a 2 per cent nicotine dust applied with a hand duster Many entomologists advise the addition of lead arsenate to the nicotine dust.

There is no thoroughly satisfactory control for the squash bug. Some very interesting results were obtained last year in Illinois by th use of calcium cyanide. It may be that definite recommendations can be made on this another year.

The vine borer can be controlled only through field sanitation. Destruction of dead vines and plants promptly after harvest, harrowing of infected fields in the fall and deep plowing in spring to prevent emergence of the adult moths, and the use of early trap crops to protect the main planting, are heelpful in reducing loss from the squash vine borer.

LIKE "PULLING TEETH"

THE F. F. O'Brien Brokerage Co., of Milwaukee, characterize the job of getting orders accepted in their most recent circular. They say:

" 'Pulling Teeth' is a mighty easy job when compared to the task of 'Finding Needles in a Haystack.'

"We are wondering whether 'Finding Needles' isn't just a bit easier than securing confirmations from reputable pea canners on future orders.

"Confirmations are hard to get, even when the orders are for assortments of siftings and qualities and at prices in line with market quotations. Canners in many instances have withdrawn from the market entirely, and in others they must limit additional bookings in orders specifying certain smaller siftings.

"Wisconsin canners are 'sittin' pretty.' Spot stocks are light and future bookings are heaviest in the history of pea canning in the State. A 'healthy situation,' we would say, for Wisconsin canners, while buyers who have already covered on spots and futures sure must have that satisfied 'feelin'.'

"Prices have advanced noticeably on the larger siftings of both sweets and Alaskas."



Other Originations:
Rogers Improved Kidney Wax
Rogers Green Admiral Peas,
Rogers Winner Peas.

LIGHT green, slender, round pod, 4 to 5 inches in length and almost perfectly straight.

Tender, meaty, brittle and entirely stringless even when ripe.

In appearance and season very similar to the old reliable Late Refugee 1000-to-1, having a strong vine with small leaf and heavy foliage.

Hardy and productive.

Without exception the most popular and desirable Greenpod variety for canner's use.

Now booking contracts, future delivery, 1924 crop.

Rogers Bros. Seed Co.

Originators
Breeders & Growers
Chicago U. S. A.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

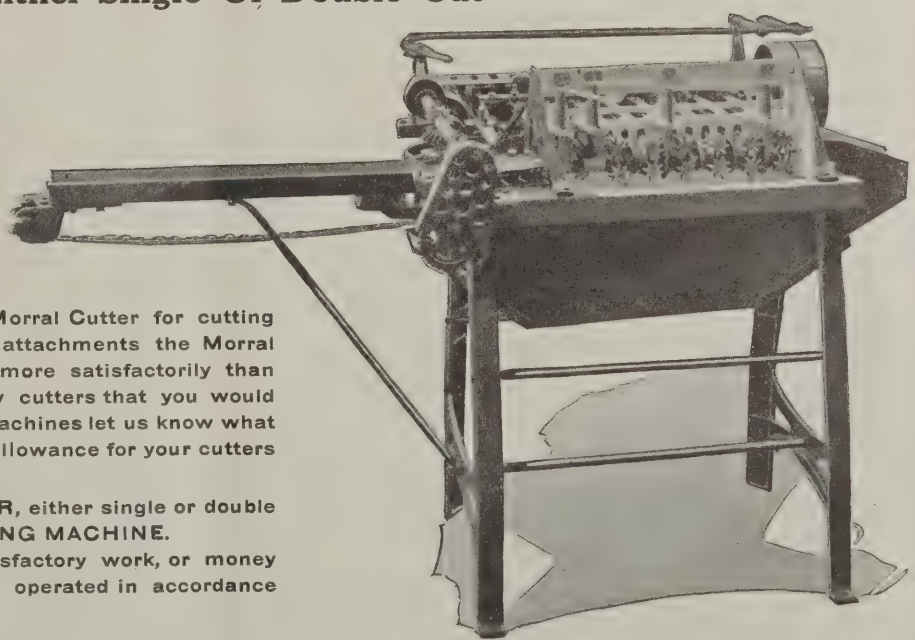
Stecher Lithographic Co.
Rochester, N.Y.

THE MORRAL CORN CUTTING MACHINE

Either Single Or Double Cut

THE MORRAL CORN CUTTING MACHINE is the most durable, simple and efficient cutter you can buy. It has the most positive feed of any cutter in use.

The Morral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.



We furnish special attachments for the Morral Cutter for cutting Golden Bantam Corn and with these attachments the Morral Cutter will cut the Golden Bantam Corn more satisfactorily than any other cutter in use. If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.

We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.

It will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio

The Other Side of The Can

By *Ogden S. Sells*

Sprague-Sells Corporation, Hoopeston, Ill.

Address before opening Session Buffalo Convention

I'M WONDERING if there are many here today that can declare themselves in my class, by having attended three Canners Convention in Buffalo—1896, 1907 and 1924? I know this is going back—way back—nearly thirty years, and I'll plead guilty to having been a pretty small boy during that 1896 Convention, but I wore a canners' badge, just the same, and you bet your life I considered myself a part of that convention. As I look back upon it, the thing which stands out prominently in my mind is not the swinging doors where you could see men's head and feet, though, of course, such pre-dry institutions were essential then to the successful conducting of a convention, and, of course, we know they are not essential today; but the dominating print on my memory is the extremely limited amount of machinery exhibited and the confused fashion in which the exhibition hall was arranged in 1896. Somehow, it seems to me as if this confused exhibit which had no regular aisles, nor uniform spaces, no regard for whether large machines totally obscured the exhibits of smaller ones—must have been typical of the arrangement and operation of the old canneries. I feel that today's exhibit, orderly, uniform, intelligently planned and arranged, likewise typifies the cannery of today. To credit the machinery and supply manufacturer entirely for this wonderful change occurrinig within the short span of twenty-eight years, would not be fair. Nevertheless, I feel certain that we have contributed materially to advancing this industry and making it of greater service and value to its owners and to the public.

But the greatest single factor in bringing about this change has been improved quality, coupled with the ever-increasing size of the cities of this country which has brought a tremendous demand for food that can be transported at all seasons of the year; food that does not spoil and food which will lend variety to the table. For the last few years, each canners' meeting has had as its dominant note this word "Quality." We've heard it repeated until some almost think it a by-word rather than a watchword. I wonder if this isn't partly caused by many men feeling that quality can be produced only in very limited amounts and that to get quality, quantity must be drawn and quartered. This is far from correct. While quantity does unquestionably produce greater numbers than quality—yet quality can also produce great numbers; numbers fairly comparable with those produced by quantity and with this great advantage over quantity—an almost certain profit to both the producer and the consumer.

And don't forget, the consumer is "the other side of the can." Sometimes I feel there are lots of canners who visualize their product as disappearing permanently into the interior of the freight car on their siding, to be consumed there when the switcher pulls the car away. They allow their employees to use identical glasses. They totally fail to see Mrs. Smith struggling to balance the family bank roll against all of the demands made upon it; laying out 15c or 20c or 25c for a can of good wholesome food, to help bring health and a varied diet to her family—and making a real sacrifice when she buys that can. Now, what does Mrs. Smith think when the other side of her can isn't up to the mark; when some canner or cannery employee was so short sighted as to only see that can going into the freight car and couldn't see it going into Mrs. Smith's kitchen—paid for by old man Smith's hard earned coin? Does she feel any great pride in her marketing ability? Does she send one of the kids back for another can. Does she feel she's been cheated? You answer these questions; answer them emphatically next summer at your factories by looking yourselves and making your employees look clear through all the walls right into Mrs. Smith's kitchen.

You all know the formulas for producing quality; they've been stated many times. In fact, they are repeated so often that I sometimes think of the physics teacher who was trying to explain to his class the tremendous powers of steam. Holding up an empty tin can be asked—"Who can tell me what to do with this can to make it produce extreme speed and great destructive energy?" One boy answered—"Tie it to a dog's tail."

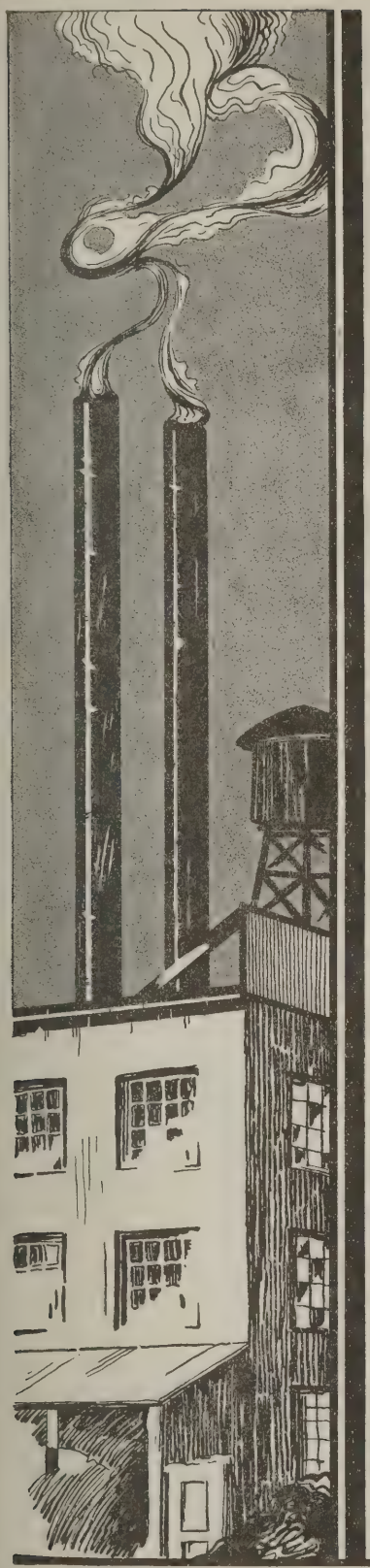
You know that isn't the ultimate possibilities of a tin can. You know there isn't a large city in this country that can feed itself satisfactorily for 10 days if the tin cans stop rolling into it. And yet, the total bill last year for canned foods, an absolutely essential necessity, was in round figures a billion dollars, or less than $10.00 per person; while the auto expenses of the country are estimated at over six billion dollars, or a taxi bill of more than $50.00 each. They've developed the auto industry since that 1896 Buffalo Convention and put it across by a quantity, quality program. I believe a quantity quality canners' program will cause the little old tin can to come somewheres near catching the taxi, even if the dog is tailless.

You may wonder why a supply man harps on this. Well, you demand of us, and we are glad to look beyond the freight cars at our factories. We see our machinery and supplies in your possession and use. We believe in this industry. We know it's worth—we commend it's products to our friends and help them to buy intelligently. We're proud to have a small part to play in this great essential industry, and we want to do our bit toward making it greater.

At this season of the year it is customary to try to make a forecast for the balance of the year, and I presume at this time many of you think that such a forecast is more or less superfluous. Judging by the way the year has opened up this would seem to be a reasonable presumption. Employment is pretty general in all parts of the country. Wages are very high and with them comes the assurance from every producing source that they are not building up inventories, but, on the contrary, are filling actual orders. As long as this condition prevails we are bound to have prosperity. 1920 and 1921 are still close to our minds and most of us haven't forgotten the lessons that they taught. If we will just keep on remembering them; keeping on producing what we sell and not what we think we would like to sell, there is no reason why we should have other than generally healthy business conditions for some time to come. The Federal Reserve System has practically eliminated the possibilities of a money panic. If they will watch credits as closely in 1924 as they did in 1921 and 1922 they can eliminate a merchandise panic. But just keep in mind that an unemployed man does not buy canned foods in anything like the volume that he buys when working full time. So watch the employment situation and figure that if unemployment hits the industries of this country in the fall of 1924 it is going to effect deliveries. But if you follow the old rule and make what you sell, not only will 1924 be prosperous but you will have a fine chance for prosperity in 1925.

I have one suggestion to leave with you in closing. You have laboratories to examine the finished products and train men to do this work. The soil and seed part of the game are being handled by other trained men—but how about the mechanical side of your factories? Are you training men there? Some State Associations have short courses and they are fine. Why not a free school of mechanical training during each national convention? If you think well of it, our association, as ever, stands ready to co-operate.

I wish everyone of you much prosperity in 1924. It's going to be a good year. Let's drive the Quantity-Quality Program hard each day we run in 1924, and then 1925 will be an even better year.





SPRAGUE-SELLS and Peerless Canning Machinery will be the staunchest—the most efficient, durable and dependable that fine materials, experienced workmanship and sincere purpose can make them.

Every machine bearing our name will be backed by an unequivocal guarantee of complete satisfaction—or money refunded.

Field service—unstinted and gladly rendered will be constantly available to the users of our equipment—with a corps of experts at their command to aid in the solution of any problems that may arise.

The prices of our machines will be kept preeminently fair at all times by adjustment to conform with labor and material costs.

Our prices will be standard—one unvarying price to all. You purchase our machines with the satisfying knowledge that your investment is precisely the same as that of each and every other purchaser—no higher or no lower.

This is the platform upon which Sprague-Sells and Peerless Canning Machinery is offered. We believe it will win the instant and sincere commendation of everyone intimately associated with the Canning Industry.

From our two plants, at Buffalo and Hoopeston, we can supply practically every item of canning equipment.

Write us today for quotations on any equipment you may need, addressing your inquiry to:

Sprague-Sells Corporation

General Sales Office:

500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

PRESERVERS MET WITH THE CANNERS

Held Annual Convention in Buffalo

The National Preserve and Fruit Products' Association held its annual meeting at the same time the National Canners' Convention met in Buffalo, and, among other things, adopted a resolution authorizing the employment of a "Judge Landis" of the preserving industry as applicable to themselves.

The duties of the new business manager or supervisor will be to visit all factories of associate members and to install sanitary standards, to which the factories will have to adhere, to enforce the observance of the pure food laws by all members.

The association also adopted a resolution providing for the labeling of all products with the name of the manufacturer and other straightforward information as to quality of their products.

Sufficient money was subscribed by members of the association to carry through their program, which is also to include an intensive advertising campaign.

George Andrews, of Humbert & Andrews, Brooklyn, president of the association, said that it is the association's intention to keep the Government out of their business by conducting it in such a way that Government interference will be unnecessary.

The following officers were re-elected: George Andrews, president, New Nork; Paul Delaney, vice-president, Brooklyn, N. Y., and George P. Williams, secretary-treasurer, Kansas City.

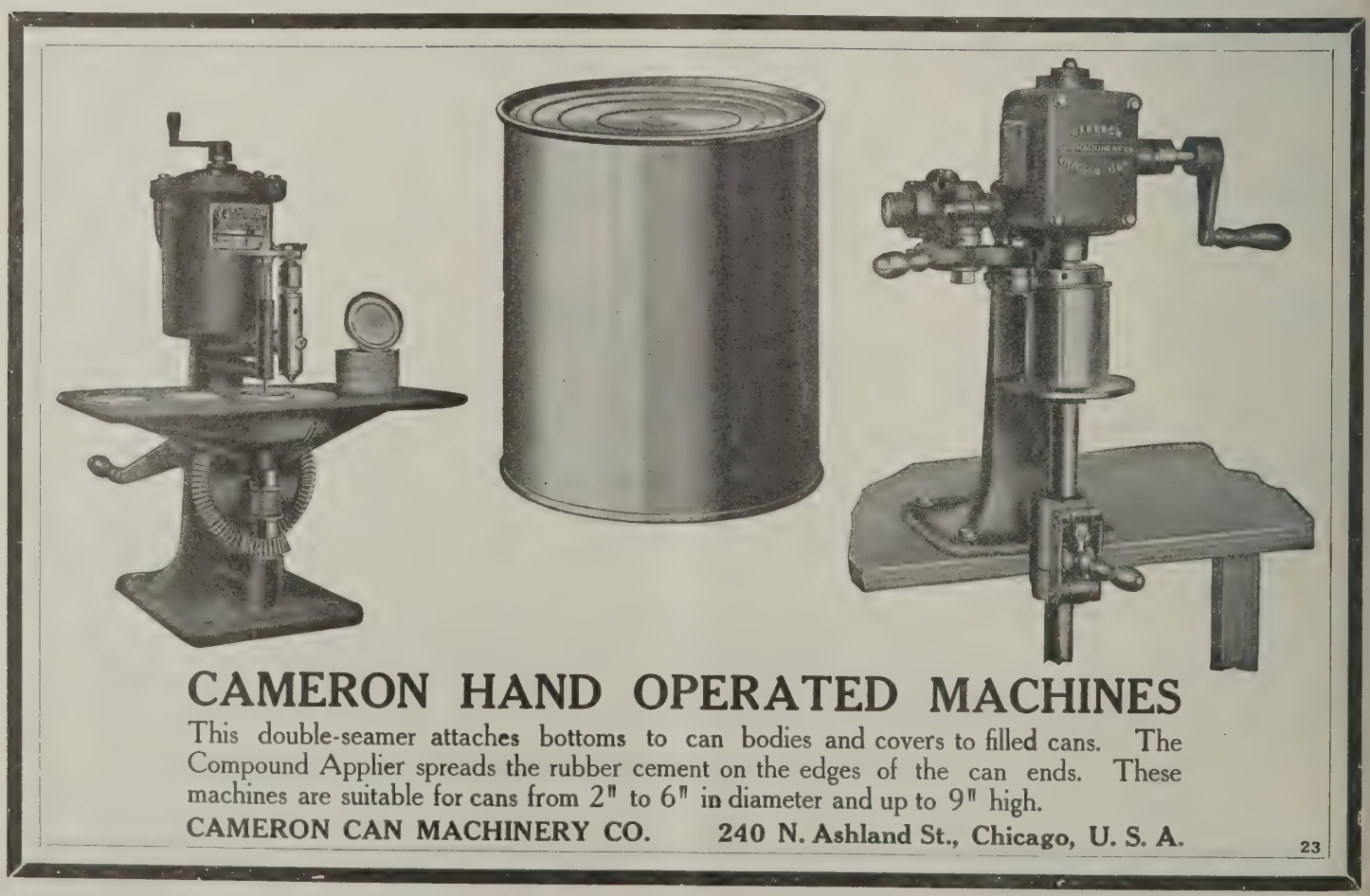
OVER 1,500,000 CANNED FOODS WEEK STREAMERS DISTRIBUTED

General Assurance of Co-operation for National Canned Foods Week, March 1-8, and Tremendous Demand for Literature Herald Success for Forthcoming Event

WITH eight representative organizations behind it—the National Association of Retail Grocers, National Chain Store Grocers' Association, National Wholesale Grocers' Association, American Wholesale Grocers' Association, National Food Brokers' Association, Canning Machinery and Supplies Association, Glass Container Association and the National Canners' Association—National Canned Foods Week, March 1-8, promises to be a great success.

This is attested by the fact that a new record has been set in demand for the now famous red, white and blue Canned Woods Week streamer, for close to 1,500,000 of these streamers are now being distributed. An idea of the size of this demand may be obtained when it is known that year before last 325,000 streamers served for the entire campaign.

Canned Foods Week Club Luncheons to Be Popular—The idea of canned foods luncheons being served at clubs during Canned Foods Week is being received enthusiastically in all parts of the country. The National Canned Foods Week Committee is getting many inquiries from clubs, such as the Rotary, Kiwanis, Optimist, Lions and University, with the result that canned foods menus are being prepared showing the quantity



Sinclair-Scott Company

Baltimore, Maryland

Canning Machinery

Nested Graders
Collossus Graders

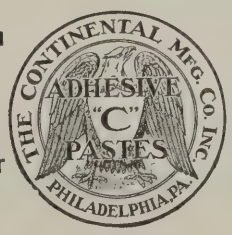
Pulp Machines
Pulp Finishers

Continental Canners' Adhesives

FOR LABELING TIN, GLASS OR PAPER CONTAINERS

BY HAND OR AUTOMATIC MACHINE

Cold Pick-up Gum
Hot Cement
Lap End Paste
Dry Cold Water Paste



Hand Tin Paste
Machine Tin Gum
Hand Glass Paste
Machine Glass Gum

Uniform in Quality **Twelve Years' Success**

WRITE FOR PRICE LIST

The Continental Mfg. Co., Inc.

HOPE & NORRIS STS. PHILADELPHIA, PA.

Originators of Industrial Pastes since 1911

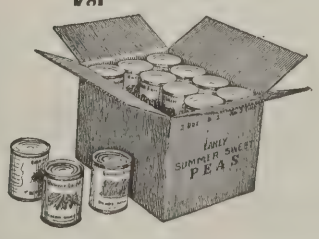
Use H & D Boxes

Low in Cost -- High in Safety

HERE are the most efficient and satisfactory boxes ever made for carrying canned goods shipments. Specially constructed for canned goods, their firm and sturdy walls keep the cans from rolling and wedging in transit and delivers them clean, unscratched and undented at destination.

You will welcome H & D Canned Goods Boxes for their lower initial cost, their convenience in handling and the minimizing of storage space.

Write today for our free "Canners Shipping Book". Menton your sizes and we'll send quotations and *free samples*. No oblgations for this service.



THE HINDE & DAUCH PAPER CO.
Member Canning Machinery & Supplies Assn.
800 Water St. Sandusky, Ohio

CANADIAN ADDRESS: TORONTO
King St. Subway & Hanna Ave.

of canned foods of each variety it will take to prepare a luncheon for one hundred persons.

This will be placed in the hands of all the clubs interested, and in addition at least three sample addresses on the canning industry are being prepared and will be sent along with the menus, thus making it possible for any club which has no members that are familiar with the canning industry to have an up-to-date address on the history, growth and extent of the canning industry.

Mr. Sam Gorsline, of the Chicago Rotary Club, has sent a letter to 1,350 rotary clubs throughout the country, which reads, in part, as follows:

"My club—The Rotary Club of Chicago, 'Old No. One'—is planning a Canned Foods Luncheon for Tuesday, March 4th. Every item on the luncheon menu will not only be canned foods, but it will be the best of its kind and packed by a Rotarian, wherever he may belong—to your club or some other. This is easy to do, as the best canners in the country are Rotarians. There will be a menu card in the shape of a can. Special favors in keeping with the occasion will be at each Rotarian's place. The entertainment features will be a snappy talk on canned foods by the President of the National Canners' Association, Rotarian Roy F. Clark.

"Why not feature 'National Canned Foods Week' at your Club Luncheon? Here is an opportunity to show Rotary's place in one of the most vital industries of our country and in a novel way. Let's prove that Rotarian canners are 'serving best' by packing wonderful products for the world's dinner table.

"Please hand this letter to one of your members whose classification is canned foods, food broker, wholesale or retail grocery, or any other classification interested in Canned Foods Week, March 1st to 8th. The National Canners' Association and allied industries are making a big drive to popularize canned foods. This is your opportunity to serve your industry.

"I will be glad to send a copy of our proposed menu, if you wish. In the meantime hand this to your local member who handles canned foods and let him go to it."

Every Street Car to Advertise Canned Foods Week—Members have already been advised that the Eastern Advertising Co. will give a complimentary showing of car cards advertising Canned Foods Week throughout New England. We are now advised, through the Street Railways Advertising Co., of New York, that this courtesy is to be extended to practically all the remaining street car cities of the United States. The cards will be in the cars from early in February to the end of Canned Foods Week.

The cars carry 30,000,000 passengers daily, and the advance showing, stimulating interest in Canned Foods Week, and the display of the cards during that week, should very materially add to the success of the campaign.

The value of the car space and the expense of the cards is said to represent at least $25,000.

Canned Foods Week Electros in Demand—As an evidence of the spirit of co-operation shown in connection with Canned Foods Week, especially regarding the

HAMACHEK IDEAL VINERS

The special features of Hamachek Ideal Viners, that make them the most efficient and most durable viners on the market, are covered by the following patents:

U. S. August 13, 1912, September 14, 1915, April 1, 1919, May 27, 1919, May 18, 1920, October 26, 1920, December 7, 1920, September 13, 1921, February 7, 1922, July 4, 1922, October 3, 1922.

CANADA, December 10, 1912, December 16, 1913 April 10, 1923. Other Patents Pending.

Infringements will be vigorously prosecuted.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880



It was one of the Attractions at the Convention.
If you did not see it, write us for details of the
20th CENTURY HIGH PRESSURE STEAM COOKER.

The 20th Century Machine Co.
Milwaukee, Wisconsin

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

electroplates for advertising Canned Foods Week on members' letterheads, the chairman of one committee has ordered twelve two-color and six one-color electros.

A sample newspaper advertising page has been mailed to each of the Canned Foods Week local chairmen. It outlines a plan for the solicitation of local advertising during the week. Any chairman who has not received his copy will confer a favor upon the National Canned Foods Week Committee by communicating with the Washington office, so that one may be forwarded to him at once.

A GOOD, LIGHT RUBBER APRON

ALTHOUGH rubber-coated fabrics are really the ideal materials for protection of the clothing and body from water and acids, the use or rubber aprons in the past has been limited to those departments requiring the heaviest types of aprons.

The great weight of the old-style rubber aprons has been found uncomfortable and inefficient for general use in the canning industry, while those rubber-coated aprons that were light enough for such use did not give the service required. Consequently, the only light-weight aprons that could be purchased were practically an oilcloth proposition, and such aprons will not give the long wear desired by canners. Despite the low price of substitutes, their short life meant a high price in the long run.

Now, however, a new type of rubber apron has been developed by the plant of William M. Gross, of Sharon, Pa. This newly developed apron combines the light weight of the low-grade aprons with the high quality and great durability of the high-priced heavy aprons. This apron is made in a large size, 34 inches wide by 44 inches long, and weighs only 16 ounces.

Despite its light weight, the apron will give unusual wear in all canning, packing and bottling operations; it is extremely soft and comfortable, permitting efficient work by the wearer; it will resist all fruit acids and water, and will give maximum protection at minimum cost. The manufacturer claims this Bear Brand Apron to be the most efficient and most economical canner's apron sold. He is desirous of getting in touch with canning supplies' jobbers, for whom he has a good proposition.

BARD PAYS TRIBUTE TO CANNED FOODS

An anonymous poet in Buffalo dedicated the following poem to the canners assembled in Buffalo for the National Canners' Association Convention:

Foods that are canned in this fair land
Are surely in the lead;
Put up in sizes large and small
To meet the family need.
Fresh from the orchard, farm or sea,
And sealed up tight for you and me,
They're good for grown-ups and for "bairns"—
The foods that come in cans.

They're fresh and wholesome, sound and clean—
Great Scott, but they are good!
No ptomaine bugaboo need worry you,
They're the safest kind of food.
Scientific test has proved them best,
They're vitamins and all the rest,
Ready to serve from nature's hands—
The foods that come in cans.

Red ripe tomatoes, peas and corn,
Jams, beans and pumpkin, too.
Fruits still wet with the dew of morn,
And fish from the ocean blue.
From tropic climes to the arctic pole
You can find these foods to cheer your soul;
They fill you with pep and tone up your glands—
The foods that come in cans. —Anonymous.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

To Save Money See the
"Wanted & For Sale" Ads


Color-Neat Grey

ECONOMY
PLUS EFFICIENCY

THE BEAR BRAND CANNERS' APRON is a great improvement over ordinary aprons. It is made of **sturdy, durable, extremely lightweight,** rubber-coated fabric, and is ideal for men and women in all canning and bottling operations. Great durability, comfort and efficiency mean **maximum protection** at **minimum cost.**

Medium size, 34" wide by 44" long, weighs only **16 ounces;** the **lightest high-grade apron made.** Send trial order TODAY - and be convinced of BEAR BRAND superiority. **Price only $15.50 dozen.** Economy, durability and greater comfort guaranteed. Sample of fabric on request.

JOBBERS: Send for *Distributors Prosposition*

William M. Gross
Carver Building, Sharon, Penna.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No. 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶1.00
12 Kinds, No. 10	3.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	1.30	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.10	1.15
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	1.60
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No 3, f.o.b. Baltimore	1.30	1.40
Standard, No. 3, f.o.b. County	1.25	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.45	1.50
Standard, No. 3, f.o.b. County	1.45	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	....
Michigan, No. 10	....	....
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.15	Out
Maryland, No. 10, f.o.b. Balto	3.15	4.50

APRICOTS

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	1.70	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	
Standard, Water, No. 10	6.50	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	2.50	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.50	1.60
Standards, 4 oz	....	....
Standards, 10 oz	2.90	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped		....
California, 1s, Striped	....	15.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, FEBRUARY 11, 1924

WEEKLY REVIEW

Futures Control the Market in All Sections—Corn and Tomatoes Join Peas in the Good Demand—Common Standard Corn Should Not Be Packed This Season—Fruits the One Disappointing Feature of Market.

BUSINESS ALL IN THE FUTURE—The contagion of future buying has spread from the West and is now raging in all parts of the country, and very noticeably in this Atlantic coast region. We report this in the manner of the Health Department reports, but, naturally, this is not to be taken as indicating any panicky buying of futures, nor that the market has gone wild. The East was entirely free, or nearly so, of future buying and selling up to the time of the Convention; but this has all changed, and hence this description of it.

Those who predicted the importance of the Buffalo Convention were right in their surmise—apparently the buyers of the entire East waited for that event, and now, feeling satisfied with the outcome, are busy covering their requirements, at least in good part. Write your own slate as to the cause of this, whether it be the settlement of the swells controversy, or what not. For ourselves we regard it as the result of the contact with canners of all kinds, from every section of the country, and the confidence they radiated in the business as it is and as it promises to be. No one could mingle with the crowd at Buffalo and come away feeling anything but thoroughly satisfied with canned foods as is. Certainly the settlement of the long dispute upon the matter of swell claims, if it is settled, helped clear the situation and lent encouragement to many buyers to go ahead. And possibly not a few canners felt relieved that some sort of an agreement had been reached; but, taken as a whole, the canners had come to the Convention with definite ideas as to the values of their goods, for the new packings, and they would trade only and when the buyers met those ideas as to prices. There may have been some buyers who thought they could club the sellers into submission, or that they had scared them into accepting their terms by the long wait and inactivity; but if there were any such they quickly changed their minds when they reached the Convention and found, first, that the canners were confident of themselves, and, secondly, that Western buyers were not neglecting opportunities to cover their wants with the styles and kinds of goods they wanted. And those who had not covered by the time they came to Buffalo, went home and advised and set in motion quick action, and the Eastern buyers had to follow suit.

So today the canned foods market is a future market in peas, corn, tomatoes, string beans and all else, with the possible exception of canned fruits, and there has been some little action in them.

TOMATOES—Standard quality tomatoes for future delivery are quoted at 57½c to 60c for No. 1s, 87½c to 90c for No. 2s, $1.27½ to $1.35 for No. 3s, and $4 to $4.25 for No. 10s. At these prices the canners are not eager sellers. They are taking a few, with hardly any showing of interest, because they feel that spot prices will continue to rule firmer and firmer as spring comes on, and because of this that future prices will undoubtedly improve and not recede. Moreover, there is as yet nothing certain as to the costs of raw products, and no tomato canner cares to go heavily into futures until he knows what his raw stock is going to cost him, and he is wise in this action. There is a kind of "comfy" feeling to have some futures on the books, but they do not want so many that if they are forced to "average up" to cover losses on goods sold early they will be compelled to sell too many futures to come out even. In fact, we believe that the canners generally have come to the conclusion that futures must pay some profit—stand their share of profit—or they do not want them on their books. That is a wonderful change from the olden days, and it is as it should be. Futures should not be sold, except at a certain profit.

The buyers know this, and they are taking goods of the kind they can reply upon and covering their wants to a quite generous proportion. Out in Indiana, and the Central West generally, the canners seem further along with their futures than in the East, and it is beginning to be hard to find any canner there willing to take more business. They are going carefully about it, and when they find that they can add another customer to their list without endangering those already on, and at the right price, they are adding to their future sales, but only then. And they are asking in Indiana from $1.45 to $1.50 for extra standard No. 3 tomatoes, which reminds one of the old differential once enjoyed by New Jersey. No. 2s are held at $1.07½ up, which Eastern tomato canners might do well to ponder on.

Spot tomatoes continue to advance about 5c per dozen per week, and this hardly keeps pace with the ideas of those who have any supply of spot tomatoes of quality. We are more inclined to quote tomatoes, spots, as nominal than to give figures for them, which means that it is a matter of settlement between the seller who has them and the buyer who wants them. Mention of $1.00, $1.50 and $5 00 for the 2s, 3s and 10s arouses very little interest among holders.

CORN—Again the West reports the sale of future corn as quite satisfactory, and with the better grades of corn in the East the same thing is true. Buyers everywhere, both East and West, seem anxious to buy standard corn at 90c, but we respectfully refer both canners and buyers to the remarks of Mr. James Moore before the Corn Section meeting at Buffalo. The canners cannot lift the corn consumption demand by themselves; they need the help of the buyers as well. The ordinary run of standard crushed corn should be tabooed this year. The canners should refuse to pack it, and the buyers should not tempt them by saying that they must have a cheap seller. About the only place that this cheap corn can find an outlet is the cheap boarding house, low-grade American plan hotels and such like,

where they use it as a side dish, on the style of the old Raines Law Hotel sandwich, which no one was ever expected to eat. But when sold for this purpose it becomes the worst kind of an advertisement for all canned corn. Mr. Moore is absolutely right—there is a good market for good corn, and the people will pay a fair price for a good article, but the trouble is that the bulk of the corn canners will not take the trouble to produce it, because the buyers are hungry for this cheap seller. Pack the fodder in the silo and give the consumers "roasting ear" corn, and you will see corn consumption grow and become manly, even like unto peas. Note, for instance, that the Eastern corn canners opened crushed corn at 90c—same as in the West—with extra standard at 95c; whole grain Evergreen at $1.05, but that standard shoepeg corn is quoted at $1.25, with extra standard at $1.30 and fancy shoepeg at $1.40 and up. And Maryland is adding Golden Bantam to its list this year, and may be counted upon to produce a fine article, but it will not be sold at a low price.

Spot corn is dragging, though it cannot be said to be weak.

PEAS—The future market is almost closed on peas, and he is an unfortunate buyer who has left his requirements until now before covering. Most Wisconsin and New York State canners, as well as most canners everywhere, have closed their books on futures. The Southern pea canners named their prices and closed out, or what might be considered as a closing order or notice to the buyers, advanced their prices about 10c all along the line, in less than a fortnight. "That's peas and quality." Come on, corn, get on the Band Wagon!

THE MARKET—Mixed vegetables show a decline this week, with No. 2 now quoted at 90c. Oysters, due to the favorable weather, are again being quoted: 5-oz. at $1.50, 4-oz. at $1.40, 10-oz. at $2.85, and 6-oz. at $2.65. Shrimp remains unchanged at $1.75 for No. 1½.

Fruits are causing their friends worry in that they seem quiet in every section. No. 2 preserved blackberries are advanced this week to $2.00, but otherwise the fruit market remains very quiet and dull.

NEW YORK MARKET

Market Demand Pronounced Steady—Corn Is Neglected—Unsatisfactory Weather for Best Consumption—Maine to Increase Pea Pack—Maryland Will Can Golden Bantam Corn—Tomatoes Strong—Fruit Is Quiet—Notes of the Trade.

New York, February 7, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

STEADY Canned Foods Demand—While there have been no developments of sensational character in the local canned foods market during the week, a good, healthy volume has been put through, and the market continues to display a steady to strong tone. Distributors are not coming into the market for large quantities of spot stocks in individual orders, realizing that the supplies held by canners are so limited that any big buying movement would probably start a price boom. Most of the jobbers are content to "follow the market" and buy in small quantities for immediate requirements.

Corn Neglected—There has been comparatively little interest shown in corn during the week, and the markets have held quotably unchanged. The booking of futures is rather quiet on both standard and fancy packs. Chain stores are featuring standard corn at 10 cents per can, and report quite a healthy movement at that figure.

Unsatisfactory Weather—Thus far the winter months have not been productive of the expected consuming demand for canned foods. We have had very little consistently cold weather, and no real snow storm. One local trade factor said: "I expect that the market will continue uninteresting until we get a real cold snap or snowstorm. If we would only get a spell of weather that would tie up the movement of fresh stuff at low prices for just about one week you would see some real fireworks in the canned foods market." Canned fruit demand has been particularly affected by the mildness of the weather thus far, and the comparatively plentiful offerings of fresh fruits at low prices.

Canned Foods Developments—There will be two developments of outstanding importance in the Eastern canned foods producing sections this year. The State of Maine, having found it possible to can peas of good quality, will increase its pack of this commodity. Maryland is expected to come to the fore with a fair production of fancy Golden Bantam corn. Maryland has the corn, and it is only a question of the willingness and ability of the canner to pack a fancy article that restricts the market for Maryland's canned corn. Quality should be the watchword this year, and with a close observance of the quality slogan, increased business will come to the packers.

Tomatoes Are Strong—The canned tomato situation has shown a strong undertone on all sizes during the week. Jobbers realize only too well the firm statistical position of the Maryland situation, and are buying only in limited quantities at prevailing prices. It is believed that any heavy buying movement would be reflected almost immediately in an upward movement in prices. Future tomatoes are attracting some attention at the price levels recently named.

Asparagus—Business in future asparagus, on the prices published in the last issue of Canning Trade, has been rather quiet. California canners, however, are faced with very high packing costs this season, and this is naturally reflected in the opening price basis.

Salmon Trade Dull—Very little interest has been shown in offerings of salmon for Coast shipment during the past week. While jobbers are carrying only light stocks, demand is likewise light, and they are not stocking extensively in advance of requirements. It is believed, however, that the trade will begin to buy soon for the Lenten season. Chums are still to be had at $1.20, f. o. b. Seattle. Pinks are held at a minimum of $1.25 f. o. b., while reds hold at $2.25 to $2.35, offerings at the inside figure being reported as light. Canners declare that California sardines have cut into the pink salmon business with the Philippine Islands to a material extent during the past few years.

Fisheries Hearings in Washington—Alaska canners are vitally interested in hearings now in progress before the House Committee on Merchant Marine and Fisheries regarding salmon conservation in Alaska. D. A. Southerland, delegate to Congress from Alaska, is fighting the Government rulings, which, he claims, turn over the fisheries to the "fish trust," composed of canners. In a speech against the Government program, Delegate Southerland said: "When in the year 1922, by executive orders, fishery reservations were created in Western Alaska and the people protested against the administrative methods adopted by the Department of Commerce, whereby the valuable fishing grounds were turned over to the Fish Trust and independent fishermen were denied their right to pursue their calling within waters where they had formerly exercised that right, the Department gave to the press and to the people in explanation that one magical word 'conservatism,' and thus suspicion was allayed. There has been no destruction of our Alaska salmon supply in any one season since the beginning of the canning industry such as has taken place within the reservations during the past season, and this deduction has taken place with the sanction and approval of the Department of Commerce under the suspension of all fishery laws."

Canned Fruits Quiet—Trading in canned fruits for Coast shipment remains quiet, although the market is showing a firm tone. Export buyers, however, are reported to be operating rather extensively in the California market, turning their attention to choice and fancy grades, now that standards and seconds are so well cleaned up.

More Pea Buying—Future peas of all packs are attracting buyers' attention, and the situation remains very firm. Indiana and Illinois packers are now active in the market, following the withdrawal of many Wisconsin packers. Maryland and Delaware canners are also getting a good business.

Notes of the Trade—Austin, Nichols & Co. announce that they have taken over he business of A. Etheridge & Co., Inc., well-known wholesale grocers, of Rome, N. Y.

Lew Bulkeley, well-known Chicago food products broker, has been on the Street this week.

Thomas Roulston, Inc., well- known Brooklyn chain-store operators, are featuring the "Hart" line of peas, corn, etc., packed in glass by Wm. R. Roach & Co., of Grand Rapids, Mich.

A. W. Edwards, of the Winters Canning Co., of Suisin, Cal., left this week for the Coast, after a short visit in the local market.

Fred Magee, well-known lobster canner, at Ft. Elgin, N. B., was in the market during the week.

S. R. Pollard, of H. G. Prince & Co., of Fruitville, Cal., was in the market, visiting his brokers, George A. Mendes & Co.

Col. W. R. Roach, the prominent Michigan packer, was here during the week.

R. I. Bentley, president of the California Packing Corporation, is in town this week, visiting the J. K. Armsby Co.

Frank Van Camp, prominent canner, of Los Angeles, was here during the week, visiting his brokers, North & Dalzell.

A. F. Wentworth, of the Fairmont (Minn.) Canning Co., was in the market during the week.

Biddle Purchasing Co. announce the opening of a branch office at Baltimore, under the management of F. S. Price, Jr.

ST. LOUIS MARKET

All Hands Optimistic—Realization of Impossibility of Lower Prices Causes Buyers to Get Busy—Tomatoes Not Plentiful in Spite of Large Pack—Shortage of Fancy Corn—Most Pea Canners Withdrawn on Futures—Fruits a Puzzle.

St. Louis, February 7, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

OPTIMISM—Those canned foods brokers and distributors who attended the Canners' Convention returned feeling quite optimistic regarding the outlook for 1924 from a selling viewpoint. While those who are back say canners believe the situation rather favors them and more trading in futures will be done this season than there was last,, when distributors realize that no cheaper prices than those prevailing last season can be named on the various packs. Distributors want as low basis as last season, while canners say that there will be advances owing to increased cost. The principal packs discussed, the brokers and distributors say, were tomatoes and peas. Canners have already booked so large a volume of futures that they can about dictate their own terms, and in many cases are not looking for business.

Tomatoes—Future Southern tomatoes are talked about more than any other item. Buyers are not willing to pay the prices asked by canners. Distributors are wondering where the large pack in the Tri-States has gone, as offerings do not indicate any uneasiness to unload. Gallons are unsettled, as there is only a moderate demand for them, as the impression prevails that a larger percentage than usual was packed in No. 10s last season. Users of gallon are going slowly, and are buying as they need replacements.

Corn—The spot market on corn is quiet, but firm for fancy and steady in standard. The market is largely concerned in spot holdings, as futures are not so much talked about or traded in as tomatoes and peas. The general shortage of fancy makes the situation rather favor the holder. There is no pressure to sell on the spot or in the country, and dealers prefer to cover as they need supplies.

Peas—With future canned peas practically withdrawn by the larger factors in Wisconsin, Illinois and Michigan, with few offerings from Minnesota, the pea situation has reached a position that leaves little to be guessed concerning the future strength. Trading in spot peas from Wisconsin and other Western packing centers has been of small importance, stocks being closely cleaned up. The free buying of futures earlier in the season has given many of the large distributors some protection, and as they cannot buy to advantage as to price, grade or assortment, they are inclined to hold off. Canners have rather the best of it and are not pushing sales, as they are comfortably fixed and look for a stiffer market as the season advances. Cheap peas cannot be found except in odds and ends in lots of a few hundred cases.

Asparagus—Some s. a. p. orders for new packs of asparagus have been placed, but no definite line on the probable opening has been secured.

Miscellaneous—Succotash, string and stringless beans attract little buying interest.

Fruits—Canned fruits occupy an unusual position in the market. They are probably the least interesting in distribution circles among canned foods of whatever description. There is practically no demand in evidence in the local trade, and, despite reports of the depletion of cling peaches of standard and second grading, neither appears to be attracting buyers. The fact is that both can be bought below cost basis on the spot, and as stocks are plentiful there is no desire to anticipate. Futures, in the opinion of the trade, will not be taken until very late this year, unless an unusual movement should clean up holdings of 1923 pack available here and on the coast. Keifer pears are moving in a restricted way, and apricots, cherries and Bartlett pears have had a fair call in some markets. There is little demand for pineapple and berries, and fruit salad is not going at all. Declining prices have been noted in many lines, and offerings of futures are at higher levels which contemplate increased packing costs.

CALIFORNIA MARKET

Crops Helped in Most Sections—Seeding Progressing—Asparagus Prices About Same as Last Year—Heavy Demand for California and Utah Peas—Pea Planting Is Late—Spot Stocks of Fruits Low—End of Dunkley Case—Coast Notes.

San Francisco, February 7, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

THE Crops—The rain which ushered in the last week of January proved rather light in California, but was widespread and most timely. Crops were suffering severely and farm work was being held up by the drought when the storm broke. February has been ushered in by a storm, and there is a much better feeling than was the case ten days ago. The rainfall to date is still far below the normal, and there is but little snow in the mountains, but the situation is no longer an acute one. Farmers are getting seed into the ground as fast as possible, and there is still a chance that some crops will be good.

Asparagus—The California Packing Corporation has named tentative prices on the 1924 pack of canned asparagus, as has been announced, these being guaranteed as a whole against the formal opening price list when named. The prices quoted are f. o. b. San Francisco or Sacramento, canner's option, for shipment in straight or assorted cars with other canned foods of its pack. The list was published on page 12 of last week's issue.

The prices conform quite closely to those named last year and seem satisfactory to the buying trade. Other packers have not seen fit to put out opening rates as yet, but are expected to be in the field at an early date. The drought caused growers of asparagus much anxiety, but the recent rain has relieved the situation greatly, and if late rains are experienced, the output can easily be a normal one.

Peas—The demand for peas of the California and Utah pack has been very marked of late, and most packers are sold up to the expected output of the grades mostly in demand. Planting in California is about three weeks late, and there is a likelihood that the acreage will be reduced this season because of the drought. The size of the crop is problematical and depends largely upon the weather during the present month.

Fruits—The market for California fruits is more active than in many weeks, and prices are very firm. No statistics have been compiled of unsold stocks in first hands, but it is known that these are low. Standard cling peaches seem to be attracting the most attention, with prices in this market ranging from $1.75 to $1.85, according to the prominence of the packer. It would occasion no surprise if prices in cling peaches were advanced shortly by leading interests.

Salmon—While most salmon packers are holding their stocks of pink salmon firmly at $1.25, there is some shading of this price by smaller interests, and buyers are being attracted by these offerings. It is also possible to pick up Alaska reds in this market at less than the opening price of $2.35, but most of the fish offered at a lower price come from Southeastern Alaska.

The Dunkley Case, which has been in the courts for many years, has again come into the limelight, marking what may be the final step in a case of much importance to California packers of fruits. A decision has just been handed down by H. M. Wright, special master, appointed by the late Judge Van Fleet, of the United States District Court of California. It has to do with suits brought by the Dunkley Co. against the Central California Canneries and others for profits and damages for infringement of the so-called Dunkley peach-peeling patent. The Dunkley Co. contended that fruit canners had profited by the use of the device in the amount of about $11 a ton, and de-

anded royalties aggregating millions of dollars. Special Master Wright held that the devices used by defendants since 1915 did not infringe and that no profits or damages has been shown during the year and a half subsequent to the issuance of the patent in 1914. A nominal allowance of 25 cents a ton was awarded on the theory of "reasonable royalty" and the costs were equally divided between the plaintiff and the defendants. The patent involved had been acquired by Swift & Co. interests, and suits were brought against various canners in 1915. In the first cases tried Judge Van Fleet held the patent valid and ordered an accounting. The late Judge Trippet held the patent void, as did also District Judge Hand, of New York. The recent decision is hailed as a great victory by fruit canners and growers, as the award was made nominal and the machines now in use are held to be non-infringing.

Coast Notes—The California Canning Peach Growers' Association handled about 42,000 tons of peaches during 1923, according to a recent report, and of this amount packed about 10,500 tons, the balance being purchased by other canners. Approximately 550,000 cases of peaches were packed by the organization and about sixty-five per cent of the pack has been marketed.

The Pacific Pea Packing Company, Oakdale, Cal., is preparing to enlarge its plant next season, and will pack tomatoes and cucumbers, as well as other vegetables. It owns quite an acreage of peaches, figs and grapes, and will soon be in a position to operate the plant much of the year.

The Fred B. Neuhoff Co., which conducts a packing and brokerage business in the southern part of the State, has opened offices at 2 Pine street, San Francisco, and is prepared to handle general lines of California products, in addition to its own. The concern was recently incorporated with a capital stock of $250,000.

Charles E. Virden, of the Virden Packing Co., San Francisco, Cal., recently attended the conference of the directors of the California Development Association, held at Coronado.

S. Mueller, of the H. J. Heinz Co., Pittsburgh, Pa., was a recent visitor at San Francisco.

W. L. Weinmann, of the Griffith-Durney Co., San Francisco, Cal., is making a visit to the Hawaiian Islands, where this concern has large pineapple packing interests.

CHICAGO MARKET

Heavy Winter Weather Helps Canned Foods Consumption, but Hampers Shipping—Corn Advancing—Future Corn Moving Slowly—Central West Cleaned Out of Tomatoes —Hard to Find Spot Peas—The Wholesalers Begin to Put in Effect the Swells Plan.

Chicago, February 7, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

WINTER Weather–More heavy weather has been the rule this week, and snow with blizzards and drifts are now in evidence.

Transportation has been blocked to some extent, and surface street traffic in this big city has been embarrassed and tangled up.

Shipping weather for canned foods has been scarce, and but little has been done for fear of the goods freezing in transit. Purchases by wholesalers in carload lots have been arriving in good shape free from frost where they were shipped in refrigerator or frost-proof cars; but smaller shipments, less than carload lots, which are more likely to be exposed to the action of the weather, have been withheld, and distribution is, therefore, to an extent stagnated.

Canned Corn—There has been some buying of spot corn in standard and extra standard grades, and it seems now to be about positively established that the cheapest canned corn, No. 2 cans, obtainable at the factories in the Central West, is held firmly at 95c per dozen, factory. All the 90c and 92½c bargains have been pretty well cleaned up.

Wholesale grocers are buying some canner corn, paying as high as 95c for standard and $1.00 for extra standard, f. o. b. canneries, and though there have been quite a number of purchases, they have not been large, seldom exceeding a carload lot and frequently being less than carload lots.

Future Canned Corn—Futures in canned corn have been going very slowly, and I can hear of but very few contracts that are being made. Most canners are asking $1.00 per dozen for standard canned corn, 1924 pack, f. o. b. factory.

Canned Tomatoes—Brokers have about quit looking for canned tomatoes in Indiana or Ohio—the lots are so few that they are concentrated into the hands of one or two canners, and are not available to the other brokers. The supply in the Central West will soon be entirely eliminated.

Buyers are beginning to talk about Utah canned tomatoes and California tomatoes. The trouble about handling them in this market is that these States pack No. 2½ tomatoes and do not pack any No. 3 tomatoes. The No. 3 is the favorite size here, except that quite a number of No. 2 size is handled. There has been some buying from the West on No. 2 and No. 2½ tomatoes, but only a few experimental lots have been brought in so far.

This market is going to Maryland and Delaware for supplies of canned tomatoes for immediate shipment. Futures in canned tomatoes are not selling well. Buyers are not favorably disposed as to the prices that are being asked for canned tomatoes of 1924 pack, and are of the opinion that they ought to be sold for less money.

Canned Peas—Now and then a little assortment comes out of its hiding place in Wisconsin and is offered on this market, the result being that the lot is sold out in a day or two. These lots are very scarce. However, the fact that they are to be had at all is usually the result of an accident in the delay of labels or because parties who have bought, subject to approval of price or samples, have concluded not to take the goods.

It may be truthfully said that Wisconsin is entirely sold out of peas, with just the few exceptions mentioned.

Future Canned Peas—Futures in canned peas have sold heavily, and Wisconsin canners seem to be well satisfied with the amount of future business which has been placed with them. They are going ahead making preparations for a large pack of canned peas, and a half a dozen or more new canneries are being erected in various localities in that State, thereby increasing the prospectiv outlook for 1924 pack.

Fruits and Berries—Several Michigan canners are naming prices on 1924 fruits and berries. Prices named are somewhat higher than last year, and buyers re reluctant on that account to take hold—still some contracting has been done for future delivery.

There are some spot canned berries, cherries and fruits held in Michigan or by Michigan canners in Chicago warehouses, unsold. These goods are now coming on the market rather slowly, and the canners are evidently inclined to feel out the market as to whether or not better prices can be obtained than the opening prices at the beginning of the season, or whether it would be more advisable to close out the goods at the present prices than to continue to hold them.

The Western Canners' Association will hold its annual convention in April as usual. The location has not yet been selected by the Board of Directors. It is quite likely that several Sections of the National Canners' Association will hold meetings at the same time and place in cooperation with the Western Canners' Association and the State Association in whatever State the meeting is held. The location will be decided now very soon, and applications will be made for special railroad rates. It is thought that no exhibit of canned foods or machinery will be held in connection with the convention, as April is too soon after Canned Foods Week, and the machinery exhibits are only held in connection with the conventions of the National Canners' Association.

SOME FUTURE PRICES NAMED.

Indiana canners are quoting future prices on tomatoes about as follows, f. o. b. canneries, 1924 pack:

No. 1 Standard	.70
No. 2 Standard	1.00
No. 3 Standard	1.40
No. 10 Standard	4.90
No. 2 Extra Standard	1.10
No. 3 Extra Standard	1.55
No. 10 Extra Standard	5.25

They are quoting futures on canned pumpkin, f. o. b. Illinois canneries, as follows:

No. 2	.75
No. 2½	.90
No. 3	.95
No. 10	3.00

Wisconsin canners are quoting 1924 prices on beets in sanitary enamel lined cans, f. o. b. canneries, as follows:

Count.	No. 2 Tin	No. 3 Tin	No. 10 Tin
Cuts	$1.10	$1.35	$4.50
Sliced	1.25	1.45	4.90
7/over	1.15	1.45	..
10/over	1.45	1.60	..
15/over	1.75	2.05	..
20/over	..	2.35	..
30/over	..	..	5.40
40/over	..	..	6.35
60/over	..	..	7.75

Quite a quantity of beets have been contracted at above prices, it is understood. Some canners are asking a little more, others a little less.

SWEDISH BRISTLING FISHING POOREST IN TWENTY YEARS.

A REPORT received by the Bureau of Foreign and Domestic Commerce from Acting Commercial Attache H. Sorensen, under date of November 5, 1923, quotes from "Norges Handels og "Sjfartsidende" as follows:

"In the case of Sweden the brisstling fishing this year has been still worse than that on the west coast of Norway. Gothenburg dailies have characterized it as a complete failure, and class it as the poorest in twenty years.

"Due to the lack of raw material, the anchovies factories will not be able to fulfill their contracts, at least not of the finer qualities. It is not expected that matters can be improved, as the quality of the fish loses toward the end of the fall.

"As a result of the lack of supply from Swedish waters, the Swedish fish-canning factories have purchased their fish from the fisheries in the Christiania Fjord and paid such high prices that the Norwegian factories were unable to bid in competition."

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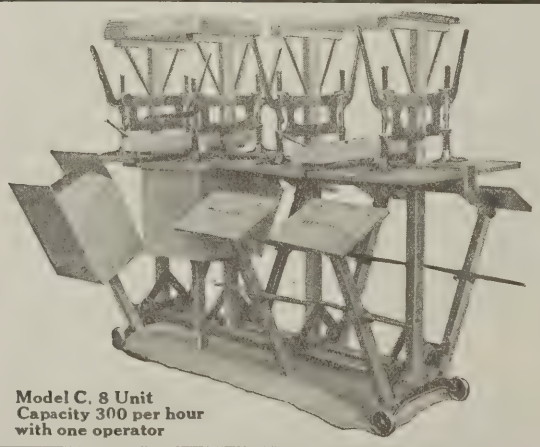
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BOARD OF DIRECTORS MEETING

National Canners Association, Ball Room, Hotel Statler, Monday Morning, January 21 1924

JAMES A. ANDERSON, President, in the Chair

Mr. James Moore presented the report of the Finance Committee. "I would call attention to the fact that the National Canners' Association is truly an association in the handling of money matters, he said. "If any of you have any question as to how funds are raised for the Association, or for what purposes they are disbursed, all you have to do is to read Exhibits A and B of the printed report which has been distributed. You will find land and buildings listed at $55,557.86. The actual market value of the land and buildings of the National Canners' Association is between $125,000 and $150,000. By that I mean the realizable cash value of that property; consequently, the net worth of the Association, as stated in the report, aggregates about $175,000, and on the basis that we gauge our own net worth, that should be advanced by nearly $75,000. I am frank to say I am carrying in my mind with considerable pride the belief that the net worth of the National Canners' Association is today approximately a quarter of a million dollars, and I think that every member of the Association can review the record of the Association since the calamitous year of 1920 with a great deal of pride, and can see in the financial statement the result of the wonderful work that has been done during the past year."

Co-operation Between the Houswives and the Canners

By Mrs. Julian Heath
President National Housewives League

I have been privileged today to enter your conference, representing, as your President stated, two organizations—the National Housewives' League and the State Federation of Women's Clubs. In speaking of them, I wish that you would from the very beginning not look upon them at all as women's clubs, or just a women's organization, or just some sort of social or philanthropic affairs, but as representing the trade and business of housekeeping. Therefore, I enter your conference representing a trade the same as you gentlemen represent a trade; so, if you can get that into your consciousness, you will help me to try and put before you the things that I believe will be beneficial to both.

To our credit there stands the establishment of public markets, sanitary conditions everywhere. I won't begin to tell you any stories about the sanitary conditions in the selling of foods. You remember the unsanitary conditions of years ago, the goods all exposed and in open packages. You could hardly sell those goods now. That improvement is something that the Housewives' League has done.

The City Federation of Women's Clubs represents 385 clubs in Greater New York. These are organized for various purposes, and represent about 200,000 women. They function entirely through the Home Economics Committee of the City Federation. So you have two great bodies here today, trying to enter into conference with you to get some adjustment for the betterment of both.

In bringing up things, however, I always have a chance to explain to the women that in the majority of trade organizations they have done more good to improve their industries than any food laws, pure food laws, ever did. Your organization, I believe, has been constructive in its work, and, of course, you have been defensive. The Housewives' League will be defensive but I want the housewives of the country to know that the National Canners' Association is trying to improve its industry and trying to improve canned foods. That is perfectly true.

Now, what is the housewife's objective in regard to canned foods? I am not going to say to buy more canned foods, but I am going to say, to use canned foods intelligently and rightly. That is the main thing. She must make her menus intelligently, and to do that she may have to buy more canned foods, but her main objective is to use canned foods intelligently.

Sometimes I wish there could be a new name for what we represent—home economics—not that that is not broad enough to take in everything we do, but that has been narrowed down to just cooking. If there is anything that the housewife, the intelligent housewife, dislikes, it is to feel she is thought of as nothing but a cook. What we want to do is to make housekeeping easier and better and to do housekeeping intelligently. That is the mission of the Housewives' League. Also, we recognize that the so-called housewife's page is not the woman's pages of the papers and magazines. You and I well know that we have plenty enough recipes for chocolate cake, and all those things. In fact, we use only about one or two all through our lives. What we want is to have housewives' pages—what the canned foods output is; what the National Canners' Association is doing, etc. I read all the main papers. I read all the trade papers. I wish every trade paper had a housewives' department, so that we could talk back to you. I have a chance to talk to you now, and I will do it. We should have a department in those papers.

Back in the days when the housewife went into the kitchen to prepare the foods, she knew what she had and what she was going to turn out. The housewife of today must know the same thing, and the only way she can know it is by having the maker's name on the package, so that she can go to her organization and find out exactly how things are made. That trade-mark is your protection. It is your protection if you have goods of quality. It is the only protection the housewife has, and I am hoping and I am preaching, and I know that the day will come when the housewife will buy nothing at all except those goods on which the maker is brave enough—I will say frank enough—to put up name. I am looking for the time when a man who puts up trade-marked goods will not sell his goods with a private label. I know that that time has to come. It is not here just now. I know we are all conservatively inclined to wait, but some time the Housewives' League, if someone else does not, may present put on the label. I do not believe that that obtains only to foods, but to everything. I will take women's wear. There is more plunder in some of the women's wear today than in any other industry because the maker's name is not on the label. There is more profiteering and more woste on some of those things because the label is not there. That must come some time.

Now, as to that label: I am not one who believes that the label shall be so plain—I don't mean clear, but plain, not fancy—that it will not be attractive. It was my privilege to be at a conference where they tried to talk about simplified containers, where they talked about uniform labels and packages, size, and all that sort of thing. I was not sympathetic, because I believe that the consumer has learned to know certain labels and certain shapes, and does not want to give it up. There is some psychology there, and for the good of a manufacturer he must have a

distinctive label and a distinctive package. You would not like to see all the ladies in standard clothes, and I don't believe we want to standardize our packages. I am telling you that for your benefit.

We want something descriptive, not too fancy; we want the goods labeled as to what they are. And don't put that all on in small lettering, so that the women will have to hunt for it, or be so tired that they won't hunt at all. I think the time is coming, if you are really going to sell canned foods, that you must begin to put the nutritive value on your cans. That is a point in the right direction. Why, only yesterday I was talking with a lady who said she never used canned foods because they had no food value. Hardly a day passes that I am not asked as to whether the food value of canned corn is the same as fresh, and the same with beans. The time is coming when the nutritive value will be put on that can, and the housewife will not take the nutritive value from anyone but the packer; not from magazines or papers; it must be the packer's responsibility.

I was talking with a lady yesterday, and she said that the recipes for the use of those goods should be on the can. That is perfectly true. It should be on the can how best to use the contents. We do not need all the favorite recipes, but there should be one as to the best way to cook string beans. A lady told me that some time ago she heard her domestic say that she washed corn two or three times before she used it after taking it out of the can. Please, Mr. Packer and Mr. Manufacturer, give your own recipes as to how best to use your goods, and put that over to the housewife. I think that that is so very important. Put on your can the best way to use your kind of beans; how best to use your beans, your corn, your tomatoes, and all those things. I say that I think that is so very important.

I would say this to you with regard to your Canned Foods Week: I think it is very interesting. In connection with that week the thing that the housewife is looking for is bargains, and she is inclined to look for the bargain and not for quality. Your money could be spent to put over constructive information, and tell the housewives about what the National Canners' Association is doing, the work that Mr. Gorrell and all you people put into it. That will bring results, and you will have the interest of the consumer. You have a close-up of the National Canners' Association. Please give that close-up view to the people.

Another thing you had in 1923 something about the food value of the pumpkin, and a lot of women would like to hear about it. You talked about it in convention, but the housewives never hear a word about it. The food value of the pumpkin is never put over to the consumer.

Then you have another item: "What the Government Is Doing to Help the Canners." The housewife does not know what the Government is doing. The people know so very, very little about those things. I have quite a bunch of publicity which I have gathered up from time to time. I brought this with me, the day I left home, about the Housewives' League in various parts of the country. I also had a communication from Australia. We have a league over there, and there they haxe a boycott on potatoes. I would also like to mention this, which will interest you, to show you how the situation is working out. This clipping came to me from London. Our Secretary, Mrs. Victor H. Morrison, is in London, and she has been talking about what they call tinned goods—they do not call them canned foods over there. This is a report which states that after several technical investigations as regards tinned food, they report that while there may be special risks of their own, they are not large, and are, for the main part, readily guarded against, and the canned foods are undoubtedly safer, etc.

I want to tell you that the housewives themselves are alive to every report that comes out in regard to these things. We receive all kinds of inquiries, and we keep right up to date on all these subjects.

I have in mind that some day there will be a producers' and consumers' service bureau, at which information will be given from thee producer and manufacturer to the consumer, and information from the consumer back to that producer, so that we can have a real, fine producer-consumer-manufacturer conference. At any rate, I want to make one plea: Please remember that the housewives and the buyers are looking not only to their own tables, but they do want to see that the restaurants, hotels, and those people buy the best goods, bearing the names of the makers, so that there will be So-and-So's corn, and So-and-So's beans. That is the great big dream that I am looking forward to—identified goods, identified down to the last minute.

OPENING SESSION

National Canners Association, Ball Room, Hotel Statler, Monday Afternoon, January 21 1924

PRESIDENT JAMES A. ANDERSON in the Chair

"America" was sung by those present. Rev. Charles D. Broughton, Rector of the Church of the Ascension, Buffalo, pronounced the invocation.

Secretary Gorrell then announced the Committees on President's Address and Nominations.

THE PRESIDENT'S ADDRESS

I believe it was 17 years ago in the city of Buffalo that this organization was formed, and Mr. George Bailey, whom we have the honor to have with us on the rostrum today, I might term the father, the first president, of this Association.

It is a great pleasure to reflect back upon the work done—or, at least, I might say, started—in this city so many years ago, and it is a real pleasure to refer to the work that has been done since then. Every president in his place and in his particular term has performed his duty nobly and well, and seemed to fit into that particular time to bring about the purposes and objects of this great Association, and the success that this Association has attained today is the outgrowth of the earnest and untiring efforts of those splendid characters who have preceded me, and who have so earnestly and faithfully performed their duties and labors.

We have been able to increase our membership very materially, as you will notice from the report; the number of cases has increased from practically 19,000,000 cases to practically 50,000,000 cases, and this has not been the result, ladies and gentlemen, of just this administration. By no means. It is the result mainly of the splendid labors performed by those who have preceded this administration, and going on, following in their footsteps, and following the work they have carried out, and the program that they have set has enabled us to put this Association today upon a firm foundation, on a businesslike foundation, built on that great structure which these men have started and have builded, and which we are completing.

Now, I think it fit and proper that we here refer to two of our members who have passed to the Great Beyond—two of our former Presidents, Mr. Hasserot and Mr. Leitsch. You see here two vacant chairs surrounded by flowers, representing these splendid characters, and when I think of these men— pardon me if I should be a little sentimental—but, gentlemen, I feel that sometimes in our business rush and in our every-day business affairs we do not give enough time to sentiment. We do not give enough time to the real things of life, and those things that elevate us in our own organization and make us the big, broad. liberal-minded men and women that these two gentlemen were to us in their splendid character and in their service.

A year ago at this time our mutually beloved friend, Billy Leitsch, was with us. How we loved him and how he loved us, splendid character that he was—always willing to serve, shedding a ray of sunlight wherever he went; his influence was felt for greater and nobler things wherever we saw him, and to think of him is to drink from a fountain of fondest memories, that inspiration that leads us to greater thoughts and nobler deeds.

Pardon me for reading this. This is composed as a tribute to that wonderful friend of ours, Billy Leitsch. The thoughts of him gave me the inspiration to write these few lines that I am going to read to you.

(Here Mr. Anderson read his poetical tribute to W. C. Leitsch, as published in The Canning Trade of February 4th, 1924.)

CHAIRMAN ANDERSON—The next speaker is Ogden S. Sells, who represents the Canning Machinery and Supplies Association.

(Mr. Sells' excellent address, "The Other Side of the Can," was printed in The Canning Trade of February 11th.)

CHAIRMAN ANDERSON—It affords me very great pleasure now to announce the next speaker, Mr. Charles P. Whiteman, President of the National Food Brokers' Association.

(Mr. Whiteman brought hearty greetings from the Brokers' Association.)

CHAIRMAN ANDERSON—It is a real pleasure to introduce the next speaker, who represents an association which we depend upon very largely, and which association is an absolute necessity and essential along the line of conveying our products

from the original producer to the final consumer. While the brokers, as I have said, act as a medium between the canner and the distributor, you will recognize the fact that canners and distributors sometimes look at a certain object from a different viewpoint. That is often true when you come to consider the price of the article, and in some cases they become just a little bit suspicious of each other, although they are always willing to get together, and do finally get together, and we find them splendid good fellows to work with, all working to accomplish the same good end.

It is a very great pleasure to me to introduce President Herscher, of the National Wholesale Grocers' Association, with that smile of his which brings us all to the unity of the faith.

(President Herscher extended greetings and an expression of good-will from the wholesalers.)

Whereupon, at 4:00 o'clock P. M., the opening session adjourned until 8:00 o'clock P. M.

GENERAL SESSION

National Canners Association, Ball Room, Hotel Statler, Monday Evening, January 21 1924

JAMES A. ANDERSON, President, in the Chair
(It opened with community singing)

CHAIRMAN ANDERSON—Mr. James Moore will now make the report of the nominations and elections.

MR. JAMES MOORE—The Nominating Committee presents the following as its recommendation for the officers and directors of the Association for the ensuing year:

President—Royal F. Clark, Beaver Dam, Wis.

First Vice-President—Robert M. Barthold, San Francisco, Cal.

Second Vice-President—E. F. Trego, Hoopston, Ill.

Secretary and Treasurer—Frank E. Gorrell, Washington, D. C.

DIRECTORS.

G. R. Garretson, Inderrieden Canning Co., Chicago, Ill.
John L. Baxter, H. C. Baxter & Bro., Brunswick, Me.
John E. Diament, John E. Diament Co., Cedarville, N. J.
Lawrence A. Judd, Pearl City Fruit Co., Honolulu, T. H.
Frank Van Camp, Van Camp Sea Food Co., Los Angeles, Cal.
Frank Warren, Warren Packing Co., Portland, Ore.
Richard Gilliam, Richard Gilliam Co., Montvale, Va.
Clarence Turmail, Vallonia Canning Co., Vallonia, Ind.
Harry P. Strasbaugh, Aberdeen, Md.
Wm. A. Miskiemen, Illinois Canning Co., Hoopeston, Ill.
J. Neuman Numsen, William Numsen & Son, Baltimore, Md.
Henry S. Bird, Medomak Canning Co., Winslow Mills, Me.
L. S. Brotherton, Bozeman Canning Co., Bozeman, Mont.
R. F. Clark, Central Wisconsin Canneries, Beaver Dam, Wis.
F. A. Harding, William Underwood Co., Boston, Mass.
Roy W. Heemingway, H. C. Hemingway & Co., Syracuse,
H. H. Hankins, William Lanning & Sons, Bridgeton, N. J.
W. F. Rudiger, National Packing Corporation, Ogden, Utah.

I move the adoption of the recommendation of the Nominating Committee and election of officers and directors as proposed.

Which motion was duly seconded. Mr. Moore was instructed to cast a ballot for the organization, making the list as read effective for the following year.

MR. Moore—I have cast the ballot.

CHAIRMAN ANDERSON—I have very great pleasure in introducing to you Mrs. Anna B. Scott, expert cooking and food economist of The Philadelphia North American.

WHAT THE CONSUMERS DEMAND

I DO not wish to address you as "canners," gentlemen. I prefer to "can" that term, and call you by your truer name—magic gardeners. For it is almost a matter of magic that you provide the kitchens of this nation with a year-'round garden of all the good things grown by Nature—a garden in which the housewife does not even have to lean over to gather the vegetables or risk her limbs climbing a ladder for the fruit. So you are helping to banish backache as well as to make summertime a daily season.

I do not know what kind of wands you carry on your sleeves, but I do know you have transformed the pantries of this nation into perpetual provider of well-nigh perfect provisions, and have brought field, orchard and vineyard within arm's reach of even the short-armed. I know you have done more than any other group to freshen and vitalize the food supply of the people. Whatever else you may not be, you are the magicians of the daily menu.

Despite my youthfulness, I have been working at the food problem for fifty years, and I was not among those who were afraid of canned foods when they first became popular. From the first I have appreciated not only their convenience, but their goodness and the wide range of delightful dishes that could be made from them.

And before entering into details today, I want to say I think you do not fully appreciate the possibilities of your own products. I say this because I have seen members of your trade marvel at "canned food" meals I have prepared. Yes, I have seen them look astonished at dishes which had all the appearance and flavor of those made from fresh-picked material.

May I remind you here that the average first-class canned foods is superior to a large part of the so-called "fresh" fruits and vegetables sold in the markets? Many of the latter have been handled and kept for several days or even weeks, while your best products are picked at the moment of perfect ripeness and scientifically cleaned and put under seal before flavor or freshness have had a chance to feel the withering touch of time.

What I am about to tell you is the fruit of experience. In my career as a cooking expert, which includes every phase from catering to a family of four to serving hundreds at a time. I have found canned foods the best friends of the fine, well-balanced meal; of the banquet; of the informal snack or the picnic luncheon. I never have found a place where they did not fit, and I have found them fit for any place.

So it is a privilege as well as a pleasure to face you today and testify to the excellence and economy of your products.

Going on, Mrs. Scott recommended, among other things: Number of portions should be mentioned on the can; cans should be dated; one good recipe should be printed on each can, and recipe changed periodically.

For your information I wish to state that Mrs. Scott gave a broadcast over the radio at Philadelphia every day during Canned Foods Week last year, and the North American, one of the greateset newspapers in the United States, gave us a splendid editorial each day, and Mrs. Scott represents that splendid newspaper. I think it is fitting and proper that we should make mention of this fact in her presence here, and we appreciate it very much.

The next speaker really needs no introduction, because we all know him too well, Mr. McLaurin, president of the American Wholesale Grocers' Association.

President McLaurin Entertains.

Out in the lobby this afternoon a gentleman asked me what I was going to talk about, and I told him that I did not know, that it depended entirely upon what sort of an audience I met with, and, indeed, whether I had any audience at all. It is pretty difficult, I think for a man who does not know how to write a speech, and before I get through I am sure you will all wish I had done so; but not being able to write n address, it becomes necessary to do the next best thing, to get away with it, and that is to come here and stand up and look into the faces of a lot of people, study them a little bit and try to decide just who they are and where they come from and what they are thinking about, and then light out and talk a ltitle bit.

Now I was delighted, Mr. President, as I sat here on this platform and looked out at this audience to find that it was really pretty well sprinkled with the ladies, God bless them. I don't know how you feel about it, but when I get on the platform and talk to a bunch of sober-faced men they all look alike to me. When I get up before a hundred or a thousand and look at them,, I cannot tell one from another, but as soon as I see the ladies sprinkled around it gets up a fellow's inspiration and gets him talking, and he finds something to talk about. Of course, that means that I love the ladies. Even my wife accuses me of that. The minute I get home from one of these long tripe and I start in to unload something on her, she says: "Wait a minute. Now tell me about that lady you met on the sleeper. I want to know all about her first.' (Laughter.)

(Mr. McLaurin talked most interestingly, in an impromptu manner, for nearly one hour, touching business and politics, and held his audience as only he can do.)

CHAIRMAN ANDERSON—We will now have the report of the Comittee on Containers, by Dr. Elwell.

Following President McLaurin, the chairman called upon Mr. Philip A. De Puyt, of Rochester, N. Y., president of the National Retail Grocers' Association, and he made an excellent business address.

Dr. Elwell's important paper withheld.

CHAIRMAN ANDERSON—Dr Elwell, you need not fear but what we will back up this proposition and find out where we are at. All we want is what is right and just, and we are going to have it because it is right and just. And again I thank your committee for the splendid work you have done and the report that has been given.

(Whereupon the general session adjourned until Friday, January 25, 1924, at 10 o'clock A. M.).

TOMATO SECTION

Ball Room, Hotel Statler, Tuesday January 22 1924

George E. Diament, Cedarville, N. J., chairman, presiding.
Richard Stringham, Woods Cross, Utah, Secretary.

THE CHAIRMAN—I will appoint as a nominating committee the following:

Mr. Wallace Roberts, of New Jersey, Chairman.
Mr. Burt Powers, of Indiana.
Mr. Walter O. Hoffecker, of Delaware.

The Chairman Reports.

During the past year the Tomato Section has held one meeting, that is since the Atlantic City Convention. That meeting was held in Baltimore at the time of the Tri-State Packers Association meeting in May, and at that meeting there was some discussion about the falling off in consumption of canned tomatoes. I would recommend that every canner, this year especially, be very careful to keep an accurate cost of packing tomatoes. Raw products are increasing, cans and cases will probably cost us more money this year, and it certainly is very important we should know what our goods are going to cost us, so that we can sell them at a profit.

In the last few days we have all received a report from the National Canners' Association of the packing of tomatoes during the past year. I do not know whether any of you have stopped to analyze that report or not, but it seems to me it is worth while to stop for a moment and analyze that report. The report calls for 14,672,000 cases of tomatoes. That is, all sizes reduced to three. This pack has been exceeded only three times since the National Canners Association has been gathering statistics. That was in the years 1914, 1917 and 1918. The last two years, 1917 and 1918, were the war years, and in those years the Government required a great many tomatoes. Now, take it for the six pre-war years, the average pack was 11,600,000 cases. For the five war years, counting 1914 to 1918 as the war years, when the war started in Europe—of course, we were not in the war during all that time—but for the five war years the average was 13,500,000 cases, and for the five post war years it is 10,500,000 cases. Now, compare these figures with the pack of last year, and it shows us we must not fool ourselves into thinking that the consumption of canned tomatoes is going to warrant a pack of 15,000,000 or 18,000,000 cases this year. If we do, if we go into this and make up a pack of 15,000,000 to 18,000,000 cases, we certainly are going to see some very low prices for them next fall, and some of us are going to stand a chance to take a loss on some of the tomatoes that we pack.

Of course, there is one thing that we want to have as our watchword, and that is "QUALITY," and if we pack quality tomatoes we certainly can get clear of a larger pack of quality tomatoes than we can a pack of ordinary tomatoes.

The first speaker on the program needs no introduction whatever to this audience. He is known probably by nearly every canner in the room. It gives me great pleasure to present Dr. Bigelow now, of the National Canners Laboratory at Washington, D. C., who will address us.

(Dr. Bigelow requested that his remarks be not taken down, and that he would send copy later. His address will, therefore, appear in another issue.)

We are indebted to Mr. Frank Hundley, who is going to take the place of Mr. John S. Souder on the program. He will speak on "Tomato Products in Indiana." Mr. Hundley is vice-president of the Indiana Packers' Association. It gives me great pleasure now to introduce Mr. Hundley.

Tomato Products In Indiana

By F. M. Hundley

Vice-President Indiana Canners Association

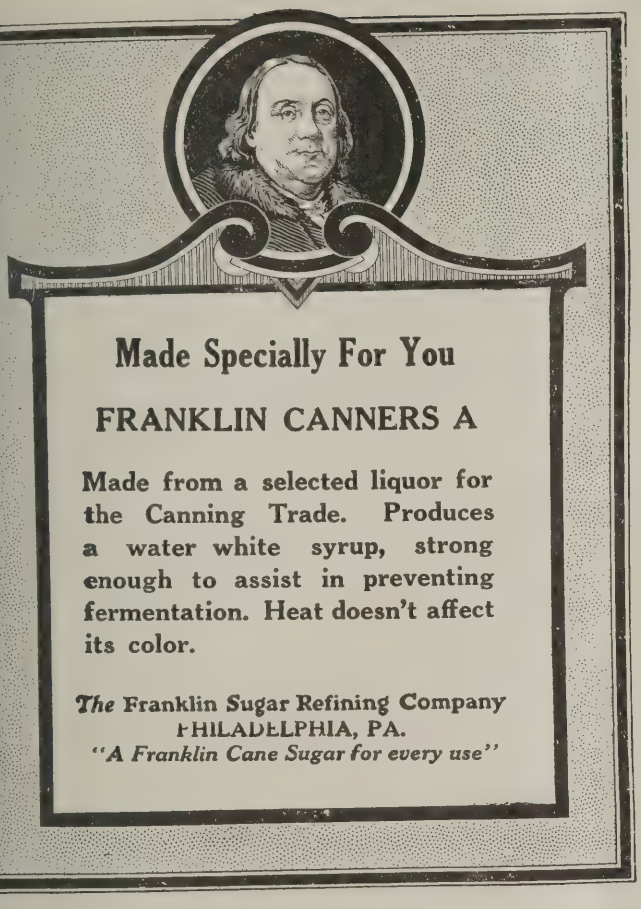
INDIANA is becoming one of the foremost tomato-producing States. If you do not believe it, just drop over to Elwood, Ind., and get in touch with their officials, and they will soon tell you that the farmers in Indiana grow practically all the tomatoes of the United States, and they believe it so strong that they are only asking the packers to increase the price 50 per cent for tomatoes during the season of 1924, and they have gone so far as to threaten to destroy crops, spot growers, and do many other things to those who would dare to grow tomatoes for less than the price they ask. They further intend to contract the acreage themselves, and re-sell same to the packers, and, after deducting their commission, they propose to distribute what is left to the growers themselves. They have a plan to compel the canner, if possible, to do something that is contrary to free American government, and if the Indiana canners submit to this movement, the packers from other States will soon have no competition from Indiana.

Indiana does have the soil, climate and many other things that makes it rank high as a tomato-producing State; in fact, it is a well-known fact that tomatoes in Indiana have more nearly approached the correct amount of citric acid, salt and sugar than any other section of the country, and with the ordinary season we will get a very excellent color. But I think I would be safe in saying that if the Indiana tomato is short on any one thing it would be salt, and we feel that a little salt added to each can of the tomatoes makes a wonderful improvement in the taste, and the first impression the buyer or the housewife gets of the goods is satisfactory, if he or she tastes them. I would not have packers from other States believe that all is sunshine in Indiana with the packer, because he has his griefs as well as all other packers. His worse enemy is possibly the frost in the spring and frost in the fall, and next to that is his everlasting battle with mold and bacteria.

I think one of the greatest steps that has been taken in the tomato-products business in Indiana has been the work done by the Purdue University on tomato-seed improvement, in which they have been engaged with untiring energy for the past five years, with the result that the seed is wanted by all packers, and orders this year for thousands of pounds had to be refused from all parts of the United States. In the beginning they selected the best strain of Greater Baltimore seed that could be obtained, but this was found to be very badly mixed with cherry, pink and many other types of tomatoes. They have now developed this strain of Greater Baltimore seed until, from a selection of 30 plants in 1920, they produced seed for 1921 that made 22.19 tons per acre, and each year has shown a very decided improvement on the yield over their test plots. They are continuing their efforts on this line by making crosses to still further increase the yields, rather than to allow them to decline, which would be the natural result if work was not done along this line.

They are also trying to determine some cause for blossom end rot, and if possible to stop this damaging factor in the tomato business in our State. However discouraging it may be, the experiments have disclosed that this disease is more largely prevalent in the larger types of tomatoes, and that smaller types are bothered with this disease less. They have also discovered that this factor is related, to a great extent, to the shape of the tomatoes, and that the pointed fruits are less susceptible to this disease than the flattened types. Purdue tells us it will be at least two years before anything definite can be worked out along this line. They have also been working upon color, which, of course, is to be desired by every canner, and they have found that color is not dependent upon certain kinds of fertilizer, such as nitrogen, phosphorus or potassium, but upon the application of such fertilizer as was needed by a particular soil for the best growth. If interested in this phase of their work, write for Bulletin 259 for fertilizer recommendations. It has been found that a good red color is best developed at temperatures ranging from 68 degrees F. to 85 degrees F.

Purdue is now producing a wilt-resistant strain of Greater Baltimore seed which they claim they can furnish us in abundance in another year; however, the wilt has not bothered Indiana much up to this time. On account of the early frost of



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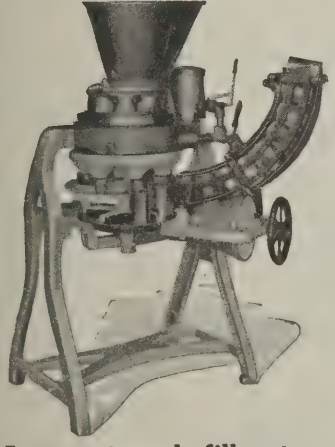
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HANSEN PEA AND BEAN FILLER



1—All undesirable features of the old **Hansen** have been eliminated.

2—It has only **one-half** the gears, **one-half** the shafts, **one-half** the clutches, **one-third** the brackets or supports, and occupies only about **one-half** the floor space of any other filler on the market.

3—It has **no brine tank,** no float valve, no stuffing boxes, no hopper agitator and **no funnel rubber.**

4—It has eliminated **all waste**, for it is impossible to overflow the can. It has no brine tank to overflow. It **stops automatically** in case the cans fail to reach the filler. The mixing head and plates are entirely enclosed, making it impossible for brine to escape should the plates become damaged or cut.

5—It is the **only filler** that complies with the laws of sanitation, because it can be taken apart and **really cleaned.** Besides, the brine is **not exposed** in any way to flies or dirt, because the briner encloses the brine instead of being surrounded by brine in an open tank.

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Hansen Canning Machinery Corporation,
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1923 it was impossible to get any yield tests, but records have shown a very decided increase over the best seedsmen types of seed used. We canners in Indiana feel very grateful for the work of Purdue, and in addition to all this work they are conducting short courses on the canners' problems, such as production of tomatoes, power-plant problems, tomato-pulp manufacturing, general manufacturing problems, processing tomatoes, closing-machine demonstrations, and many other very vital matters with the canner.

Indiana canners are proud of their products for the most part, and believe in their goods, and for that reason they stand back of their goods until they reach the consumer, if necessary, and for that reason are 100 per cent back of the warehouse plan as the best means of adjusting losses on claims for swells, and believe that canners all over the United States should back the National Canners' Association in this step forward.

Indiana canners, like all other persons, are liable to make mistakes in manufacturing, but they would like to prevent the mistakes being passed on to the consumer, and thereby creating prejudice against the industry as a whole, and, further, they think the warehouse plan gives them an opportunity to determine the cause of their trouble, and in that way have an opportunity to correct the mistake that was made, and create a greater desire for canned foods on the part of the final consumer.

Indiana canners have confidence in the industry, and believe that it is only in its infancy, and that many uses may yet be found for tomato products which have not yet been thought of, and that many of these uses may be disclosed by the untiring efforts of some of the progressive canners and the efforts of the Research Laboratory of the National Canners' Association.

Some of the machinery men opened the eyes of the canners by making what is supposed to be a very stimulating wine from tomatoes. Possibly some of you canners know about it. I also had a superintendent at one time who found, to his surprise, that he could make a beverage that would outclass the present-day "White Mule," and would not kill you, either, but he found, with the group of labor that he had, it would be best not to tell anyone how he conducted this experiment; so it remains a secret. But, really, I think the tomato has many medicinal properties, and that it is possible that something along that line may be developed soon.

When the little infant, who is just beginning to eat, relishes the tomato so well, and the Government, since and during the war, recommends it in the rations of the soldiers and sailors, I somehow think it has some properties and possibilities that are yet undeveloped.

A large percent of the Indiana packers have modern factory buildings and warehouses, well lighted, ventilated and sanitary. Of course, we have plenty of room for improvement. I think where most packers of the whole country fail is in their washing systems and water supplies. A canning factory without an abundant supply of good, clean water is as useless as a sea-going vessel on dry land, and, of course, an abundant supply of water without the proper equipment to apply same to the tomatoes is useless. We Indiana canners had an excellent opportunity to find this out during the season of 1923, when the soil, on account of the very wet weather, adhered very tightly to the skins of the tomatoes, and while we might get by with a low mold count, we still would not have the kind of a product we should have to sell to the very best buyers in the country. The very best washing systems are none too good.

I think the canning industry, as a whole, should try to improve the factory conditions and surroundings, until they would be pleased to have the most fashionable lady step in and see how the goods that she would later purchase were produced.

Quality counts. This is the only thing that will ever bring the consumption of canned tomatoes up to the point where there will be no danger of overproduction. I do not believe it is fair to the industry, as a whole, to permit canners to pack tomatoes in puree made from skins and cores, and put them on the market, and when the prices are quoted that product has a depressing effect on tomatoes everywhere, as well as creating a bad influence with the housewife. I think one of the hardest factors to overcome now in the production of quality canned tomatoes is the labor situation. Since the war labor has become very hard to control, and even the women have become so independent that it is almost impossible to get them to peel tomatoes as well as they would wish to have them done for themselves, if they were buying them off the counter. It does not make any difference about the amount they are paid; in fact, the more they are paid, the more careless and independent they become.

Indiana has the soil and many other natural conditions for quality, but is short on labor. As one large manufacturer said when driving through the country: "Every farm should have tomatoes growing, but we do not have the labor to care for them. It is a shame you do not have some of our labor, or we have some of your good Indiana soil."

I am very much afraid the large buyers of tomato products are too much interested in price rather than in quality, and in making future purchases they try to grind the packer down to a price where he is unable to furnish the quality that he should furnish, and please every customer who purchases. We find the chain stores are getting to be the great avenues of distribution of all kinds of tomato products, and mostly find they are very close buyers; but it seems to me it would be far better if the buyer for these institutions would sit down with some good packer who knows his costs and figure out just what he should pay for these goods and leave the packer a reasonable profit. I sometimes think one of the great troubles with the packers, as a whole, is the fact that they leave their selling too much to their brokers, whose interest centers in the sale only, and I am not saying anything against the broker, but what I am trying to say is that it is the duty of the packer to make the personal acquaintance of a number of the largest buyers with whom they are dealing. I like very much the method of handling of purchases of some of the largest buyers of certain kinds of tomato products, because the packer is permitted to make the personal acquaintance of the purchasing agent who usually is well posted on many phases of the manufacturing of tomato products, and in that way the packer learns a great many very valuable facts in the handling of his industry. I admire the purchasing agent who is willing to tell the packer his defects, and I also admire the packer who is progressive enough to get all the information out of such individuals as he can, and then apply them to his own industry.

Indiana is a Quality State on tomato products rather than a quantity State. We Hoosiers like to think of our State as a quality State on tomato products rather than a quantity State, for, in fact, when we compare our record of production along with that of Maryland, Delaware or California, and especially that of Maryland, we can hardly imagine that we are to be considered from a quantity standpoint, while I believe in Indiana, in proportion to their production of raw tomatoes, packers do pack more diversified lines and greater quantities in proportion than such States as Maryland or California; but the thing that Hoosiers are proud of is their quality of canned tomatoes. There certainly is some reason why the Indiana tomato commands a better price in all markets than many other tomatoes which are packed by well-known and old-experienced packers, and I think it is because the tomato itself is a little better, and the Indiana packer has worked to make the raw product better, and, for the most part, his efforts have been to make a finished product that would be excelled by none.

We Indiana canners can neither break nor make the market by the goods we produce, because our quantity is not sufficient, and I should think Indiana tomatoes would have an uplifting influence on the market prices on account of the fact that they are almost always quite a little higher than prices named by other States. I find that since records have been kept in 1908 that the good old Hoosier State has produced less than 7 per cent of the canned tomatoes produced in the United States, and the State of Maryland has produced from 25 to 40 per cent annually of all the canned tomatoes produced in the United States.

Indiana, on account of the excellent flavor of her tomato, the good color and the well-balanced proportions of acidity, sugar and salt, is rapidly coming to the front as a pulp-producing State for some of the largest buyers of the country, and I think there is but one thing for the Indiana canners to do to hold this trade, which is a good business for them on account of the shortage of labor, is to get prepared to handle these tomatoes as rapidly as they come in and properly sort and wash them and keep all parts of the machinery in the most sanitary condition possible, and the good buyers will continue to come to Indiana to fill a large part of their requirements. The very things that I am mentioning here we are applying more strenuously this year at all our factories than we ever have. Further, if we have a tomato crop, we expect to grade them so that the grower will know that they have been graded and so that the buyer and the consumer as well will know that he is getting nothing but the cleanest of food, and, of course, above everything else, so that the Hoosier canners can lie down to pleasant dreams rather than lay awake wondering how high the count will be.

A great part of this problem lays with the farmer who produces the raw product, because if he could be compelled to bring you the proper type of raw product, most packers would handle it under such sanitary conditions that it could be nothing less than excellent. Personally I would be much in favor of some system of grading tomatoes whereby the Federal Food and Drugs Department would do the grading with the farmer rather than

molest the goods after they are scattered all over the whole country, and, personally, so far as our company is concerned, we would be willing to pay for this service if it could be done in all of Indiana, or, better still, throughout the country. Every form of inspection of foods has been at the wrong end, and, in my humble opinion, we will never reach the point of perfection that we all desire to reach until we place the inspection where it belongs—on the raw product.

After that, if a packer has a dirty, filthy plant, or does not clean and keep his equipment in sanitary condition, then it is time to work on the packer. The Government does not inspect meat itself for cholera hogs, but they inspect the hogs when they arrive, before the packer has placed his money in them, and so should they handle tomatoes likewise.

I presume the problems that I am here discussing are more easily controlled in States where they raise their tomatoes under irrigation, or where the weather is not so changeable as it is in Indiana, but since the Government does recognize the wisdom of inspection of dairy cattle for tuberculosis, the hog for cholera and many other diseases, the tomato products after being purchased and finished for bacteria, yeasts spores and mold, I am unable to see why it is not time for them to increase the force of inspectors and put their efforts where they properly belong—on the raw product. Very few farmers would think of attempting to sell rotten apples, moldy wheat, corn or oats, yet the same fellow will bring you anything that will hang in a tomato crate, and get very angry at the packer if he refuses to accept same, and really thinks he is acting on his rights to do so.

The National Canners' Association has made some wonderful strides in all departments of its work, and I think if we, as canners, would co-operate with the National Canners' Association more closely and be willing to discuss our views on the matter of the handling of tomato products, and the inspection of same, something could be worked out that would be for the interests of both the packer and consumer. I have never been very heartily in favor of the system of inspection of canned foods heretofore proposed, because it commences at the wrong point; but if it commenced with the producer of the raw product, the troubles from there on would be very easily controlled.

We cannot expect the National Canners' Association officials to get our viewpoint of these matters, and see all things as the canner himself sees them, unless we enter into the discussion of matters with them. It is not right now, and never has been, for the canner to accept damaged, bursted, decayed, under-ripe, over-ripe or otherwise damaged tomatoes from the farmer; but any system of inspection that has ever been introduced leaves the matter legal so far as the grower is concerned, and so long as he thinks there is some possibility of his getting by with it, he will continue. But just as soon as you put some authority back of the matter, the practice will be discontinued. Some say if the grower's load is not good, send him back home with it; others say dock him for the exact amount of bad tomatoes in the load, as determined by an inspection of several crates; but I say both methods are wrong, but possibly all that can be done under the present conditions.

THE CHAIRMAN—I believe we have Mr. Radebaugh here now, and we will have him as our next speaker. As I told you before, Mr. Radebaugh is the county agricultural agent for Cecil county, Md. He has done a great deal of work down there in growing tomato plants, and he is going to tell us now how to do it. (Applause.)

(Mr. Rodebaugh explained his plant bed methods as he did recently at the Tri-State meeting, making, as he said, the same address on this occasion.)

THE CHAIRMAN—I am quite sure that Mr. Radebaugh is doing a great work in Maryland, and we members of the Tri-State Packers' Association feel that he is on the right track in the growing of tomato plants. I think that he has given us some very good data this morning, so that we can all go home and use it to our advantage.

Mr. Hauck just arrived in the city, and you will now ask him to give us his addres on "Raw Stock Standardization." It gives me great pleasure to present Mr. Charles W. Hauck, Investigator in Marketing, U. S. Department of Agriculture, Washington, D. C.

(Mr. Hauck again explained the Government's efforts to formulate standards for raw products bought by the canners. His plan is not different to that explained before the Western Canners' Association last fall, or again before the Tri-State Packers' Convention in December, both of which addresses were reproduced in The Canning Trade.)

THE CHAIRMAN—There is no doubt but what we all buy tomatoes at times under a standard price that are not worth the standard price, and if some method, some means could be devised whereby we could pay for value received, it certainly would be a great benefit, it seems to me, to the canning industry, because some farmers will take advantage on a flat price and put everything in to the canner and expect him to accept it. I am sure we all enjoyed the paper that Mr. Hauck read to us this morning, and I hope we will all be benefited by it.

MR. McKINNEY, California—May I ask, Mr. Chairman, in regard to the proposed standards, whether the purpose eventually is to make them compulsory, or whether they are merely a helpful effort to accomplish progress in those directions where it can be accomplished, a better receiving system?

MR. HAUCK—We have not in mind at all ever making the grades compulsory. We expect to follow the same practice and procedure in the use of grades for cannery products that we have before with the grading of fresh fruits and vegetables. In no case are those compulsory. They are entirely optional with the buyers and the sellers. If a man is buying potatoes in New York, for instance, and wants to buy on the United States standard, he has something definite he can buy on, and knows that he can expect to receive when he specifies United States No. 1 potatoes whether he buys them from Maine or Michigan or any other State. He may, if he likes, buy them just like he used to do 10 years ago, without any definite standard at all. That is his option.

THE ELECTION

MR. ROBERTS—I have asked Mr. Hoffecker to make the report of the Nominating Committee.

MR. HOFFECKER—Your committee were entirely unanimous in their selections, and beg to recommend and report to this convention the name of Elliott O. Grosvenor, of Paoli, Ind., of the Tomato Products Co., for Chairman of the Tomato Section, and Mr. William E. Silver, of Aberdeen, Md., as Secretary of the Tomato Section; and in order to get the matter thoroughly before the Convention, Mr. Chairman, I move the adoption of the report of the Committee.

The motion was duly seconded and carried.

Adjourned.



The Model Kitchen and Dining-Room, at the Canned Foods Exhibit, Buffalo.

PUMPKIN SECTION

Iroquois Room, Hotel Statler, Tuesday January 22 1922

Mr. E. S. Thorne, Geneva, N. Y., Chairman, presiding

THE CHAIRMAN—This Section, I believe, is the youngest of the family, and all I can do is to report that it is healthy and growing. The activities of this Section have not been very numerous during the past year, and the duties of the chairman have not been at all onerous. The Section is interested, of course, in all the general activities of the Association, and they are deeply interested in many of them.

There are one or two definite recommendations that I would like to make. First, that the use of the No. 3 cans be discontinued and No. 2½ cans be used instead. It is not economical to use two sizes so nearly alike, and the No. 3 fills no requirements that I know of that cannot be just as well filled by the 2½.

The Chairman would also recommend that this Section be enlarged to take in other vegetables that do not now have an

entire Section devoted to them, like spinach, asparagus, rhubarb and so forth. Those recommendations can be taken up later.

It is usual, I think, to appoint a nominating committee, and I will appoint as such committee Mr. Cannon, of Delaware; Mr. Hill, of Iowa, and Mr. Mitchell, of Illinois, to report before the close of this meeting. I think it is usual in the Sections to nominate both secretary and chairman.

THE CHAIRMAN—The first on the program this morning we will have the pleasure of listening to Mr. Herrington.

"ESSENTIALS OF A GOOD PUMPKIN PACK"

I BELIEVE there is no product which we pack that I have given more study to and entered upon the packing of with more fear and trembling than I did that of pumpkin. I had seen so much poor-quality-packed pumpkin that I came to the conclusion that most packers did not know how to pack it.

I would then put at the head of the list of essentials first a **good packer.** By that I mean a packer who knows how, and knows quality when he sees it, and one who knows what he is going to do before he does it.

The experimenting of packing certain products covering a period of three or four years has cost canners a considerable amount of money.

The time was when the canning business was in its experimental stage, but that time has long passed. Knowing what we are going to do before we do it is a great deal better than knowing what we have done after we have spoiled a good pack, or made **standards,** when we should have had **fancies.**

I have seen packers get good raw products and then let some "flunkey" at forty cents an hour, who pretended he knew, put up their entire pack of pumpkin, and never cut a can until they were all through. They got what they paid for.

We are prone to do too much by guess, or we let "George" do it, and pay him forty cents an hour.

That is what you call "skilled labor," skilled in the art (?) of making standards or substandards out of what should have been **fancy.**

The experimenting on our products should be done in our laboratories, either our individual ones or the National Canners'.

There is a lot of valuable information in our Washington office, if we ask for it, but ask for it before we are ready to use it.

I would put second on my list of essentials a good enamel-lined can.

We all know, or should know, that there is something in the composition of pumpkin which makes it very severe in its action on the ordinary tin container.

Just what constituent is responsible for this action cannot be stated, but all pumpkin with a varying degree of rapidity removes the tin coating almost completely.

This matter was the subject of very exhaustive study by a technical committee representing the National Canners' Association, American Sheet and Tin Plate Company and the American Can Company as far back as 1915.

They packed pumpkin grown in several States in cans made from plate with a wide range of coating, and in all cases the result was the same—the tin was removed from the inside of the can and became a part of the contents.

While salts of tin are not toxic, yet the absorption of tin by canned pumpkin is extremely important in its effect on the appearance of a can and contents. Since the detining process cannot be prevented by a heavier coating of tin, it is imperative where the pumpkin is to be **fancy.**

The third essential, therefore, would be a **good raw product.** In this there will naturally be a variance of opinion as to the best variety of pumpkin to use. I am not prepared to say what variety is the best.

There are so many good varieties that what I might think is the best would, in another packer's opinion, not be the best. My experience has been that the blending of two or more varieties is better than the using of one variety.

Also avoid the using of partially green or immature pumpkins which the farmer will always bring in unless carefully checked up, and which your employeees will use unless carefully watched.

THE CHAIRMAN—We will next have the pleasure of listening to Dr. W. D. Bigelow. (Dr. Bigelow's address on "Pumpkin" will be published later.)

MR. CANNON—Have you found that the higher temperatures that you suggest here have a tendency to eliminate any possibility of flat sours?

DR. BIGELOW—Yes, although with pumpkin, as with corn, though to a less extent, it is of vital importance that the product be absolutely cold before it is stocked solid in the warehouse. Now, with the large cans especially it is hardly practicable to make sure of that in your cooling bath. It is best to leave space in your warehouse or put them, as you do, I think, in rows until they cool, or narrow stacks, and then put them in the warehouse, necessitating a second handling. But I say the higher temperatures are a safeguard against flat sours.

MR. MITCHELL—One question that was mentioned, and that is on the enameling of the cans.

DR. BIGELOW—There are several enamels used. I really think in using these high temperatures and long cooks every packer should cook a small, experimental pack first and see what he is doing to his enamel; see if the enamel does impart a glaze. It is certainly a severe test on the enamel to give any such cook as this. We know that it would make corn inedible.

THE CHAIRMAN—We will now have the pleasure of hearing from Mr. C. G. Woodbury.

(Published in The Canning Trade ot Feb'y 11, 1924)

THE CHAIRMAN—I hoped we could have a little discussion of the recommendations made by the Chair. For the benefit of those who did not come in until later, I will say the first was that the 2½ can be used instead of the No. 3, and the second, that it be recommended that this Section include some of the other minor vegetables. I should like now to add a third, that the use of the enamel lined can be recommended.

MR. CANNON—May I ask, in the adoption of the No. 2½ can being recommended for other articles where No. 3 can has been generally used?

THE CHAIRMAN—In New York State, at the recent meeting of the State Association, they passed a resolution recommending the adoption of the 2½ can for all purposes for which the No. 3 can is now used in New York State. That would be pumpkin, squash, tomatoes, beets, rhubard and sauerkraut. Of course, they do not expect it is going to be done all at once, but I think a good many of the canners in New York State are not going to quote the No. 3 this year. I know several of them are not.

MR. DICKINSON—We have found in our own home, and I have heard other housekeepers make the same statement, that the No. 2½ can holds just enough for two large, fat pies, just the kind we like. The No. 3 will make two good pies and some over, but not enough for three good big ones, and inasmuch as it is going to help the consumption of our product if we get the very finest result as it goes on the consumers' table, I think we ought to push the 2½ can that will make two big, fat pies.

I move that this section recommend to the trade that in the future we use the No. 2½ can in preference to the No. 3.

The motion was seconded and carried.

MR. MITCHELL—I move that the resolution as to the use of enamel-lined cans be adopted by this section.

The motion was carried.

THE CHAIRMAN—We will have the report of the Nominating Committee, Mr. Cannon, Chairman.

THE ELECTION

MR. CANNON—Your Nominating Committee wishes to recommend the following names for election: For chairman we nominate Mr. Merritt Green, of Marshalltown Canning Co., and for secretary Mr. Benjamin A. Nott, of the firm of W. R. Roach & Co., of Grand Rapids. These are the only two nominations that are required to be made.

Motion seconded and carried, whereupon the meeting adjourned.

BEANS SECTION

Chinese Room, Hotel Statler, Tuesday January 22 1924

Evan Reicheldorfer, Chillicothe, Chairman, Wax and Green Bean Section.

Steuart Hemingway, Syracuse, N. Y., Secretary.

Merritt Greene, Jr., Marshalltown, Iowa, Chairman, Baked Bean Section.

Evan Reicheldorfer, Chillicothe, Ohio, Secretary.

CHAIRMAN REICHELDORFER—The first address on the program is on the subject of "The Growing of String Beans," by Mr. C. H. Sears, of Chillicothe.

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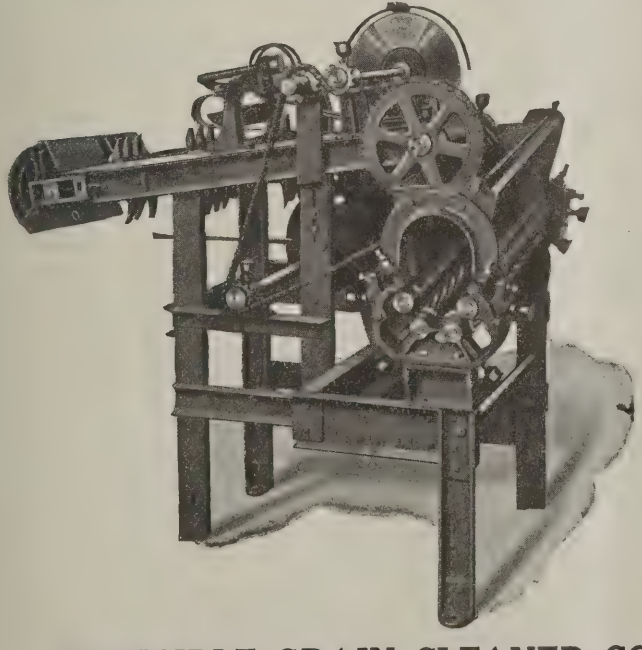
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The Growing of String Beans

By C. H. Sears
Sears & Nicholls Canning Co., Chilliothe, Ohio.

IT is often said that the canning industry is based primarily upon agriculture. This is, no doubt, an acceptable proposition, but it would perhaps be more nearly the truth to say that agriculture is a fundamental part of the canning industry. The canner, therefore, should thoroughly familiarize himself with the agricultural requirements for any given crop, and even the technique of culture, harvesting, etc.

The growing of string beans has become an ever greater and greater problem for the canner because of the lack of help in the rural communities and the dislike of what help is available to bend their backs in harvesting the beans. Whatever acreage is secured, however, should be made to yield the maximum tonnage in which the following suggestions may be of some value:

There is an impression in some quarters that string beans will grow almost anywhere, and even where other crops will not grow. This is a mistake. String beans need just as careful attention to the selection of soil, plant food and culture as any other crop. The string bean is a legume, and with proper inoculation will require but little nitrogen, although there must be plant growth sufficient to carry a maximum crop. The demand for potash seems to be light for this crop, but it must have an abundance of phosphate. The element of phosphate is what determines the number of blooms, the number of pods and the number of seed units in the pods. Therefore, it largely determines the length of the pods. In the Middle West practically all the land is deficient in this element, but usually well supplied with potash. Many growers make a mistake in supplying the bean crop with too much nitrogen, causing too much vine, so much so that the producing blooms are shaded to the detriment of the crop. As in all other crops, the one food element which is shorest will limit the crop to that tlement.

Many growers depend upon manure, thinking it the perfect and ideal kind of plant food. This is very, very far from the truth, especially for string beans. Ordinarily manure will analyze about 10-2-8, and I submit that 2 per cent of phosphate is not enough to grow anything, let alone string beans. You must, therefore, balance up your manure with phosphorus and, perhaps, some potash, so that the plant food in the soil will stand more nearly 2-10-8 or 2-16-8, instead of the manure analysis of 10-2-8.

Beans should be planted in rows wide enough apart so that cultivation can be done easily and effectively. I do not recommend regular drilling in the row as the best method of planting. If possible, put about two beans in a hill and place the hills from 8 to 12 inches apart. This permits the light and air to surround the beans and the entire crop is more easily secured by the pickers.

An excellent method to follow to conserve the moisture in the soil and to encourage the plants to take on additional supplies of plant food is to stir the surface of the ground frequently during the picking season. In fact, a shallow cultivation right after each picking will keep the vines fresh and keep them bearing.

Just a word about harvesting. Under present conditions, beans must be grown where they can be harvested promptly and at the proper time. This is accomplished in two ways: first, by having the crop grown in small, isolated tracts where a small supply of help will handle but a small patch of beans. The beans in these isolated areas are usually assembled at a given point, sometimes strung at the same point and then trucked to the canning factory. The other plan is where the canner grows a more or less large acreage of beans himself, where large aggregations of pickers are available. In whatever manner the crop is handled it should be picked thoroughly and picked often; that is, the crop should be picked while the beans are small, as under this method the vines will bear much longer. If the first setting of beans is allowed to go to seed or to grow to large sizes, the vines will become exhausted and cease to bear.

The packing of string beans, however, is becoming more and more uncertain as to supply of raw material, due to the inability of canners to get the crop grown and picked. As long as we must depend upon hand-picking for this crop the consuming public must expect to receive a constantly diminishing supply of this excellent vegetable.

A MEMBER—How far would you plant the rows from each other?

MR. SEARS—About thirty inches.

A MEMBER—Can you give us some further information concerning inoculation of the bean?

MR. SEARS—I have never practiced inoculation on string beans.

A MEMBER—I would like to ask, could you give me any information as to yield per acre? What are your extremes, either way?

MR. SEARS—Well, I believe we generally consider about 1,500 to 1,600 pounds to the acre is a fair average crop of beans, but the differences in yield of string beans are so wide, depending with us on the wide diversity of soils which we use, and the different kind of people who handle them, that they run from nothing up to three thousand pounds to the acre. Our grand average at one plant this year was only 772 pounds. We had a very light crop. At another factory the yield was 1,437. Those were light yields. For this year they will run ordinarily 1,500 to 1,600 pounds, but I do not think it is a record crop. A few of our good growers this year must have gotten around 3,500 to 4,000 pounds to the acre, which, in the average price of around three or three and a half cents, would run into about this figure. Three to four thousand pounds is not uncommon for a very good crop of beans.

A MEMBER—What kind of soil do you find most satisfactory?

MR. SEARS—We find the clay soil is more satisfactory, because you do not overgrow the vines and they have not the nitrogen to grow them.

A MEMBER—How about sand with plent of phosphate?

MR. SEARS—That is all right. At our Michigan factory it is all sand.

A MEMBER—They cannot stand any wet feet, though, can they?

MR. SEARS—No. They should be well drained.

A MEMBER—I should like to ask if any of you have had any trouble with nematode disease?

MR. SEARS—No. We don't seem to have that disease. I am not familiar with the disease you name.

THE MEMBER—I would like to ask the gentleman how much seed he uses per acre?

MR. SEARS—We figure on half a bushel to the acre. About 28 to 35 inch rows would give us about half a bushel of seed to the acre.

THE MEMBER—You can grow a lot more if you just double that.

A MEMBER—In the picking of beans, is it necessary to stay out of the fields until the dew is off in the morning?

MR. SEARS—Mr. Greene asks the question whether it is necessary to stay out of the fields in the morning when the dew is on. There is a little tradition to that effect, that handling beans when they are wet is bad. I do not think our people pay any attention to it. They are probably more concerned about getting their clothes wet than hunting the beans.

CHAIRMAN REICHELDORFER—The next address is by Mr. L. J. LeMay, of Rochester, N. Y., on the subject of "String Beans from the Buyers' Viewpoint."

These meetings heretofore have discussed the growing and packing and even matters relating to accounting on string bean plants, but as far as I know we have never really had the buyer's viewpoint on string beans. I am sure that Mr. L. J. LeMay is eminently qualified to give us information along that line, and, personally, I look forward with a great deal of pleasure to hearing from him on this subject.

THE BUYER'S VIEWPOINT OF STRING BEANS

The first consideration of the buyer, I think, has always been quality. The question of quality covers a good many things from the buyer's standpoint, and also from the seller's standpoint.

The quality I believe is what, when we approach a buyer, or the buyer approaches us, he wants to be assured of. And the buyer's judgment of quality is based on uniform grading, uniform color, freedom from stems and blow ends, whether the beans are stringless or not, the flavor and the fill of the can.

And another very important item is: Has the seller followed out the grading in packing his beans as laid down by the National Association?

All those points are the points that the buyer considers; and he wants to be sure in selecting the lot of beans that he is selecting for his use that they will pass according to his standards.

The critical buyer demands that the grading be true. In other words, he wants No. 1 sieve beans to be true No. 1 sieve, not mixed with No. 2s, not mixed with 3s or 4s or anything else; but they must be No. 1s; likewise, No. 2s must be 2s, and it is up to the packer to see that his grading is absolutely true and uniform all the way through the cans.

Another thing that buyers have mentioned to me, and that probably they have mentioned to many of you gentlemen, is: a lack of uniformity as to the size for grading. In other words, some grading machines for No. 1s are 12/64ths and some slightly larger than that. Some for No. 2s run 14/64ths, some run 14½, and a little better larger. Some No. 3s run 17/64ths, and some run 18 and over 64ths, resulting in the fact that many buyers, on account of the lack of uniformity of grading, unless they are thoroughly acquainted with the product of certain factories by handling them in the past, hesitate about buying them.

From the buyer's standpoint, he demands and is entitled to uniformity of sizes of grading by all packers of beans.

I am not prepared to say that 14/64ths should be the size used for No. 2 sieve, or 17/64ths or 18/64ths for No. 3 sieve, but I do think that the grading of No. 1s, No. 2s and No. 3s should be uniform with different packers, so that we can go out to the buyers and assure the buyer that our No. 2s are all No. 2s, that all 3s are run through the same graders, and are all practically graded about the same size.

Another very important item from the standpoint of the buyer is deliveries on future contracts. The average buyer issues an order for what he thinks his requirements for the season will be. He knows as well as we all do that the canner has no control whatever over weather conditions; cannot assure him that his deliveries are going to be 100 per cent. So that, in a measure, he, with the seller, is taking a crop risk.

The buyer, however, is not satisfied to take a risk beyond the crop risk. He is not satisfied for the packer to sell more than what that packer could expect to secure from a reasonable crop return, and it is very hard to convince a buyer sometimes that your sales have been limited. But if you could assure the buyer—and he has a right to know just what your requirements are for delivery—what arrangements have been made for packing—and you can assure him you have not sold beyond what is a reasonable yield from that acreage—you have gained the confidence of the buyer, and you have satisfied him.

A buyer in accepting short delivery and accepting your explanation feels when he does so that his troubles have not ended. your troubles practically have ended, because you have satisfied one man. He, in turn, has got probably a hundred people to satisfy to your one.

I have found from the standpoint of price that the buyer is practically always willing to pay what is considered a fair price for his product. We occasionally have some buyers who, no matter what you give them, are looking for some concessions in price, and they are always willing to accept concessions in price is readily granted; but as a general proposition the buyer is willing to pay a fair price for his goods, provided he gets the quality he is looking for.

There is another very important item on the beans that the buyer is looking for, and I believe that if it is given proper consideration by everybody the consumption of beans will be increased very materially, and that is, packing of beans that are free from strings—packing a stringless variety of beans.

The buyers today, not in a great many cases, are passing up No. 4 sieve and No. 5 sieve of refugee beans because the majority of them, in fact, have strings on them almost as heavy as cotton twine, and the consumers are passing up that quality of beans, and the buyers, in turn, of course, are passing them up, also. I think that if the stringless variety is presented to the buyer we will find as ready and as big a sale for what I consider the low grade—No. 4 and 5 sieve—as we have today for No. 2 and No. 3 sieve beans.

CHAIRMAN REICHELDORFER—I am going to turn the meeting over now to Mr. Merritt Greene, the Chairman of the Baked Bean Section.

(Mr. Greene here took the chair.)

BAKED BEAN SECTION

CHAIRMAN GREENE—First, we will listen to an address on the question of "Are Baked Beans Profitable to Pack?"

(This was published in The Canning Trade of February 4th.)

CHAIRMAN GREENE—Mr. Stickle has very kindly consented to talk to us on the subject of "Supplying Dry Beans for Canners."

SUPPLYING DRY BEANS FOR CANNERS

By B. A. Stickle

Some thirty-odd years ago Michigan beans were handled by individuals and their individual effort; there was no uniformity of grade; there was no means of arbitration; no way of settling disputes; no uniformity of terms. Every man had his individual way of doing business. The jobbers at that time recognized the need of establishing uniformity of grades, costs and terms, so they organized the Michigan Bean Jobbers' Association.



In Machinery Hall, Booth of the 20th Century Machinery Co.

We are not perfect by a long ways. We have a lot of enemies, and still we have a lot of friends. I think the baked bean packers as a whole are friendly toward the Michigan Bean Jobbers' Association. Any of you who have had arbitrations before the Association, I believe, have had a square deal. Te majority of rejections, questions of quality of Michigan beans that are referred to our inspector or to our Arbitration Committee are decided in favor of the buyer, which goes to show that we are impartial, but it also goes to show that the buyers as a whole are fair and that they do not want to reject unless there is a just cause for doing so. That, of course, is a generalization; it is not always true.

We have had some objections to our grades from the canners, principally in the matter of quality. The canners would like to see a better grade bean; they would like to see a bean that they would have to put no work on in their own establishment whatsoever. The wholesale grocer would like trade discounts. And the brokers would like more brokerage.

But we are getting along pretty well in the distribution of beans, with very little trouble.

During this development in the handling of beans in Michigan there have been no noteworthy changes except during recent years. A number of farmers' co-operative organizations have been established. I attended a meeting of growers at Owosso last Friday. There were 200 or 250 growers present. And it was admitted by the Chairman, also the Editor of the Michigan Grains paper, ad two or three other prominent farmers, that the co-operative organizations in Michigan and their selling agency had not done what they anticipated they would do.

I do not think that is a criticism of the selling organization; I just think the farmers thought that the middleman—and in this particular instance the bean buyer—was a crook; he was robbing them; but he has gotten into the bean business now, and they are friends.

Now, they are looking out for some other way of revolutionizing things, stabilizing the market and getting, on the whole, higher prices for their goods.

At this meeting Mr. Churchill—I don't know whether he is in the room at this time—talked and explained very clearly the way in which the California lima bean growers operate. Some of the growers in Michigan thought possibly that the same scheme could be worked out in Michigan. But they overlooked the great difference in the way beans are handled in Michigan as compared with California. In California when beans are harvested they are all hauled to public warehouses. There they are cleaned and piled for the account of the farmers, unless, of course, they are turned over to the Association; then they immdiately become Association property.

In Michigan we have about forty to fifty thousand bean growers. I imagine that the average acreage would be about ten acres to the grower. We have little lots of beans scattered all over the State, principally in the central part, which are delivered to local elevators. These elevators are equipped, most of them, with hand-picking machinery, where girls are employed to pick out faulty beans. It would be quite a job to organize forty or fifty growers scattered over thirty or forty counties. So, I do not believe an organization similar to the lima bean growers would ever develop or could prove profitable in Michigan.

The Lima Bean Growers' Association, as I understand it, handles about 50 per cent of the lima crop of California. But the lima crop is concentric; there is no competition in the United States except on Madagascar limas; wherever it may be growing over a wide territory, it would still have competition with New York State and in a small way with Montana, Idaho and California and Colorado; it would be mighty difficult to get enough of the crop under control so that you could stabilize the market.

And when they talk about stabilizing the market, I sometimes wonder if the grower does not have in mind never seeing a decline, but always seeing an advance. There is considerable fluctuation in the lima market, and it is pretty hard to keep track of. We cannot keep track of it ourselves.

I really believe, gentlemen, that we have much in common. You are interested in quality, sufficient quantity and fair prices. Certainly we can put a fair-priced can on the shelves so that the consumers will use it and give us a volume of business.

CHAIRMAN GREENE—Is Mr. Harrison in the room? Wm. H. Harrison was going to talk to us on the subject of "Processing of Beans."

(Mr. Harrison did not respond.)

CHAIRMAN GREENE—Before we call on the Committee on Nominations, I have just a few brief remarks in connection in a general way with not only the bean business, but business in canning.

The year 1923 has passed into history, and it will be remembered by those engaged in general business as o fairly satisfactory one. There was an extraordinary activity early in the spring, followed by a recision and readjustment. For the last half of the year there has been a considerable volume of production in many lines, though buying has been conservative. One advantage of conservative buying is the avoidance of duplication in orders.

In a general way, the prosperity of the canners, as well as other business men in the country, is dependent to a great extent on our agricultural prosperity. If the farmer is in a position to buy and has the money to spend, it means that we have the opportunity to be prosperous, also.

For the farmer there was rather a steady improvement in purchasing power up to October. Even at that date the exchange value of Michigan farm products was but 71 per cent of the 1923 price. In November prices broke badly, and by November 15th hog prices fell to the lowest level since December, 1921, while beef cattle were lower than in any month since February of this year. The December 1st price of corn was the lowest since last April.

I simply bring out these figures, not from a pessimistic standpoint, because I believe if anyone needs to be optimistic, it is a canner.

Of most vital interest to all is the outlook for 1924. Nearly everyone is optimistic about the first half of the year. Possibly some of these make the wish father to the thought. It is expected, however, that there will be many residences built in cities. It hardly seems reasonable to suppose that the production of motor cars can equal that of last year. For the nation, as a whole, there should be an improvement in the purchasing power of the farmer. The uneven trading ratio of the farmer may be expected to result in a steady, though slow, improvement in prices of his products.

Should industry continue active, domestic demand will doubtless hold as well. There seems to be little hope of increasing exports to Europe, and this is one of the things that, to my mind, has caused the present situation of the farmers, to some extent.

The exports of corn, wheat, oats, barley, rye and beef have dropped off tremendously in 1923 as compared to 1922. As an example, export corn was 159,000,000 in round numbers in 1922; this year only 40,000,000 bushels; wheat, 216,000,000 bushels in 1922, as against 159,000,000 bushels this year. And about the same ratio in the other products of the farm, with the exception of pork products, in which there has been a slight increase—a billion three hundred and forty million pounds for the first eleven months, a billion three hundred and forty million pounds of pork in 1922, as against a billion eight hundred million in 1923.

Should industry continue active, demand will doubtless hold up well. In Europe, our chief outlet, crops are good, and this means a minimum of imports of grain. Exports of pork products are already exceedingly large.



One of the Windows in Buffalo, A Clothing Store.

Some figures gotten from the Department of Agriculture show that while in November the price that the farmer was getting for field corn—and I simply take this one commodity and it does not apply to others—the price last November was 111 per cent of the price he got for the same commodity in 1913. At the present time when a farmer goes to purchase commodities, the average cost of the commodities that he can buy for the same amount of corn, the same bushels, or tonnage, whatever you wish to call it, he can buy only 72 per cent. That is, in other words, with an increase of eleven per cent in the price for his corn, he gets 28 per cent less in his purchasing power.

I simply wanted to bring those points out for your information.

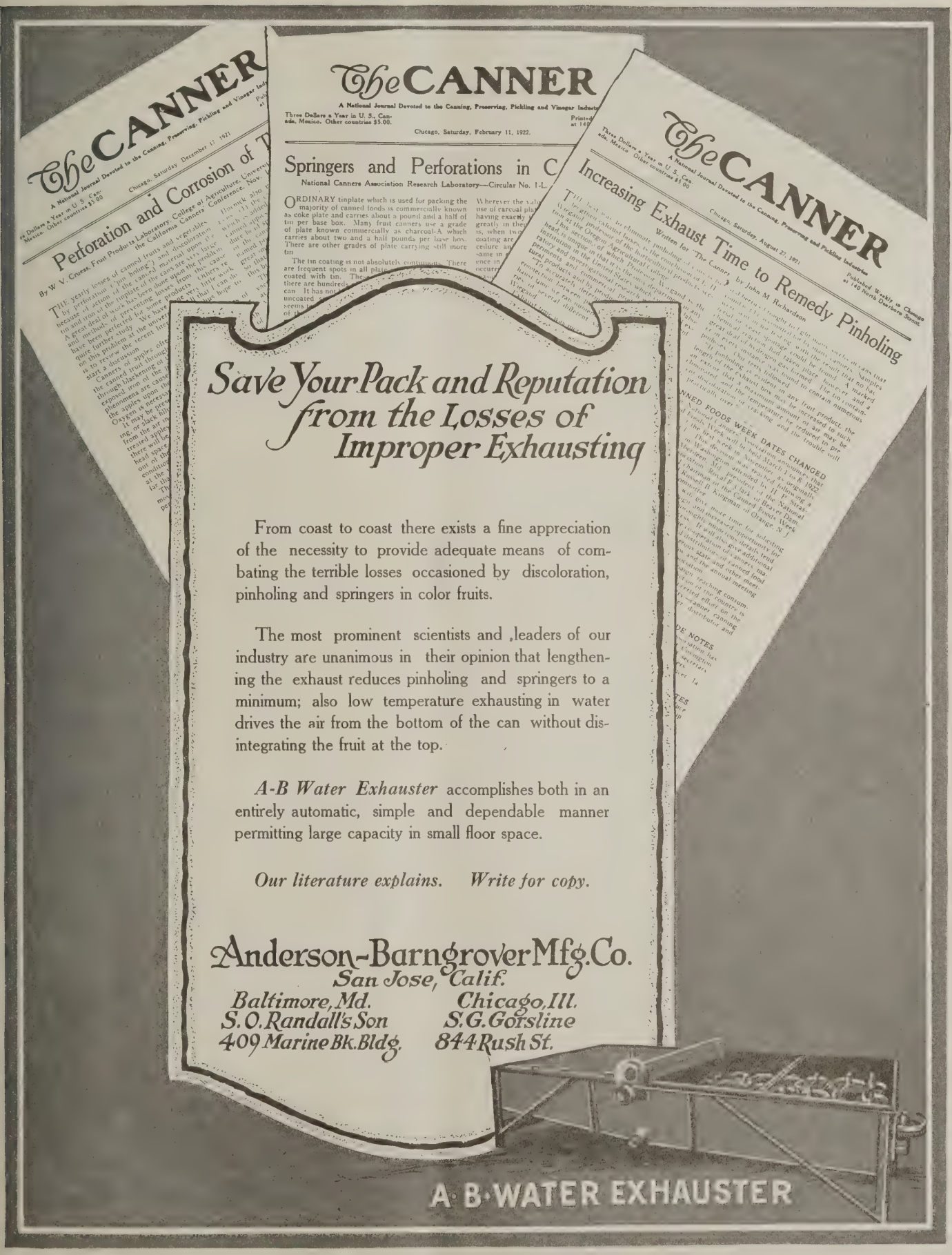
Is the Committee on Nominations ready to report?

THE ELECTION

MR. J. D. FULLER (Chairman Nominating Committee)—The Nominating Committee nominates for Chairman of the Baked Bean Section Mr. Evan Reicheldorfer, and Secretary of the Baked Bean Section, Mr. Dan Gerber, Fremont, Mich.; Chairman of the Wax and Green Bean Section, Mr. Sorenson, of Gillette, Wis., and Secretary of the Wax and Green Bean Section, Mr. Robert Thorne, of Geneva Preserving Co., Geneva, N. Y.

CHAIRMAN GREENE—Is there a second to the nominations as read? Motion seconded and carried.

The meeting then adjourned.


The CANNER
A National Journal Devoted to the Canning, Preserving, Pickling and Vinegar Industries
Perforation and Corrosion of T
By W. V. Cruess, Fruit Products Laboratory, College of Agriculture, University of
The CANNER
A National Journal Devoted to the Canning, Preserving, Pickling and Vinegar Industries
Chicago, Saturday, February 11, 1922.
Springers and Perforations in C
National Canners Association Research Laboratory—Circular No. 1-L.
The CANNER
A National Journal Devoted to the Canning, Preserving and Pickling Industries
Chicago, Saturday, August 27, 1921
Increasing Exhaust Time to Remedy Pinholing
Written for The Canner, by John M. Richardson
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PEA SECTION

Ball Room, Hotel Statler, Wednesday January 23 1924

Wednesday morning, January 23rd, 1924, 10.00 o'clock A. M.
Charles H. Hunt, Oswego, N. Y., Chairman, presiding.
Fred A. Stare, Columbus, Wis., Secretary.

CHAIRMAN HUNT—I will announce on the Resolutions Committee Mr. Henry Burden, Mr. J. D. Fuller, New York, and Mr. E. D. Cosgrove, Minnesota.

(Chairman Hunt then briefly renewed the activities of the section since the Atlantic City Convention, all of which were reported in these columns at the time.

Mr. J. E. Dudley, Jr., of Madison, Wis., who has given great study to pea aphis, has kindly consented to come here and give us a talk on the work which his department has done, and they certainly have done some wonderful work.

THE pea aphis is a constant crop hazard, and may increase to injurious numbers at any time during the growing period of the crop. The only natural limitations of its spread and increase are latitude, weather conditions and natural enemies. It is likely to prove most destructive in years when peas are hardest hit by adverse weather conditions, because these conditions are, as a rule, more favorable for the development of the aphis. In other words, the aphis is likely to do its greatest damage in years when the pea crop is smallest, and vice versa. This means much to the grower and canner.

In presenting this subject of pea aphis control I shall try to make it sufficiently popular to deserve your interest and yet give enough definite facts so that you may see what has actually been accomplished and what still remains to be tackled.

I believe this subject might well be taken up in three divisions. 1. What investigations the pea aphis problem includes; 2. What has been done toward solving the problem, and, 3, what remains to be done.

First, as to what the project includes. If you will pardon me for repeating some of the statements made at your last convention at Atlantic City, I think perhaps I shall be justified in restating the basis on which scientific work is performed. As has been said many times, science is responsible for seeking after and presenting the absolute and unqualified truth. This must be the first and fundamental consideration. When considering all phases of the pea aphis project, one is soon struck by the tremendous number of angles which present themselves as having the potential ability to effect in some way the prevalence of pea lice and their control through activities of man. We are faced rst with the biolfiogy of the insect and that of all its natural enemies; also with its reaction to climatic factors. We are dealing with an insect occurring under natural conditions and affected by the interaction of these natural conditions upon each other, and thence on the insect itself. It is not only desirable, but quite essential, that a thorough study should be made of the biology and behavior of the insect and its enemies and the effect of climatic conditions upon it, and again upon its enemies. Not only will data accumulated from these studies offer help in the control measures, but it is entirely possible for an insect of this kind to determine the effective relation of the natural factors to its control and benefit thereby without resorting to the use of insecticides or other artificial means of control. These factors which have been just mentioned alone entail an immense amount of work, and there is practically no limit to the extent to which such studies could be carried on did time and funds permit. Another great division is the effect on this insect of practices developed by man himself, and herein lies control proper. Artificial control is the first method to which we naturally look when facing an outbreak of some new or little known insect, and it is natural that it should be so, because it requires far less time and study to control insects directly than it does to work out their control by nature. The control of certain insects, such as the Colorado potato beetle, the potato leaf hopper, cabbage worms and some insects infecting foliage fo trees is a comparatively simple and exact process. With other insects, however, including some of the most injurious with which we have to deal. such as the Hessian fly, many scale insects of trees and certain plant lice, control is a complicated, variable proposition and often combines both artificial and natural methods of several kinds.

The aphids in general are rather difficult to control effectively by simple direct measures. They are not regular in their appearance or abundance from year to year. or even from month to month. The pea aphis in particular increases at an alarming rate in from ten days to two weeks during June, and this increase is so rapid that it is doubtful if any economical method of control could kill them off as fast as they are born. Therefore, to exhaust all the possibilities of holding it in check, we must delve into every factor which in any way deters its multiplication. In other words, the pea aphis problem, like mapping out the highways in a heavily congested district, you start out on one main road, soon find it branches, each branches several times, and so on; and yet before the work is completed, every one of these branches must be investigated to see just where it leads. It is quite probable that when the pea aphis problem has been completed a large amount of the data assembled will be figuratively thrown away, not actually so, for it will always be kept in files for the benefit of other workers tackling similar problems, but to al intents and purposes it will have served merely as stepping stones on which we have mounted to success, and will be of no further value in the control of this insect. A small amount of information will suffice for us to control the aphis, and still the tremendous volume was necessary in order to examine all possibilities and eliminate those which did not prove up.

Second, it will certainly be of interest to discuss what has been done. As it was impossible this past season to work on all phases of the project at one time, it was deemed advisable to concentrate for one season at least on control measures, paying what attention we could to some of the biological factors. This was done because we wished to establish at least one definite fact which would be of some benefit in alleviating the damage caused by the pea aphis. During May and early June, before it was possible to test definite control measures in the field, considerable time was spent in studying what we call life history and behavior of the insect, its rate of increase in the spring, its host plants, its parasites and predacious enemies, its habits of flight, etc. About the middle of June intensive tests with nicotine and calcium cyanide dusts were made in the field. At the same time this work was being done in Wisconsin, cooperating entomologists were also spending sometime on this national project in New Jersey, Maryland, Kansas and California. I may safely and truly say at this stage of the game that it is the consensus of opinion that nicotine dusts will give effective control of the aphis under favorable conditions of temperature, humidity and wind velocity, and also that effective control, i. e., a kill of 85 percentage or more, will not result under unfavorable weather conditions. Tests with cyanide dusts have not been continued long enough for me to speak definitely as to the results to be expected under various conditions, but in certain tests a high percentage of control has been secured under a greater latitude of weather conditions than with any other dust. These experiments with calcium cyanide dust will be pushed next season.

It seems probable that control by means of spraying will not compete with dusting in broadcast peas. This is because the percentage of control is not quite equal to that secured with the best dusts, and because of the time consumed in application, and injury to vines resulting from the use of sprayers.

You are aware that these are very general statements, and from one year's results it is necessary that they be such, for I hesitate to say definitely that a certain percentage of nicotine in a dust can be relied upon to give a certani percentage of control without so qualifying the statement to include various weather conditions, sections of the country, means of application and thoroughness of application that the original statement would

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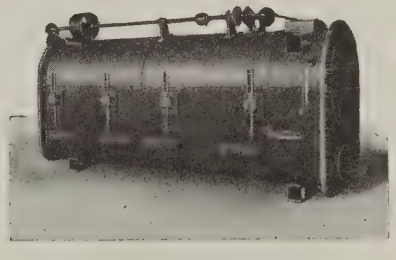
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be nullified. We may seem very slow in reaching definite recommendations, but once they are given the canners we do not expect to have to take any of them back. I might say, however, that ni Maryland ,where row peas are largely grown, results with dust containing 2 per centage free nicotine was very satisfactory. The applications were made with power or traction dusters, using effective trailers and hoods to confine and distribute the dust among the foliage, the temperature was relatively high, and the work was done most thoroughly. In California many tests with nicotine dusts applied by means of a power duster and long canvas trailer gave a high percentage of kill. In Wisconsin certain tests with nicotine dusts gave satisfactory percentages of killings, while in other tests under different weather conditions results were not satisfactory. With calcium cyanide dusts used largely in Wisconsin, the percntage of cyanide which will prove most effective and economical without injury to the foliage has not been definitely established, but future work appears to be most promising of good results.

Much time and effort was spent in Wisconsin developing booms, trailers and other mechanical devices to attach to dusters, as well as mechanical devices to control the aphis. In the course of this work a boom 24 feet lnog in thre movable sections was devised. To distribute the dust 144 holes, graduated in size, were bored in the bottom of this boom. A second type of boom 16 feet long was devised and tested. It is triangular in shape and the bottom angle is a continuous slit, its width adjusted by thumb screws. In one experiment a very even distribution of dust resulted, and by another year it is hoped that much more may be said of this boom. Several types of trailers and drags were developed to better knock the aphides off the vines and confine and distribute the dust at it leaves the boom. It was most evident that by the use of a trailer a noticeably higher percentage of aphides was killed, but it is realized that unwieldy and liable to get out of order, and I rather doubt if it all this extra paraphernalia attached to a duster makes it more will be found practicable to recommend the use of these devices to the average grower.

In view of the rather discouraging results with dusts and sprays, an attempt was made to devise a machine which would collect the aphides as it was driven through the field. After much experimenting, a machine called an aphidozer was constructed which was found to operate very effectively in collecting the aphides from the vines. After various changes had been made in the machine, particularly in the speed of the paddle wheel, a catch of 86 percentage was made, determined from careful counts of the aphides present before and after sweping. From various other collections we were able to arrive at comparative figures of the individuals present in an acre of peas, and I imagine some figures may prove interesting to you, if not alarming. From June 29 to July 6 a total of 28 pounds 5 ounces of aphides was collected from about 5¼ acres of peas. Careful count showed that it took 26,000 aphides to weigh one ounce. This gives an approximate of 12,049,800 individuals caught from the 5½ acres, and if this was about 82 percentage of the number in the field, the total present would be nearly 15,000,000, or roughly 3,000,000 per acre, what we might call a buggy field. At the time peas were swept there was no apparent injury to the vines, blossoms or pods as inspected both by officials of the canning company and members of the station force. It appeared from subsequent observations, however, that the blossoms sustained some injury from the rapidly revolving paddles, and that the yield suffered thereby. It is confidently expected that this difficulty may be surmounted by sweeping peas before they are in blossom, by reducing the speed of the paddle wheel, by using brushes or other material to tip the paddle, or by a combination of these methods. This aphidozer is still in the experimental stage. I can say that as a mechanical collector it did about all that insecticides would do under Wisconsin conditions, but the possible injurious effect upon the peas is still to be worked out. Should this machine prove it to be efficient, it has several marked advantages over other artificial means of control. It would be what we constantly have in mind when searching for control of injurious insects—fairly cheap both in its original cost and in its operation and upkeep. It could be used in nearly all weather except during rain, and perhaps more important still, the thousands of predators caught with the aphides could be liberated into the pea fields again to clean up aphides which the machine had left. In fact, a method to accomplish this liberation has already been worked out.

It is too early in the investigation to attempt any statement as to control of the aphis by its parasites, predacious enemies, and the fungous disease; but perhaps I could hazard the statement that the aphis usually receives a serious setback from the combined effect of these enemies, but nearly always after it has done its damage. The array of enemies is always a little way behind the aphis until in the late summer or fall it overtops the aphis and nearly exterminates it. This, however, does not save the crop of peas which was out in May or June.

An opportunity was offered to make several observations of interest to canners. It has been claimed that certain varieties of sweets are immune from the attack of the pea aphis. This supposed immunity was clearly demonstrated on one occasion in a large field containing Admirals and Advancers adjoining each other. The Admirals, which were supposed to be immune, contained an average of 40 aphides to about 1½ square yards, while the Advancers contained 700 aphides in a like area. Both varieties were in the same stage of development, and a decided immunity is clearly shown under this heavy infestation.

It is often claimed that a heavy driving rain will clean up an infestation of the pea aphis. An excellent opportunity to observe the effect of rain occurred when, on June 7, we were visited with a heavy downpour lasting over an hour. Previous to the rain a large field of sweets had been carefullv inspected with a view to dusting it the next day. The following morning it was found that a majority of the nymphs or young aphides had disappeared from the vines and the infestation was cut down about two-thirds. However, the adults seemed to be about as numerous as the day before. Three hours later an accidental observation showed that the adults were giving birth to living young at a rapid rate, and by noon thev had produced from three to six living young apiece and the infestation had more than doubled since morning.

In 15 pounds of aphides collected with the Aphidozer from 2½ acres, a total of 1739 predacious enemies those which actually catch and destroy the pea aphis, was found. This was probably not over 70 percentage of the predators which were present and shows that these enemies must be a factor in control.

Upon two occasions large flocks of red wing blackbirds were noticed in fields and when four or five were shot and dissected, their mouths, crops, and gizzards were found to be full of aphides. It was estimated that each bird contained the undigested portions of 250 aphides. When one realizes the immense array of enemies constantly preying upon the pea aphis, it is hard to understand how any are left until one realizes that there can be 15,000,000 on a 5½ acre field and that they can more than double their numbers in one morning.

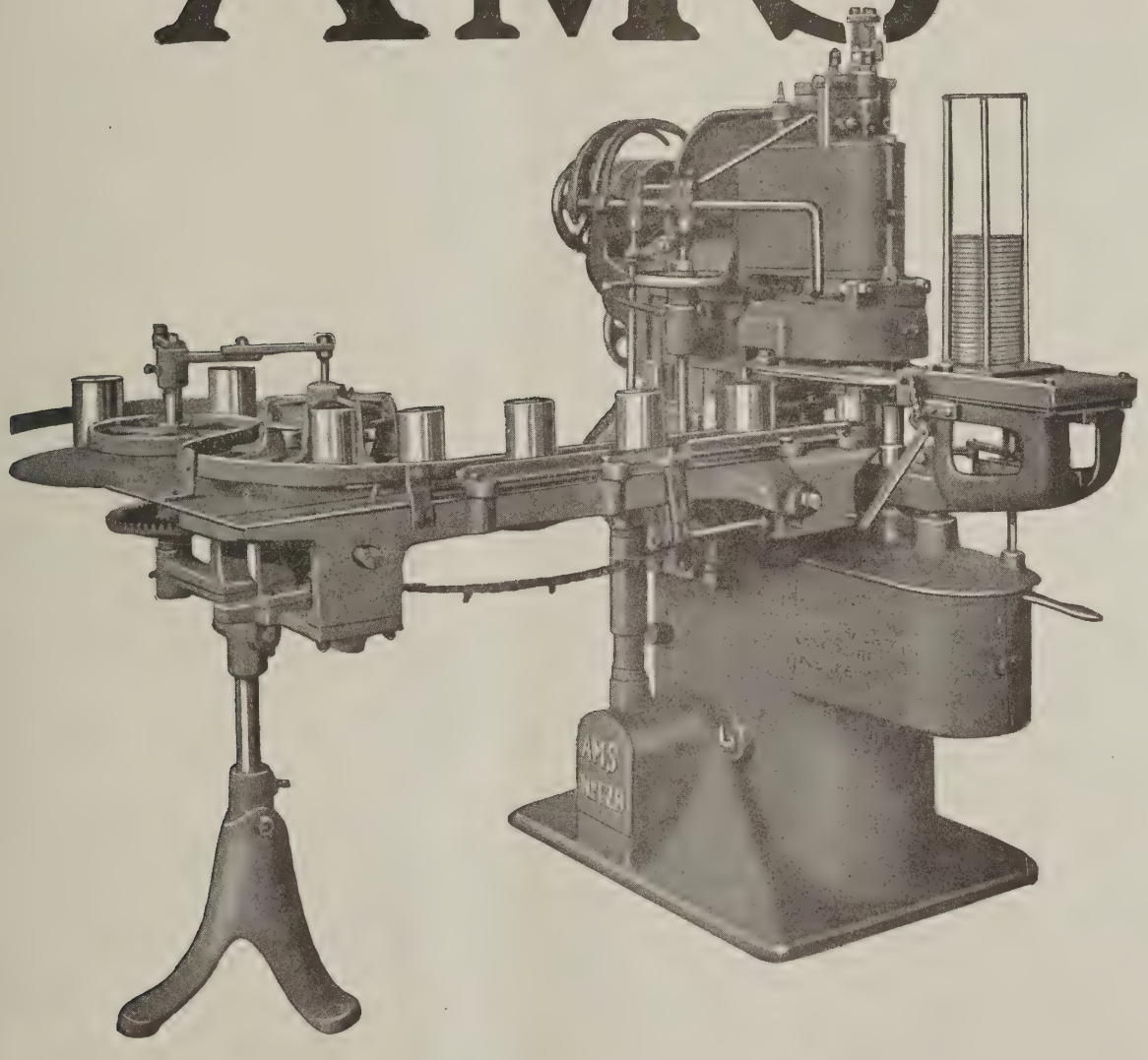
As an instance of cooperation, a most gratifying event occured at Madison this winter in the form of a Canners' school. During the week of December 10, 150 canners representing nearly 70 canneries out of the 115 in the state gathered at the College of Agriculture to gain information through lectures and demonstrations of various phases of the canning industry, soils, innoculation, new varieties, insects and diseases. I should say that in this case the pea aphis was not responsible for the success of the school, but rather Mr. Nicholoy, secretary of the Wisconsin pea packers. Such gatherings are most advantageous in clarifying mutual problems and engendering the spirit of co-operation.

Lastly, I might say a few words on what remains to be done, or at least upon what we intend to concentrate next summer. A conference of entomologists and canners particularly interested in this project was held at Washington, November last, and the season's work was carefully viewed and recommendations made for next season. The conference voiced its opinion as follows: Observations show that the pea aphis has appeared in destructive abundance in some section of the United States every year; that it has been a generously serious pest sporadically; that it is becoming more firmlv established and is rapidly growing in importance. Also, the evidence indicates the possible serious effect on quality when the aphis occurs only in moderate numbers.

It was their opinion that there was a serious lack of knowledge on the bionomics of the aphis, that is, the relation of the aphis to its environment and natural enemies. About this I have already spoken. Moreover, this tvne of information is absolutely essential as a fundamental basis for control. It appears that there may be a critical period during any outbreak when an artificial check properly administered will delay the insect's development long enough for the natural enemies to come in and overpower it. A study of this possibility obviously necessitates much time, effort and co-operation. As regards control measures, it was the opinion of the conference that it was desirable to continue the experiments with various dusts, elaborating upon the percentages, methods of application and influence of weather conditions. In regard to farm practices, it was realized that there may be a direct relation between in-

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jurv by the pea aphis and certain farm practices. Much information should be obtained and detailed study of different farm practices already in effect or possible to employ should be made, practices such as rotation of legumes, trap crops, time of planting, methods of cultivation, resistant varieties, etc. As regards mechanical devices of control, this phase has scarcely been touched, and the possibilities of improving the existino machinery or developing new devices is immense.

Therefore, in making this progress report, there has been very little of the nature of definite recommendations which I could give you. It is a big problem of a big industry, and by careful, efficient, business-like efforts its solution can be developed.

CHAIRMAN HUNT—The next speaker on the program is Mr. W. E. Nicholoy, of Madison, Wis.

WISCONSIN LABEL REQUIREMENTS

By Secretary W. E. Nicholoy
Wisconsin Pea Canners Association

Before taking up the subject "Wisconsin Label Requirements" I would like to give you just a brief history of our present labeling law.

You all remember the various committees established in many of our cities during the World War and shortly thereafter. Most of you remember the Fair Price Committees. Milwaukee had one of these. Its chairman, Mrs. George Chamberlain, petitioned the Division of Markets to invesitgate the profits of distribution of several food commodiites, among which were canned peas.

Alvin C. Reis, at that time counsel for the Division of Markets, made the requested invesitgation and appeared before the Miilwaukee Fair Price Committe. The determination of profits in the distribution of canned peas, he explained, was practically impossible because of the lack of uniform intelligible labeling of the diifferent varieties, sizes and qualities. In the discussion that developed, it was apparent that there was a considerable consumer interest. The reporters present caught this interest and made a news story of it. And the usual thing happened—they did not get the story quite as presented by Mr. Reis. But it made a good story.

The Division of Markets immediately thereafter began a further study of canned peas and started to formulate labeling requirements. In this work they had the encouragement and assistance of one of our leading wholesale grocers, who, for some time, had shown on his labels the size, number and variety name. With this original order in shape, the Division of Markets held a public hearing to which canners and wholesale grocers were invited on March 24th, 1920. Almost to a man, Wisconsin canners present voiced a strong protest. As a result a committee of canners and wholesale grocers was appointed by the Division of Markets. Many hearings have since been held, two orders have been published and withdrawn, and on August 14th, 1923, General Order No. 11-R of the Wisconsin Department of Markets was published effective June 1st, 1924.

I have gone into this somewhat in detail because I want you canners from other pea canning states and you jobbers and brokers to get that idea that Wisconsin canners tried to put something over, out of your minds. The child was left on our doorstep. But now that we are into it, I want to say to you further that we are not ashamed of our adopted child. In fact, we are just a little bit proud.

We feel that the consumer has an honest right to know and be able to determine the contents of the can from the label. We know that she is interested. Investigation and demonstrations have proven this. If you doubt it try it out in your own home town on your own friends outside of the canning industry. But ot make this possible we must have a uniform, intelligiible system of labeling.

What do the present designations mean to the consumer? What do they mean to you? I have been in the canning business for a good many years and I would hesitate to guess the contents of the can unless I knew the label. So would you. The only person who knows the contents from the label is the one who applies the label or gives instructions as to its appliication. Small wonder the consumer can't tell and she never wilil be able to tell until we have a uniform intelliigible system of label. Our chief regret is that the Wiisconsin law, or a similar one, is not Federal Law.

Mr. Reis, counsel for the Department of Markets, said before the last annual meeting of our association, "I will say that if it turns out that this order is working to the dertiment of the canners and that the narrow-minded attitude of certain jobbers becomes so tremendous that it threatens the industry, I shall withdraw the order, for I do not intend to tolerate any regulation which works for the annihilation of one of the state's greatest industries. The order is not intrinsiically unreasonable. It does not demand a label, but merely specifies wording where a label is used. In this respect it is more lenient than any order issued by the Department of Markets. Orders as to cheese, potatoes, cabbage and honey not only specify the wording but demand a brand or label embracing that wording and do not permit marketing without a label. The order, though requiring certain wording, does not forbid the use of other wording. Again, the order is not as grasping as the potatoes orders for insatnce, which prescribed certain grades and forbid the use of any other grade terms, or the cheese standards which established Wisconsin fancy and Wisconsin No. 1 grades, and do not recognize any such thing as Wisconsin "standard" or Wisconsin "extra standard" grade. The pea labeling order is the weakest, most puerile ever issued by the Wisconsin Department of Markets. The order, however, has tremendous scope like all other orders of the Department of Markets, in that it affects all the products packed in Wisconsin. It is unlike the Dairy and Food Regulation which applies merely to goods sold within the state and is designed for the protection of domestic consumers only. Our order affects all peas packed in Wisconsin, regardless of destination and regardless of whether under canners' or jobbers' label. Ninety-five per cent, of Wisconsin cheese and Wisconsin potatoes goes outside the state. Yet every Wisconsin cheese and every sack of potatoes bears the grade mark as required by the department. The basis of this broad regulation is two-fold: (a) The protection of the consumer against deception and misrepresentation. (b) The more fundamental basis, however, which certainly is at the bottom of the cheese and potato regulations is the purpose to build up the reputation of a Wisconsin product and protect that reputation upon the markets of other states."

Right here it might be interesting for you to know that two years ago 15,000 cars of potatoes went out with compulsory inspection. Wisconsin potatoes on the Chicago market sold on a par with Idaho potatoes and 40c above Minnesota, whereas five years ago before there were regulations, Wisconsin potatoes were 60c below Minnesota and $1.00 under Idaho. This does not mean that compulsory inspection under the Wisconsin Department of Markets has raised the price for Wisconsin potatoes—it simply means that it has raised the quality of Wisconsin potatoes and labeled that quality so that it could be easily recognized. Mr. Reis said further, "The argument based upon reputation does not apply with equal cogency to mere variety and size labeling requirements, but it is the argument and the degree of deception which these regulations avoid by affirmatively requiring that the label bear, in words of a common school education, the designations size 1, size 2, etc., rather than resort merely to those nebulous expressions such as Sifted, Extra Sifted and Tiny Sifted which are intelligible to you, but to no one else; or to the phrase Early June as to peas which never saw early June. Let me say in concluding that I can see that regulations in this matter ought to be national in the interest of uniformity and justice to parties dealing in several states and if you can put through a national regulation I shall revoke the state orders, but you have talked for two years about national regulations and have got nothing. In anticipation, however, of the time when there may be a national order, it is written into the marketing law that in such an event the state requirements must conform to the Federal requirements. But I will go further and say that if a national regulation is issud I shall not merely make the state order conform to it, but I shall revoke that order and let the Federal Government handle the situation. In the meantime, so long as the Federal Government does nothing and its statutes are mute upon the point, the Wisconsin orders will stand if they do not work out to your detriment, and I sinicerely hope that you come to be proud of them rather than ashamed of them and that they will mean to you that you can say to your trade that Wisconsini demands the labeling of variety and size and quality, that not only is your Association behind this thing, but also your State of Wisconsin is additional authority in back of it and you can trust the Wisconsin label."

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Now, gentlemen, we are proud of this regulation, but we are not selfish. We want the consumer to know that she can trust the Wisconsin label and we hope that eventually Federal regulations, which are mandatory, will be promulgated and that the consumer will be able to trust and believe in every canned foods label, especially canned peas.

CHAIRMAN HUNT—Would you care to mention the fact that peas, when shipped into Wisconsin from outside, will be subject to the same regulations?

MR. NICHOLOY—Yes. General Order No. 11-R applies equally to peas shipped into the State of Wisconsin by outside canners or outside jobbers. That does not mean General Order No. 11-R reaches the outside canner or the outside jobber, but it does mean that it reaches the Wisconsin retailer or wholesaler who handles them. So that any of you who are shipping peas into Wisconsin after June 1st, 1924, must have your labels comply with the Wisconsin labeling requirements.

MR. GREENBAUER—Mr. Nicholoy, I would like to ask if I am a canner in Wisconsin and I want to ship some peas outside of the state to a certain jobber, and he wants to furnish me labels to put on those peas, is it necessary in that intance that this regulation applies?

MR. NICHOLOY—Yes, sir. If the labels are applied within the State of Wisconsin they must conform with the Wisconsin labeling requirements.

MR. GREENBAUER—There is nothing in the regulations to prevent shipping unlabeled peas?

MR. NICHOLOY—No, sir. And there is nothing in the regulations which says where on the label these designations must appear. It merely tells you the size of type which you must use, and there is nothing in there which prevents the use of the present designations which you are using.

MR. DICKINSON (Illinois)—Mr. Nicholoy, may I ask if you have done anything in an attempt to disignate quality?

MR. NICHOLOY—The Wisconsin Department of Markets originally had that idea in mind, but I want to say to you that when this order first came out it just scared the canners stiff; they thought they were ruined forever, and I guess it scared some of our wholesale grocer friends even worse, with the exception of some of our Wisconsin jobbers, who were in favor of it, and becaue of that we thought best to use our f-forts to get the Wisconsin Department of Markets to pass up quality requirements for the present time.

Personally, I believe that the quality should go on the label, but there is a big difference of opinion in that, Mr. Dickinson.

MR. CLARENCE SEARS (Ohio)—May I ask if peas may be shipped into Wisconsin unlabeled?

MR. NICHOLOY—That is rather a serious question. Peas could be shipped into Wisconsin unlabeled, but they could not be sold there before a label was applied, in which case the label must comply with the Wisconsin order. I believe that is a correct statement.

CHAIRMAN HUNT—I might state that the special committee working on our definitions and standards had quite a problem in front of them on account of the regulations which have been adopted in Wisconsin, and pamphlets were passed out to you, from which you will find that we took this question up with Mr. Nicholoy and they have concurred with these regulations and the regulations which will be adopted by the section today will be workable in Wisconsin, so that they would not be misbranding or packing things against these regulations.

CHAIRMAN HUNT—The next speaker on the program is Dr. J. Russell Esty, Washington, who will speak to us on "The Relation of the Degree of Contamination to Sterilization."

The Relation of the Degree of Contamination to Sterilization

By J. Russell Esty
National Canners Association Research Laboratories

IT has long been recognized that different kinds of food undergo different types of decomposition, such as the souring of milk, the decaying of meat, the rotting of fruit and vegetables, the moulding of berries and the fermenting of fruit juices. We are also well aware of the fact that canned foods that are insufficiently processed or packed in defective containers will spoil within a short time under certain conditions.

With the development of bacteriology we now recognize three classes of organisms as exceedingly active in bringing about these changes, namely, yeasts, moulds and bacteria. They are too small to be visible to the naked eye, and can only be seen when greatly magnified by means of the compound microscope, hence the term micro-organisms is applied. They are the smallest living beings of which we have any knowledge, and are both our friends and foes.

The yeasts affect practically only those food substances which contain a large amount of sugar, such as fruits, tomatoes and preserves, where as the moulds will attack all classes of foods to some extent. These two classes of micro-organisms, yeasts and moulds, are not especially heat resistant, the temperature of boiling water being sufficient to destroy them within a few minutes, and consequently are insignificant in the preservation of foods by heat as employed in the canning processes. On the other hand, bacteria are the most abundant and the most vigorous of the micro-organisms. They are the most serious enemy to food, bringing about different types of decomposition dependent upon the kind of food and the class of bacteria acting upon it. They comprise numerous varieties differing among themselves as widely as the common plants of which we are more familiar. These microscopic forms average about 1/25,000 inch in diameter and about 8 billion can be crowded into a mass about the size of a pin head.

Bacteria attack any kind of food suited to their growth and multiply rapidly under favorable conditions, i. e., proper nutritive materials in a moist state held at a suitable temperature. Each bacterium grows best at a certain temperature, at which, provided other conditions are suitable, reproduction takes place at least every 30 minutes. In such a case it has been estimated that its progeny at the end of 12 hours would be 17,000,000, while if it occurred once an hour, the same number would be produced in 24 hours. On the other hand, if held at a less favorable temperature, so that it would reproduce itself once in four hours, its offspring at the end of 16 hours would only number eight. This illustrates the importance of refrigeration in handling food. Cooling does not kill bacteria, but merely prevents or retards their growth.

The majority of bacteria grows best at 70 to 100 degrees F. The average canning plant during the summer months has about this temperature, and affords such bacteria conditions that permit rapid growth. Experiments made to determine the rate and extent of decomposition of the raw foods—spinach, peas, asparagus, corn and string beans—when naturally and artificially contaminated with certain organisms and held under different conditions of temperature, show conclusively that these raw products decompose rapidly at 90 to 100 degrees F. At lower temperatures bacterial changes develop more slowly and not to such a marked degree. Hence, any step that can be taken to reduce the temperature of the raw product held for canning or the time of holding it greatly prevents gross contamination. This decreases the possibility of spoilage both of the raw material and, as will be seen later, of the canned product, since great numbers will be produced within a short time if growth occurs.

For rapid growth in foods, bacteria also require a certain amount of moisture. On account of this, fruits and vegetables that are thoroughly dried do not spoil. Drying does not kill bacteria, but they cannot multiply without water. This point is important in connection with the storage of the raw product at canning plants. A well-ventilated place should be provided in order that the surfaces of the food material may be kept dry, which will retard spoilage.

Bacteria may be divided into distinct groups, according to their characteristics and the functions they perform. We have, for example, the disease-producing organisms which cause typhoid fever, diphtheria, tuberculosis, etc., as compared to the non-disease-producing bacteria such as the majority of the forms found in the soil and those active in the manufacture of cheese, vinegar and sauerkraut. Some bacteria have the power of producing different gases, such as carbon dioxide, hydrogen and hydrogen sulphide, and which are responsible in the case of

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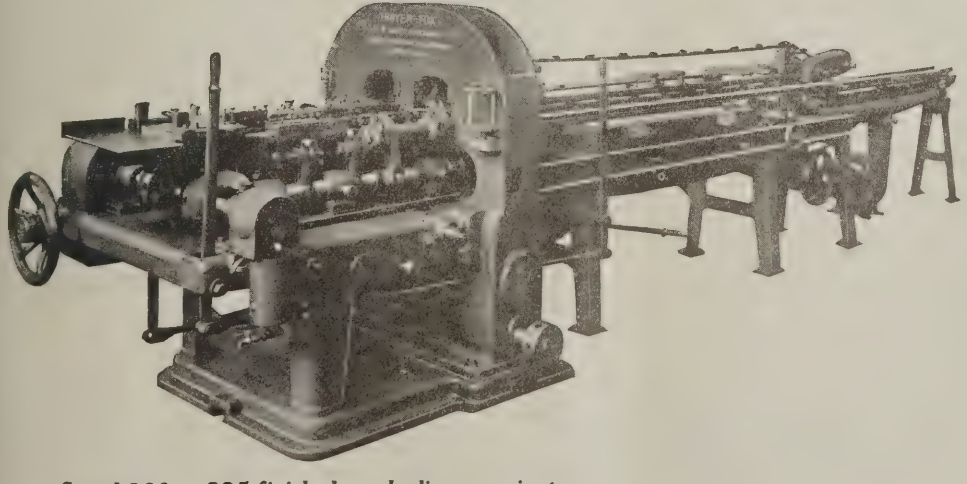
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bacterial action for the production of "swells" in canned foods. Other organisms produce different kinds of acid without gas formation, accounting for "flat sours" in certain canned foods.

There is also a marked variation in the heat resistance of different organisms ranging from those which are destroyed at the pasteurization temperature of milk, including the large majority of the disease germs, to some which are able to survive several hours' continuous boiling and over a half-hour exposure to 15 pounds steam pressure.

Of especial interest and demanding our most serious consideration is this latter group, since the destruction of these resistant forms or some means to control their development is absolutely essential in order to prevent subsequent spoilage of the pack.

Bacteria will continue to grow and multiply until certain conditions arise, such as (1) the change of temperature, (2) the alteration of the food material due to the by-products formed by their own activity or to those formed by other kinds of bacteria growing at the same time, (3) by conditions arising from natural sources, when they either die or pass into a dormant stage known as the spore. Those which have this property of producing spores are known as spore-bearing as contrasted with non-sporing bacteria in which life is short under adverse circumstances.

The function of the spore is to preserve the species until favorable conditions arise under which it can again grow and multiply. Spores of some varieties are capable of resisting extremely high temperatures for a long time, as compared to the non-spore forms, and also are many times more resistant to disinfectants, chemicals, and to all other known adverse conditions. They may remain alive for years and resist drying and extreme cold over a long period.

In this spore state, bacteria are abundant in the cultivated soil, and are present on pea-pods, corn husks and spinach leaves. They are also on the surface of different vegetables, such as beets, asparagus, tomatoes and string beans. When vegetables have been bruised and allowed to stand exposed for a long time, or have in them decayed portions, in which millions of organisms are active, the degree of contamination is unlimited. Vegetables in this condition are generally laden with numerous resistant spores and make favorable the further development of these organisms with a large increase in numbers of resulting resistant spores.

Furthermore, the careless disposal of waste products and spoiled canned foods are important factors in the distribution of resistant organisms and contribute to the contamination of the soil and premises surrounding the canning factory. We know that food may become contaminated with these same bacteria that have caused spoilage of previous packs if traces of the different stages of the canning operations and from machinery with which the food comes in contact shows the presence of the spoiled material are still present in the vicinity of the factory and come in contact with the raw material at the time of its preparation for canning. The examination of material obtained from same bacteria all along the line, and clearly demonstrates that they can easily gain access to the can.

In this connection it should be emphasized that the organism causing botulism (B. botulinus), the only known spore-forming bacterium that produces a poison in certain canned foods, is frequently associated with decaying plant material. Favorable conditions for its growth in soil probably occur when decaying vegetation furnishes the necessary food material. In this way the organism probably continues to exist and occasionally increases its numbers. This possibility should be fully appreciated in canneries and utmost care exercised in the disposal of the waste products. The assumption is justified by experimental evidence that the most resistant spores of B. botulinus may not be introduced into the cannery on the fresh and sound vegetables and fruits, but are more likely to be produced under unsanitary conditions of waste disposal. Vines, leaves and decayed material show the presence of this organism in much greater numbers than on specimens of foods such as beans, cucumbers and olives. The distribution of these spores in nature also shows that plant material undergoing decay and fermentation as, for example, vegetables, moldy hay and eosilage, is a common habitat and furnishes favorable environment for its continued existence. Therefore, the possibility of contaminating the material being canned should be reduced to a minimum by using all practical means for the disposal of spoiled material.

The presence of a few organisms in the food at the time of processing clearly indicates that the raw product was fresh, sound, promptly handled and prepared in a sanitary manner. On the other hand, numerous bacteria and spore forms in food material is evidence of contamination from one or more of the following conditions: (1) the raw material has been either improperly stored, held under improper conditions for too long a time or carelessly handled, (2) the equipment has not been thoroughly cleaned, (3) lack of cleanliness and care in the preparation of the food on the part of those responsible for it, or (4) delay in processing after the food material has been canned.

Canned foods in which bacteria can produce spoilage must either be so handled that these organisms cannot grow in them, or else they must be killed and subsequent contamination prevented. In order to accomplish this, several factors must be considered. The time necessary to sterilize, or process, as it is more commonly understood when applied to canning, varies with each food. This depends upon the rate the heat penetrates into the center of the container and the time necessary to destroy at a certain temperature a definite number of resistant spores in that particular food.

Our laboratory results conclusively show that the number of spores present in the food markedly influences the sterilizing time and that individual spores of the same organism vary in their heat resistance. The majority of spores in any solution are not especially heat resistant, and as the time is prolonged fewer spores remain alive, until finally the most resistant ones succumb. The number of these most resistant spores vary in proportion to the total number of spores present in the solution. For example, if there are 10 of these most resistant spores in a solution containing 100,000 spores, there should be one in every 10,000 if equally distributed in 10 sets of 10,000 each, and only one spore in 10 sets in which each set contains 1,000 spores. In other words, the chance of obtaining these occasional most resistant spores becomes less with fewer spores in the solution. This explains why all cans of any product do not spoil when subjected to the same heat treatment.

The results of our laboratory tests were confirmed by experimental packs of approximately 14,000 cans of peas and corn inoculated with different numbers of the same organism and subjected to different processes. The organism used in this work was isolated from a "flat sour" can of corn and grows readily at temperatures from 60 degrees to 145 degrees F. The retort thermometer and pressure gage readings were checked by means of a standard chemical thermometer inserted in the retort door. The temperature was carefully controlled by hand, and uniform heat circulation was obtained by sufficient bleeds. The processing was done in an ordinary vertical retort filled about one-third full of water. The cooling was accomplished in the retorts under pressure, but without excessive strain on the cans. Heat penetration tests were made by means of thermocouples on four to six cans of corn in each run in order to determine the rate at which the heat penetrated representative cans. The temperature at different parts of the retort was also checked by means of thermocouples. Special attention was paid to the details of uniformity in the pack as to consistency, grade and initial temperature.

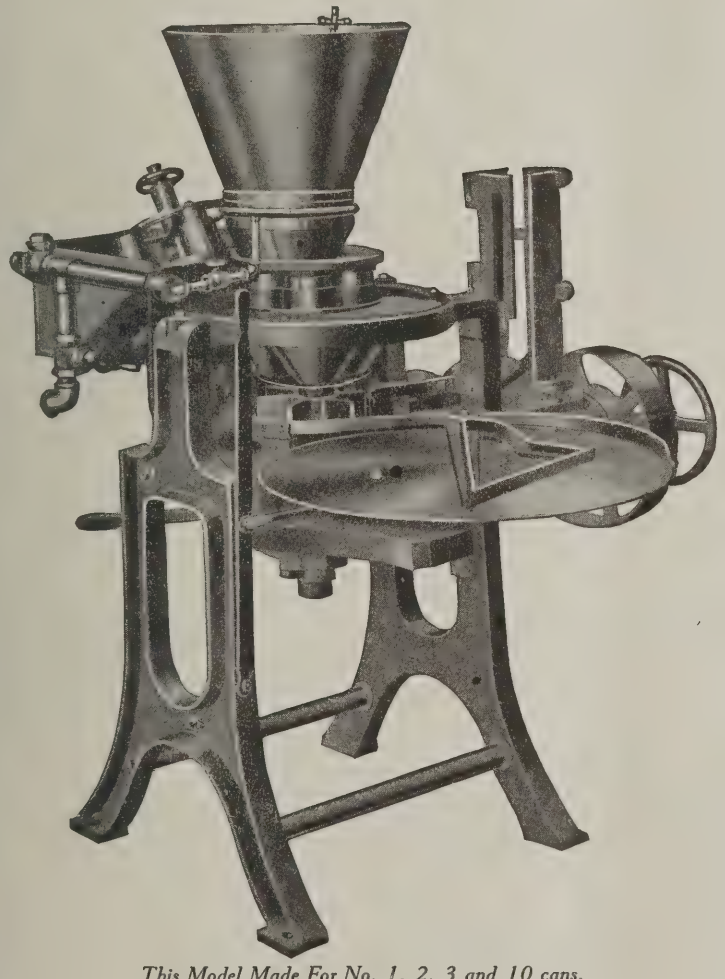
TABLE I.

Per Cent of "Flat Sours" in No. 2 Cans of Peas Experimentally Inoculated With Different Numbers of Spores and Processed at 240 and 250 Degrees F.

Process Temp.	Time in Minutes	Number of Spores Inoculated Into No. 2 Cans									
		10,000,000		3,000,000		600,000		60,000		Controls	
		No. cans	Pct. sour	No. cans	Pct. sour	No. cans	Pct. sour	No. cans	Pct. sour	No. cans	Pct. sour
240	27			99	91.9	94	48.9	92	10.9	24	4.2
	36	18	100.0	90	35.6	141	14.2	141	7.8	24	0.0
	40	24	70.8	138	8.0	91	4.4	211	1.0	24	0.0
	45	32	6.24	147	2.04	174	1.15			24	0.0

Process Temp.	Time in Minutes	340,000		34,000		3,400		Controls	
		No. cans	Pct. sour	No. cans	Pct. sour	No. cans	Pct. sour	No. cans	Pct. sour
250	8	90		95	58.9	93	37.9	23	13.0
	10	94	48.9	97	25.8	95	9.5	24	4.2
	12	112	31.5	131	3.8	150	0.67	24	0.0
	15	160	8.13	200	0.5			24	0.0

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Ayars Machine Company SALEM NEW JERSEY

TABLE II.

Per Cent of "Flat Sours" in No. 2 Cans of Corn Experimentally Inoculated With Different Numbers of Spores and Processed at 240, 245 and 250 Degrees F.

Process Temp.	Time in Minutes	Initial Temp. in Degrees F.	Number of Spores Inoculated Into No. 2 Cans: 900,000 No. cans	900,000 Pct. sour	90,000 No. cans	90,000 Pct. sour	9,000 No. cans	9,000 Pct. sour	Controls No. cans	Controls Pct. sour
240	95	158,160,163	24	100.0	146	82.9			26	15.4
	106	162,164,171	26	57.7	149	16.8			25	0.
	115	161,162,164	25	48.0	149	6.45			25	0.
	130	155,160,161	25	0.0	154	0.6			25	0.
245	80	160,162,163	22	100.0	154	61.0			25	0.
	80	154,154,160	27	14.8	147	5.4			26	0.
	94	151,151,153	25	13.0	148	2.8	147	0.0	98	0.
	105	138,142,154	25	0.0	154	0.0			25	0.
250	70	150,160,160	25	68.0	151	47.0			25	0.
	78	160,161,163	26	11.54	154	3.25			25	*8.0
	84	155,155,000	25	0.0	155	0.65			25	0.
	90	161,165,168	25	0.0	148	0.0			24	0.

Uninoculated controls incubated at 98 and 130 degrees F.

*One can became hard swell, the other a flat sour after an incubation at 130 degrees F.

I. Per cent of "flat sours" in No. 2 cans of peas experimentally inoculated with different numbers of spores and processed at 240 and 250 F.

II. Per cent of "flat sours" in No. 2 cans of corn experimentally inoculated with different numbers of spores and processed at 240, 245 and 250 F.

The table summarizing the results of the experimental pack of peas in No. 2 cans shows that as the number of spores of the same organism is increased the time necessary to sterilize them is also increased. For example, basing the spoilage on the per cent of "flat sours" in any lot, we see that a cook of 40 minutes at 240 degrees F. produces approximately one per cent in 211 cans containing 60,000 spores, whereas a cook of 45 minutes at 240 degrees F. is necessary to destroy all but approximately one per cent of cans containing 609,000 spores of the same organism. It will also be seen that the per cent of "flat sours" increases in proportion to the number of spores present. For example, a cook of 27 minutes at 240 degrees F. gave 42 per cent "flat sours" in normal uninoculated cans, as they were processed, while 10.9 per cent "flat sours" resulted when 60,000 spores were present, 48.9 per cent when 600,000, and 91.9 per cent when 3,000,000 were inoculated. Again, a cook of 40 minutes at 240 degrees F. showed no "flat sours" in cans containing 60,000 spores, 4.4 per cent containing 600,000, 8 per cent containing 3,000,000, and 70.8 per cent containing 10,000,000. Furthermore, by increasing the time of the cook to 45 minutes, only 6.2 per cent "flat sours" resulted when 10,000,000 spores were inoculated into similar cans. This large number of spores, namely 10,000,000, represents excessive contamination and would only occur when the product had undergone considerable decomposition.

This table also shows that the contents of the uninoculated cans at the time of processing contained less than 60,000 spores of the resistance of the organism tested as seen by comparing the per cent "flat sours" developing in control cans with that in cans containing 60,000 spores. Control cans processed at 240 degrees for 27 minutes gave 4.2 per cent "flat sours," while those containing 60,000 gave 10.9 per cent; also, controls processed at 240 degrees F. for 36 minutes gave no "flat sours," but 7.8 per cent developed in cans inoculated with the above number.

It is realized that the resistant organisms present in the normal cans are in all probability of different types than the one inoculated and safe to assume that the heat resistance would differ for the different groups.

The results obtained when processing at 250 degrees for different times show the same relationship of the degree of contamination to sterilization. In these runs the following number of spores were used: 340,000, 34,000 and 3,400. On account of this the results at 250 degrees do not afford a direct means of comparing different runs at 240 degrees. However, it is seen that the spoilage increase with large numbers of spores as shown by per cent "flat sours," and that as the process time is increased, a product containing a definite number of spores becomes more nearly sterile. To illustrate, a cook of 250 degrees for 12 minutes sterilized normal uninoculated controls, while the contents in one of 150 cans containing 3,400 spores of the same organism became sour; in those containing 34,000, five "flat sours" developed in 131 cans, and in those containing 340,000, 35 "flat sours" developed in 112 cans. In cans containing 34,000 spores and processed at 250 degrees for different times, the following per cent of "flat sours" developed, showing a great reduction in the spoilage as the time was increased—8 minutes, 58.9 per cent; 10 minutes, 25.8 per cent; 12 minutes, 3.8 per cent, and 15 minutes only one can in 200 became sour. The results at 250 degrees also indicate that less than 3,400 spores of this organism or any of equal resistance to that one tested were present in the normal cans when processed. A cook of 250 degrees for 10 minutes showed 4.2 per cent "flat sours" in control cans, and 9.5 per cent in cans containing 3,400; also, a cook of 250 degrees for 12 minutes showed no "flat sours" in controls, and one of 150 cans containing 3,400 spores of this organism.

The table summarizing the experimental packs of corn in No. 2 cans processed at 240, 245 and 250 degrees shows the same effect of number of spores as those obtained in canned peas. A large number of cans of white evergreen corn was inoculated with 900,000, 90,000 and 9,000 spores of the same organism, and the results recorded in terms of per cent "flat sours." It will be readily seen that the spoilage (per cent "flat sours") is consistently greater when 900,000 spores are heated than 90,000 for any process. Your attention is, however, called to the fact that in two instances, and then when the spoilage occurs in only an occasional can, the per cent "flat sours" appears to be slightly greater in the cans containing fewer spores. I refer to the results on the cooks of 240 degrees for 130 minutes and 250 degrees for 84 minutes, in which one can in 154 and 155 cans, respectively, containing 90,000 spores became sour, while 25 cans each containing 900,000 spores appeared to be sterile when given the same treatment. These results are hardly comparable, since only 25 cans of the latter were tested, as against 154 and 155 cans, respectively, in which 90,000 spores were present. It is believed that if at least 150 cans had been tested with 900,000 spores, some spoilage would have occurred in these cases.

We are not yet in a position to state how many spores may get into the can in any factory, the kinds or their heat resistance upon which the process depends. Conditions which influence their production and destruction vary in the same plant from time to time and in different canning sections. These points deserve careful consideration and much research is necessary to establish certain fundamental factors operating and controlling them which have a direct bearing on the safe processing of canned foods. We are planning an extensive investigation covering these points in connection with our experimental packs.

These results warrant the following conclusions:

1. Spoilage of canned peas and corn is materially increased when the number of spores is increased.

2. Given the same amount of contamination, spoilage of canned peas and corn is materially reduced by increasing the process time at any temperature.

3. Comparing the sterility results of uninoculated controls with those obtained on cans inoculated with different numbers of spores of the same organism, the amount of contamination in the normal cans of peas used in these tests at the time of processing appears to be less than 3,400 spores of the same or greater resistance to the organism tested.

CHAIRMAN HUNT—We are deeply indebted to Dr. Esty for this instructive talk along these lines.

We are fortunate in having with us this morinng Dr. F. C. Blanck, from the Bureau of Chemistry, who will talk to us on

GRADES OF CANNED PEAS.

By Dr F. C. Blanck

In my consideration of the subject assigned me today I realize very keenly my own lack of that wealth and breadth of experience in the grading of peas which is yours, and I trust that you will consider my own personal limitations in an adequate consideration of this subject.

During the past year or more the various trade journals have contained numerous articles on this subject which have expressed clearly and precisely the view of many leaders of this industry.

In addition, you are all very familiar with the requirements of the new Wisconsin and Canadian rulings on the marketing of this commodity.

Furthermore, women's and consumers' organizations, the household editors of many of our leading papers, as well as home economic experts, have actively taken up this problem of grades or qualities of canned fruits and vegetables, with the idea of educating the consumer to buy more intelligently and to gain and secure a more informative type of labeling.

The present definitions of the United States Department of Agriculture for the various grades of canned peas have

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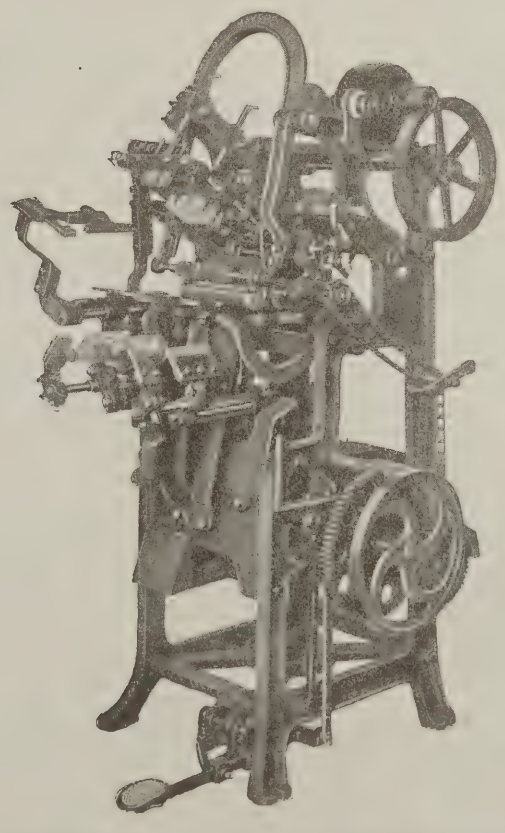
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long been recognized as not being truly descriptive of the trade practices in the selling of this article. To secure a revision of these definitions, a committee on pea standards of your section has been active in the formulation of tentative definitions which more correctly express present-day practices.

At your meeting in Milwaukee last April I believe I had the pleasant opportunity of indicating to you the procedure by which definitions and standards for food products are adopted by the joint committee on definitions and standards, and also some of the desirable and important factors in the formulation of an enforcible definition.

Subsequently it was my good fortune again to participate in the deliberations of your standards committee, which resulted in the publication, I believe last November, of the tentative definitions which are before you for adoption or revision at this meeting.

In consequence of the wide discussion which the subject has had from so many experts, I feel strongly my personal inability to bring to you important constructive help in the solution of your difficulties from the definition standpoint.

My experience of five or six years in the examination of canned peas from a regulatory or food control official's point of view is dwarfed into insignificance by your long practical experience in the manufacture and sale of this important food product. Therefore, it seems more pertinent and perhaps more helpful for me to bring to your attention certain features of these tentative definitions as I view them from the food control official's or regulatory officer's point of view.

I note, or I noted after I reached the meeting room this morning, a revision of the first printed form of these definitions which corrects some of the points which had occurred to me. Notably, the insertion of the descriptions of the canned pea variety and one or two other omissions, and also a change in the phraseology of the definition for the standard quality of peas.

The point or points which I wish to bring out more particularly are the apparent difficulties of avoiding the use of certain terms or expressions in defining these various qualities, which terms are not capable of precise definition. I have in mind such expressions as "practically;" I have in mind such expressions as "reasonably." I also have in mind the phraseology in the present definition for "Standard Quality Pea;" that is, peas which are fresh but may be more nearly mature peas. That is: How close can that maturity approach full maturity and still be considered as a standard quality pea?

I have discussed these terms and their lack of definite character with many of my fellow food officials in the country. I have discussed it with members of your committee, and I realize that each and every one of you gentlemen, as practical pea packers, realize the difficulty and the possibility of variable interpretations when we are using terms which cannot be closely, accurately and definitely defined.

Yet, I must frankly confess that I know of no better terms; I have no suggestions to make; I know no better terms which could be used than those terms. The thought, however, that I wish to bring out in connection with the use of these terms is the possibility of the personal equation of the examiner of the article. That is one point you have got to consider at all times, and that is the different judgment of the individual examiner in his interpretation of what constitutes "practical" and "reasonable," and so forth, in his interpretation of any of these qualities of canned peas. That same difference, that same personal equation, of courrse, comes up again when a regulatory official has to consider a given case involving these definitions.

Another point which has occurred to me also, and on which Mr. Nicholoy touched earlier this morning, is the desirability of having uniformity in definitions and standards. If I interpreted his remarks correctly, he indicated that the State of Wisconsin, Bureau of Markets, was willing to adopt definitions and standards for canned peas if the Department of Agriculture in Washington were to adopt definitions and sirability of having uniformity in definitions and standards. industry. Is that correct?

MR. NICHOLOY—Providing your regulations were mandatory.

MR. BLANCK—Even at the expense of repetition, I think it is essential that I again repeat certain considerations which I discussed at the meeting of your section in Milwaukee last April.

As Mr. Nicholoy has just stated, the question involved is whether or not definitions and standards adopted by the Department of Agriculture in Wahington may or may not be mandatory in their character. As far as the present Federal Food and Drug Act is concerned, there is only one mandatory provision in that law, and that is a statement of the quantity of the contents.

If these definitions and standards, or rather these definitions for canned pea qualities which you gentlemen have been considering now for sometime, are adopted and promulgated by the Department of Agriculture, that will not mean that a pea packer must label his cans of peas as "fancy" quality or "choice" quality or "standard" quality, or with the variety of the peas on there, nor will it compel him to put on his label the canned pea sizes. If these definitions and sizes are adopted by the Department of Agriculture, they can only be used so far as the present phraseology of the Federal Food and Drugs Act is concerned in determining whether or not a given shipment of canned peas moving in interstate commerce is misbranded—adulterated under the terms of the law. That is, a shipment labeled as fancy quality early peas, and a statement as to size, if those statements appear on the label, or if the product is invoiced and they do not appear on the label, if the product is invoiced to indicate the quality, variety an size of peas contained in the shipment, and the shipment does not conform either to that label declaration or to the invoice and description of the product, then action under the federal law is taken on the basis of such definitions as are now before you for consideration.

I hope that I have made my point entirely clear that there is at the present time nothing mandatory under the federal law regarding the labeling of quality, variety or size of canned peas, or any other product that goes into interstate commerce, that the only present mandatory requirement is an accurate statement, a conspicuous statement of the quantity of the contents of the container.

From the foregoing considerations you can readily appreciate and realize the difficulties which confront all of us in the proper formulation of these definitions, and the absolute dependence of the food officials on you as an industry to supply these definitions in a form you as an industry can support.

I trust that as a result of your further discussion at this meeting you may be able to arrive at a common, acceptable, clear understanding of the various qualities of canned peas and the factors that differentiate them, and that you may be able to present a schedule for adoption which will adequately express present-day practices, and which schedule may then be used as a basis for commercial tranactions, regulatory work and for the education of the great consuming public. I thank you. (Applause.)

THE CHAIRMAN—Mr. Stare, our secretary, has consented to give us a talk on statistics along the line of his paper at Milwaukee a year ago. He has prepared these charts, and I am sure it is one of the best things the section has got to listen to.

(Mr. Fred A. Stare exhibited a series of charts, showing in a clear and comprehensive manner the annual statistics of peas, but his remarks are meaningless without these charts, and are therefore not reproduced. They were reported with the charts at the time originally given by Mr. Stare.)

CHAIRMAN HUNT—We are certainly indebted to Mr. Stare; we know that he is exceedingly busy, and I know the section greatly appreciates it.

At this time the meeting is open to discussion. I would like to have the question of the adoption of the definitions of standards and grades taken up. The special committee has revised them and sent them around for you to look over and think over, so that if there is any discussion which you care to bring before the meeting at this time I would like to have it, so that we can adopt them and present them to the Department for adoption.

There was discussion on Canadian standards and tolerances of splits, after which:

MR. BURDEN—I move that the Pea Section of the National Canners Association adopt the tentative definitions and standards submitted by the committee on that subject, and refer them to the U. S. Bureau of Definitions and Standards, with the request that if it is desired they succeed the present existing definitions and standards. The motion was carried.

CHAIRMAN HUNT—The question of coding came up. The committee did not do anything about it, but as chairman of the section I would strongly urge that every canner see that his labels are properly coded, so as to aid our conference committee on the question of swells. That is going to be one of the important things, to see whether the goods are in the

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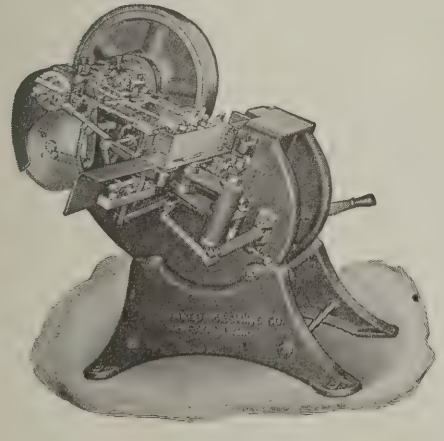
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hands of the retailer, and are not returned to the jobber, and from there to the warehouse. If the labels can be taken off the can and marked on the back, it will be very easy for identification as to whose goods they are, what year they were packed and the claim can be passed on without question, and if that is taken care of it will simply be a matter of the conference committee finding the solution of the swell problem with the jobber.

I would like to hear the report of the nominating committee.

THE ELECTION.

CHAIRMAN NOMINATING COMMITTEE—The Nominating Committee has unanimously agreed to present the name of Fred A. Stare as chairman, and B. C. Olney, of Rochester, New York, as Secretary.

I move the election of Fred A. Stare as chairman and B. C. Olney as secretary. Motion seconded and carried.

CHAIRMAN HUNT—The Resolutions Committee; have they anything to report before we adjourn.

MR. BURNEN—I think the only resolution, perhaps, that is necessary at this time would be one of appreciation for the services of the retiring officers, and I will offer this for your consideration:

Whereas, The important questions that have come before the Pea section during the past year have entailed on the part of its officers an unusual amount of detailed work, including attendance upon important conferences on the subject of definitions and standards requiring unusual time and travel;

Be it resolved, That the Pea Section of the National Canners, in session at Buffalo, N. Y., January 23, 1924, hereby expresses its sincere and grateful recognition of the service of its retiring president, Mr. Charles H. Hunt, and of its Secretary, Mr. Fred A. Stare

I would like to move its adoption. Is it seconded?

(Motion seconded) and carried.

CHAIRMAN HUNT: If there is nothing further to come before the meeting, we will stand adjourned.

An adjoudnment was then taken.

Canning Machinery and Supplies Association

Fillmore Room, Hotel Statler, Wednesday, January 24th. 1924

Mr. Frank C. Engelhart, president, presiding.

THE PRESIDENT—This is, as you know, my last day as your presiding officer. It has taken some time to attend to the duties of president, but I can assure you it has been time well spent; and I am cretainly thankful to you for having given me the honor of serving you.

The real work of the Association comes in the two months preceding the convention. I think all of you will agree that the Machinery Exhibit is one of the finest we have ever had, and that is all the result of Mr. Hanna's work. It has taken a lot of his time. He has made many trips here, and it takes a lot of study to figure out how to make the show a success when you are limited in space. We could have used twice the space we have; but with the little space we had I think Mr. Hanna has done wonderfully well.

I think you will agree that the attendance at this convention is one of the greatest we have had in the last seven or eight years, and I think most of the credit for this should go to Mr. Millar Sells, chairman of the Publicity and Entertainment Committee, and his associate workers. You have no idea how much time and effort Millar has personally given to this work. It was the first time, I think, he was ever called upon to do such work for the Association, and I think he came through in a fine way, and all I have to do is just to compliment him on the things he has thought of to do to bring the crowd here, that I never would have thought of; and I certainly would recommend to the incoming administration that they fix upon Millar Sells as a permanent chairman of the Publicity and Entertainment Committee.

We will now have the report of Mr. Scott, the treasurer.

MR. SCOTT: Mr. Chairman, I am pleased to report this morning that the treasury is in a substantial condition. Perhaps you are aware of the fact that the detailed report is taken up at the annual meeting of the directors, to be held a little later, when the accounts are audited.

The amount on hand on April 10th, 1923, as shown by the report at the directors' meetinig held at Chicago on the above date and audited by the finance committee at that meeting, was $21,555.84. We have received since that time $12,650.00, making a total of $34,205.84. Out of this amount must come the expenses for this present convention. Based on previous yaers we estimate that expense at $12,771.48, which would leave a balance in your treasury of $21,424.36. A large part of this amount is in the bank and drawing interest.

It was moved and seconded that the report be adopted.

The motion was unanimously carried.

THE PRESIDENT—We will now have the report of our Secretary, Mr. Hanna.

MR. HANNA—I have no lengthy report to make. I usually report upon our membership. We had last year 164. We have lost 12 and have taken in 10. If we had had space for these pepole we could have increased our membership at least 15, but we did not have it.

I wish also to say, in connection with your President giving me the entire credit for the exhibit at the hall, that I have had splendid help from all our officers. I also wish to say that the custodian and all the help at the hall have been most kind; and I think your exhibit is equal to, if not a little better than, any we have ever had.

THE PRESIDENT—The next item on our program is an address by President Anderson, but he has not arrived yet, so we are going to call on Mr. Frank E. Gorrell, secretary of the National Canners' Association. (Applause.)

MR. GORRELL—I came before you last year with an apology, but I do not think that any apology is necessary today. Like myself, you men come here to work, and you know just what it means, just as well as I do, the responsibilities that we all have in trying to make this convention a success. I do not know whether I said it last year or not—and I do not care—I am going ot say it again: This convention would not be a success if it were not for the Machinery and Supplies Association. I am going a little farther. I am going to tell you that the National Canners' Association would not be a success if it were not for the Machinery and Supplies Association; and I challenge anybody to take exception to that statement.

I have often wished that I was a canner and had enough money to show my appreciation to every one of you members by buying some of your products. You know, it is so easy to say things; but sometimes you like to have substantial evidence of such expressions.

Gentlemen, I cannot do anything except to say what I have, and I want to tell you this from the bottom of my heart; the canning industry is entering on a great era, a broader era, bigger in every way than it ever has been before. The part that each of you has taken in making the canninig industry bigger and broader and more important cannot be measured. The fight that the National Canners' Association has been making since 17 years ago today, when it was organized in Buffalo, has been for quality; and ti is the machinery man who has helped to make that quality possible.

Did you ever stop to consider the wonderful inventions in canninig machinery? What other industry has gone ahead in the past any faster in its inventions? Some people say that the automobile has. There was a man who tried to tell me, the other day, that the automobile industry had made more rapid advance in inventions than the canninig industry. I will admit thta it has made a more rapid advance in dollars and cents—I was talking with Mr. Sells about that and he frankly admitted it—but if you will think of the crude machinery of 30, 20 or even 10 years ago, and look at it today and just compare it and determine what you have done, you will appreciate it.

I was impressed with the statement made by Mr. McLarin the other night: "This is really a glorious age for us all to live in." Just think of what has happened in the last five years. Just think how far we have gone ahead. Perhaps some of the things that we are accepting today are not as good as the old things, but we can make them as good; we can make them better; and, gentlemen, as far as I am concerned I would not give the last five years of my life, and what years I may have yet coming to me—few or many—for them. I think I have seen more; there has been more accomplished; every one has done more; very one has pushed and kept up with and gone ahead of the times.

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If there is anything at any time for which you want to call on me, no matter what it is, you know I am the same old Frank Gorrell. I thank you. (Applause).

THE PRESIDENT—I am sure we all enjoyed everything Mr. Gorrell said to us. I do not think it will ever be necessary for him to make any apology. We would rather have him talk right from the bottom of his heart. Thank you very much, Mr. Gorrell.

The next speaker on our program will be Mr. Charles P. Whiteman, president of the National Food Brokers' Association.

MR. WHITEMAN—I bring you greetinigs from the Brokers' Association, which I have the honor to represent. I never have talked to machinery men and supply men before, and I really do not know what I could say to interest you; but I do know and can say this with all sincerity: that the brokers are vitally interested in anything that has to do with the food industry of this country. That is our business. We are behind anything that has to do with it. Naturally, then, we are behind you fellows morally or in any other way we can be, because, as I said in introducing Mr. Engelhart yesterday, if it were not for the machinery we could not have canned foods. If you did not have an engine in the automobile the automobile would not be any good. So, if we did not have the machinery we could not have the canned foods. So the brokers are really dependent on you fellows for what they make their living out of.

I hope the future will be as bright for you as it looks for us. We thiink we are going to have a good year in 1924; in fact, from all reports I get from all sections of the country things are starting out pretty well this year for everybody. We get this report from the east, west, north and south.

Gentlemen, this is about all I can say to you. You certainly have our good will and our moral support. I thank you. (Applause.)

THE PRESIDENT—The next speaker on our program needs no introduction here. He has some wonderful ideas and he has helped me a great deal during the past two years as vice-president. I know he is going to have a very important message to deliver to you now. Mr. Finch. (Applause).

MR. FINCH—Mr. President, ladies and gentlemen, as I came up on the mezzanine, a little while ago, one of our members looked at this paper and said: "Good Lord is that your speech?"

I am sorry I have to read it, but I get nervous and I cannot always remember to give you the thoughts I would like to give you in an impromptu address.

(Mr. Finch then read his paper on "The Superintendent," a copy of which follows:)

THE SUPERINTENDENT

By President E. E. Finch.

IN talking to you on the subject of "The Superintendent," I am perhaps imposing somewhat on your good nature to the extent of givinig voice and expression to that which is more or less a hobby of mine. I am also going to ask you to please pardon the use of the personal pronoun "I," and the reference to personal experience and observation for the reason that only by such reference may I hope to put my though before you in a definite manner.

The word "superintendent" applies to one who is in charge of certain work and upon whom rests the responsibility of the successful conclusion of that work. The superintendent is sometimes dignified by the appellation or the title of production manager or factory manager, but after all, he is just a plain, everyday superintendent and at the same time the biggest man in any institution.

In the early days of the beginning of our commercial empire the superintendent was recognized as one of the important men in any manufacturing plant. Before the days of hectic selling efforts, advertising campiagns, system, specialists and experts, we picture the manufacturing plant where quality was the first consideration, where consecutive employment was a badge of honor, and where an honest day's work the honest effort of every employee. The employer arrived at his office in the morning in the garb and dignity of the gentleman of the day, but his first act was a conference with his trusted bookkeeper and superintendent. He looked upon this superintendent with the confidence and often with the affection of a brother, and why not? They no doubt had grown up together. The families had borne this close association for generations. The superintendent had followed in the footsteps of his father and his grandfathr before had held the position with honor. Through successes and adversity they had fought the good fight together. The superintendent was a man of importance—a man whose word carried instant responsibility, whose recommendations met with consideration, but the times have changed and the conditions today are far different than those on whic were built the foundation of our present tremendous commercia activities.

With the development of modern business the importance o production was overshadowed by the seeming importance of pur chasing, advertising and selling, and this has been true fo thirty or forty years. Only recently has the importance o better production methods begun to be realized. A year o two ago this association apprciated that we ought to do some thing to aid the canner in reducing his cost of production. W felt that a combination of our varied interests, with the broa knowledge gained by years of experience, should enable us t submit in some concrete form definite plans, drawings an recommendations that would benefit the food packer. A com mittee was appointed and did some work but failed of definit results for many reasons, but the principal reason was that w were approaching the proposition from the wrong angle.

If a man has an abcess somewhere in his head, the surgeo doesn't cut off his head to cure it, but rather pulls a tooth o treats an antrim or locates the cause and eliminates it. Tha is the way we must approach the work that we must do if we ar to help the food packer to reduce his cost of production. W cannot go to him and say—"You must discard your presen systems, plants, equipment, etc., and put in something entirel new"—but we must try and locate the cause of excessive cost and gradually treat that until it has been remedied.

In the present-day business of the manufacturer of foo products, the analysis of the fundamentals that constitute manufacturing industry may be divided into three classification as follows:

First—The securing of raw materials and supplies.

Second—Manufacturing of such raw materials into the finished product.

Third—The disposition of the finished product.

Under these three divisions are grouped the multiplicit of activiites that carry on a successful institution. The pur chasing is done through a purchasing department, with a pur chasing agent at its head. According to the size of the institu tion there may be one or more purchasing agents or the owne himself may occupy that position. Granting that all things ar equal, that the purchasing agent has a reasonable knowledge o his business, one purchasing agent may do as well as another and the manufacturing institution is not able to particularl lower its cost of production through the activity of the purchas ing agent. And yet every purchasing agent is an importan man in his institution.

Takinig up the third classification—that of selling—we fin grouped under this the sales manager and possibly his assistants handling salesmen or brokers, the advertising manager an manager of the credit department. All of these are importan individuals. When the owner calls a conference, all these me and the purchasing agent are called in. Their advice and recom mendations are very carefully weighed and considered. But between the first and third classifications is the production de partment and the poor old superintendent. I am not going t criticize the superintendent. but rather I sympathize with him There are some very wonderful ones. In a great many in stances, over an experience covering 17 years in the visitin of a great variety of plants where liquid and semi-liquid prod ucts are put up, I feel justified in saying that my personal ex perience has been that ninety per cent of the superintendent fail to receive the help and the consideration that their depart ment entitles them to. They are not very often called in con ference. Their recommendations are not very often recognize or appreciated. The purchasing and the sales departments ma produce a condition that the best superintendent in the worl is unable to combat. but if censure is made, the production de partment is the recipient.

I am not finding fault with the purchasing department o the sales department or any other department. I am simpl putting before you the conditions that exist. I do feel that should hold a brief for the superintendent. Of the hundred yes, and I may say thousands of superintendents that I hav met and known personally. I have yet to find one single indi vidual but what was absolutely conscientious and desirous o benefiting the institution by which he was employed. I hav yet to find one single superintendent that lacked in loyalty o effort, but I have met hundreds of superintndents who lacke in knowledge on nearly every subject that was of vital im portance in his work. When I say every subject, I do not mea that he knew nothing about the subject. but he did not kno enough about each of them. Usually, this lack of knowledge i due to the fact that the superintendent is not given the oppor tunity to acquire it. Personally, I have found in hundreds o

cases that the owner is very loathe to allow his superintendent to gain valuable information. He is afraid that it is going to put too many new ideas into the superintendent's head and afraid it is going to cost the owner money. It is a very short-sighted position to take and is again entirely due to conditions and not to a desire. Let me give a few illustrations.

Not long ago I visited a plant in the city of Cleveland, where they needed new equipment. I talked to the boss, and among other things he had ordered a labeling machine. He thought he was buying an automatic labeling machine, while he was actually buyinig a label paster. When I said to him: "Why don't you let your superintendent go into this matter and determine the kind of machine you need," he replied: "The superintendent don't know anything about what he needs."

In Indianapolis I talked to a very large concern—packers of food products, two or three years ago, and when I asked if I might talk to his superintendent, he said "No, sir, you will be giving him crazy ideas and the first thing I know he will want a lot of machinery."

I can refer you to 25 superintendents who are capable men and yet are afraid to walk into the office of the owner of the business and tell him that they need any new equipment. They will tell you or me that they need it and they will be glad to have you or me talk to the boss, but they don't dare do it.

To briefly sum up, let me present these facts:

First—We want the packer of food products to pack better quality goods, to pack more goods, to make more money. This naturally, will indirectly benefit us, but it is not so much the benefits that we may gain, but it is rather the obligation that we owe for past benefits that should actuate us in taking action.

Second—The money made in a food packing industry is not made by the purchasing department or by the sales department, but it is made in the production department.

Third—The production department being of this importance should receive, and the superintendent should be given the consideration the situation demands.

Fourth—For the benefit of the industry as a whole, we should render such help and aid to the superintendent as is within our power.

Fifth—That the superintendent shall gain in knowledge and wisdom and render a greater service to his employer.

Sixth—The employer does not deliberately prevent his superintendent from improving his condition, nor does the superintendent refuse to learn more and better ways of doing his work. Therefore, the situation is due to conditions and not to desire.

I have put this proposition to 25 men, each of them the head of a large industry, and some of these industries employ thousands of people, and in every instance they have said that "We had not thought about it before, but anything you can do to help our superintendent helps us and we are for it."

Obviously the next point is how might we as an association, help the industry by hleping the superintendent? First, let me say that in many states there have been arranged short courses at the agricultural colleges for cannery superintendents. Thus a start along better lines has already been made. We can supplement that work. We can help to a broader understanding of what production really means. You know, production is not cooking or processing or packing—it is not machine speed or gross output. It is every step from the selection of the seed, the selection of raw materials, the selection of containers, labels, cases, as well as equipment that goes into the handling of the product from the time it is grown until the finished case is loaded into the car to be shipped to the customer. It is not mechanics or chemistry. It is light and good air, pleasant surroundings, friendship, courtesy, loyalty, honesty, knowledge, enthusiasm and executive ability.

Visualize a superintendent in a plant that is old and dirty with unpleasant outward surroundings, poor quality of raw materials, inefficient equipment, no knowledge of the inner policy of his firm, lacking in authority, no inspiration, no instructions except to produce. What can you expect of the product that comes from such factories that may only partially resemble this description? There are a lot of them like it.

We can help the superintendent and thus help production. We can hope to attain the ideal condition to a degree by first having the superintendent at these conventions. We can have for him programs daily that are especially for his benefit—speakers to address him, who are authorities in their particular lines—men who will present to him subjects about which he is anxious to know the answer—not the discussion that he may hear at sectional meetings, which may be good, but rather the problems of his own:

How better to handle help?

How much will good light and good air increase efficiency?

Why—is temperature control?

The story of the tin can and the glass jar.

Why is a wood box better than a paper carton—better for shipping—or is it?

What is the value of a trade mark to a factory worker?

Why do machines ever give trouble? If they work part of the time correctly, why not all the time?

What is the value of a continuous system?

Why is it that a lineup that is speeded to 100 containers per minute only averages 60 per minute for the month?

These are only some of the hundreds of questions to which he would like to know the answer. What would it mean to the industry as a whole if there were present at this convention 1,000, yes, 2,000 superintendents?

If we want to benefit the industry we must voluntarily help that industry and by showing the way to improve quality and cut costs. To do it we must work with the superintendent—to work with the superintendent, we must have the hearty endorsement of his employer—to secure that endorsement, the employer



In Machinery Hall, The Exhibit of F. H. Langsenkamp.

must know that our purpose is altruistic and that we have no paritcular axe to grind—that we honestly and sincerely want to give something for which we ask absolutely nothing in return.

Gentlemen, can we do it? It is a wonderful opportunity for us to give of our experience, our knowledge and if necessary, of our money. I submit this thought for your consideration. It is something that if properly handled may result in a great good, but it needs the analysis of searching inquiry and unprejudiced contemplation.

That is my hobby. I would like you to think it over. I thank you. (Prolonged applause.)

THE PRESIDENT—The subject that Mr. Finich has talked about, I think, is a very important subject to all of our members. We had the thought of trying to inaugurate his idea at this convention; but it is so important that we thought we had better postpone it and try to work it out in conjunction with the National Canners' Convention; and I, therefore, recommend it to the new Board of Directors and suggest that they take immediate action on it, and I am sure they will.

Mr. Jimmy Anderson, the president of the National Canners' Association, as you know, lives out in Utah. He has to attend meetings and conventions and sectional meetings all over the country, and he has given about 90 per cent of his time to the Association. I think it is wonderful that they have been able to have a president of that character, and I take great pleasure in introducing Mr. Jimmy Anderson, th president of the National Canners' Association.

MR. ANDERSON—It is mighty nice to listen to those things, anyway. I know that Mr. Engelhart is sincere and I know that he is absolutely honest in his convictions; but after all, I just feel that it would not be right for the impression to be left that I have made any very great sacrifices. Just pardon me for a little personality in this and a personal reference; but to tell you the honest fact, gentlemen, even though I have taken advantage of an opportunity, for that is what it means, as the opportunity rolled by, why I just grabbed it, and in doing so I have gotten a whole lot more out of it than I could possibly put

into it in serving. It has just been a real pleasure and I hope it has made me a little bigger and a little better; and it has, because in coming in contact with the men whom I have, in traveling over the country, you know I just cannot help but partake of the good things they have, their good traits of character, and try to embody them with what little I have, and it makes me bigger and broader and better, and fits me better to serve and to do more good and to help my fellow-man; and that, after all, is the great thing that makes for success in this life. Money is just a medium to help us do those things, that is all.

I was very much interested in the remarks that have just been made—I am sorry I did not get ot hear them all, but I was attending one of the other Sectional meetings and could not get here—but your part in our great industry is mighty important, and a lot more important than many of us canners ever imagine.

I just want to refer, a moment or two, before going to my notes here, to what was said about co-operation with superintendents. I will tell you what I think about the superintendent knowing something about the machinery end of it, and the convention end of it, and all the way through. I just thought that my superintendent was important enough, and his work was important enough, that I wanted him to come on to this convention, all the way from Utah; and I paid all his expenses and let his salary go on just the same, and let him have all the fun he wants to; and this year and last year I brought him on to the convention, and it is up to him to tell me what we should have in our factory in the way of machinery—that is what I am paying him for—and if he does not muster up enough common sense to know what is best, I will try to find some one who has that sense. But fortunately my superintendent has got it. He is just a young fellow whom I brought off the farm. He is no expert—he does not claim to be an expert—but he is just a home-made boy, and he knows a lot more than some fellows whom I might import from a way-off some place else; not that experts from a long distance are not all right, but believe me, right around you are a fine lot of men, who, if you will say, "We want you in our organization; we trust you; we will place responsibility in you," will make good. See what you can make out of them. They may make mistakes, but they do not make the same mistake twice. You make mistakes, too.

I want to say that your end of the work plays a mighty important part in the production of our goods.

I am just going to say right here that I had the pleasure of listening to your Prsident yesterday. He has paid me some compliments and I am going to pay him some; and I am just as honest in paying them to him as he was ni paying those compliments to me. He gave us yesterday one of the nicest little addresses on adveritsing that I ever listened to. I am proud of the work he has done, and you are, too; so I need not elaborate on that.

You people do a lot of advertising and have done it. It is absolutely necessary in the machinery line. If you have some new improvements we want to know it; but you will have to tell us about it or we will not know it.

These machinery exhibits are one of the finest things that were ever gotten out. A convention without a machinery exhibit is a frost. It don't tak much to produce a frost in Buffalo (laughter). It would be the same in New Orleans.

There is another point I am going to tell you about in advertising. You know, there is a little fable told of the lion being the king of the forest. Out in the forest there was a lion roaring just something terrible, and along came a tiger and said to the lion "What makes you roar like that and make such a noise?"

"Why," replied the lion, "don't you know that by that great roaring and noise I advertise myself all over this country, and as a result I am called the king of the forest?"

A little rabbit close by listened to the conversation between the tiger and the lion, and he thought, "Well, if that's what it does, I am going to try it out." So he goes back to his little nest in the forest and he fills his little lungs and makes all the noise he possiibly can. A coyote recognized the familiar voice and hopped over there, and the result was that Mr. Coyote had a splendid supper that night; and the moral of the story is "Do not advertise unless you can deliver the goods." (Laughter and applause.)

There is another thing I want to tell you of, which you know very well, but we know it better than you do; and that is the improvements you have made in machinery in the last few years. Why, take eight or ten years ago, I know we would come away out here in the east to get a machine; that is, we would get the frame and foundation work and the things that went to make up the outside, and so on, and a picture of it and so forth—we would get all that and get it in, and we would figure we had to get it in very early in the season, before the factory started, because we figured that we had to do a lot of trimming to get it to work before the season began. Now, that is the way a lot of the machines came. They were not milled and trimmed down so the machine would work nicely, and it was not hard to understand why, if a machine was rated at 100 cans a minute, it would run about 25. That used to be the condition of some of the machines. Well, today it is a very different story. I am glad to note that you people have improved along your line of industry as the canning people have improved along their lines. Oh, I am willing to admit that some of our factories were no better than your machines, and we were no better in our processing and in our methods than you were in your machine work; but we now have this thing to the point where neither you nor I need to offer any apology for our industries. We need you and you cannot get along without us. We cannot get along without each other. It is a great thing to work together, and the beauty and pleasure of it all is to know that you have joined with us and we have joined with you, and we are going to work out these problems together.

I am going to tell you something now that will please you. I think I am safe in saying that two-thirds of the factories throughout the country have not enough machinery. Now, they just haven't enough, that's all. I go through some of these factories and find out that if future sales are good they will go to work and conrtact for five hundred or six hundred or maybe one thousand acres, and if you go through their factories, what have they got? They have a five-hundred-acre equipment. A man who does that is a menace to the community and the industry. Then when Mother Nature comes along, as she does every year, and produces the products in the season thereof—and Mother Nature is a mighty good servant to us—and that big sunlight comes down and matures that crop rapidly, as it does every year, and we know it is going to come, and they cannot take care of the crop, we get all kinds of stories, and then at the end we bewail and say "Oh, the season was so short." With this unusual stuff you would almost think they lived in California (laughter). But anyway, that is what they say. They blame it on nature, that it was so unusual. Well, they must have darn poor memories or they would remember that that unusual condition existed the year before and the year before that and the year before that, and ever since they have been in business. It is because they have not enough sand and common sense to equip themselves with enough machinery to take care of what Mother Nature gave them. I want to tell the canners around the country that they haven't enough machinery. It would be much better to have machinery for a 15-hundred-acre plant and only plant one thousand acres than to have the reverse condition. Instead of getting a lot of standard stuff that sells for $1.00 a dozen, you should have the fancy stuff that sells at $1.50, and in about one season you have paid for all that machinery. That is what you get. I have tried it out. They call me the extravagant canner out in Utah. But extravagant or not, I am going to tell you how I started in. Pardon the personal reference, but I want to show you how an extravagant canner can produce something.

In 1909 I bought my little concern out. I had run it for four years and under my management it had lost money because I did not know anything about the canning business, but was learning; and so the rest of the stockholders got disheartened and they were going to put me out; and before they could I offered them enough money to buy them out, so I could go into the canning business. I know that our industry is underfinanced; but that is what we did. We put out that year six thousand cases. I immediately went to work and installed a lot more machinery, and the followiing year I began to put out quality. Before that we were in bad shape. A lot of the other states were in the same condition. I went into the market and when I got down to California those fellows would say "When you fellows get to producing goods like they do in New York, we will talk to you." I listened to that a while. I will tell you what Mr. Tuttle said, in California, in introducing me. He said "I want to tell you a little story about Jimmy Anderson—I believe he was the first one to come in and see me in California—and I gave him a great big order because I felt sorry for him. I was afraid when he went out on the street the cows would eat him up." (Laughter.)

That was the condition. I went after quality and put in the machinery, so that when Mother Nature brought it along, I could take care of it. I said "If I can't beat them I will quit." And to show them where I was at I would have them bring their stuff down and cut it, and have mine cut, and it was just fine, and I walked away with the business right along.

Well, anyway, here is the result: Now I am putting up from 350,000 to 400,000 cases. Now, what is the result. I

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.



Other Originations:
Rogers Improved Kidney Wax
Rogers Green Admiral Peas,
Rogers Winner Peas.

LIGHT green, slender, round pod, 4 to 5 inches in length and almost perfectly straight.

Tender, meaty, brittle and entirely stringless even when ripe.

In appearance and season very similar to the old reliable Late Refugee 1000-to-1, having a strong vine with small leaf and heavy foliage.

Hardy and productive.

Without exception the most popular and desirable Greenpod variety for canner's use.

Now booking contracts, future delivery, 1924 crop.

Rogers Bros. Seed Co.

Originators
Breeders & Growers
Chicago U. S. A.

have worked on that principle of installing enough machinery to take care of the situation, to take care of the stuff when it came in; and instead of selling the stuff for $1.00, at a standard or sub-standard rate, below cost, I produced fancy quality and sold it for $1.50, $2.00 and $3.00 a dozen. It is easy enough to buy that extra machinery when you get the extra price for your goods, I do not care what an article costs if I can only get a profit on it. That's the way I figure my business.

As I say, that is the way to get quality in the pack; and if every canner would equip properly with the machinery you are producing—and we are proud of the fact that you are producing good machinery now—if they would do that we would not have to talk quality so much, but we will always have to talk quality as long as they do not do that.

THE PRESIDENT—I am sure we have all enjoyed the address of Mr. Anderson, and if we would all follow his advice we would be better for it, and the industry would, too.

I will now call on Mr. Roy Clark, the newly elected president of the National Canners' Association. (Applause.)

MR. CLARK—Any one who has been active in Association work feels a thrill of friendship when they appear before the Canning Machinery and Supplies Association; and I say that from the bottom of my heart. There have been times in the past when the National Canners' Association have seen threatning clouds. We can remember very clearly the last cloud that rose on the horizon; and we could come to your Association at any time—night or day—for counsel and assistance, and it was given not only freely, but we knew that it was given in the interests of the canning industry throughout the country.

You have referred, Mr. President, to my just having been elected president of the National Canners' Association; and I feel the responsibility and likewise appreciate the honor; but I know that I am going to have the co-operation of your Association on any problem that might arise.

I think that as times have gone by we have realized how much we could get out of the kind of co-operation that Mr. Anderson has referred to.

I want to say that I am optimistic as to 1924, and I am not so concerned as some individuals are in this country over the fact that the United States has practically cornered the gold and that the export business has fallen off so rapidly. I find that the export business has never amounted to much over 10 per cent and that the home business has been the real American industries. I believe, however, that wages are going to remain—I will not say remain—I do not believe that wages are going down, but that there is a possibility of wages increasing; and I believe that that is for the interests of the canners.

There is one thing, however, my friends, that must be understood by the wage earner, and that is that they will have to follow the increase in price of commodities used by them. They must realize that they cannot expect even the maintennace of the present level of wages, or an increase in wages, without paying more for the commodities that they have to purchase. I believe that if labor and capital—and particularly labor—was left alone to work out the solution of the many problems that are confronting them today; I believe if the professional politician would leave them alone for even a short space of time, that we would come to an agreement in this country which would mean greater prosperity; and while I would not for a moment attempt to make a political speech, as a business man I feel like saying that it is up to us business men, and up to labor not to send back from Washington some of those professional politicians who have only in mind their present advantage, but let them go to work the same as you have to work and the same as I have to work. (Applause.)

Now, I say I am optomistic, but I am optimistic only if we put quality into the goods that we manufacture and distribute. I believe the time has come when quality must be the watchword not only of the manufacturer, but of the distributor; and it does not make any difference to me whether you are manufacturing a machine, whether you are canning a particular commodity, whether it be wearing apparel, whether it be stoves, if we are going to maintain that present level of wages, or if we are going to have higher wages, and if we are going to ask the wage earners to pay higher prices for the commodiites they buy, they have a right to insist that quality be marked upon every product that they purchase; and that is really a new condition facing the business men in this country.

Another thing so far as it affects your industry and mine is that of advertising, which Mr. Anderson has referred to. I do not suppose there is another industry in the world that has been so lax in the method of advertising their products as the canning industry. It is a wonder somtimes to me that the per capita consumption of canned foods is where it is. The National Canners' Association, and the great men who make up that body—who made up that body years ago—saw the necessity of establishing research laboratories and making large grants to universities to prove that canned foods were safe. Enough of the products got into the market to satisfy the present users of canned foods to convince them that they are backed by the word "Economy" and "Convenience;" but what have we done to educate the non-users of canned foods to be users of canned foods? You well know that it has been a subject that has been very close to my heart for years, and as chairman of the Canned Foods Week Committee I have worked hard for the last two years to get something started. I have made before frank confession to you that this movement did not have the support that it should have had from the canner. Oh, I think they gave us their support in thought, but not in money and money is what creates advertising.

Now, we have had support from your Association and your individual members, and if I were to speak the truth I would say that only for that, the campaign of 1923 and 1924 would have gone on the rocks for lack of funds. Why should I not stand before you and tell you of my appreciation of that support?

But I will recommend shortly that this be handled from the National Canners Association office and the funds be paid out of the treasury, I think that we have reached a point where we can take over this work and do away with solicitation from our own members. I know we will have your support. You are intrested in a greater distribution of canned foods. It is your problem as well as ours—not as great a problem, perhaps, with you as with us—but nevertheless, you are interested in the greater distribution of canned foods.

During the campaign of 1924 letters were sent out by our good friend, Mr. Gorsline, to all Rotary Clubs; and we are going to attempt to put on a canned foods luncheon, not so much from an advertising standpoint as from an educational standpoint. We are going to ask the Kiwanis and Lions Clubs to do the same thing. Mr. Grosline has done a lot of work so far.

I was handed this menu, gotten up by the proprietor of a well known restaurant in Chicago—Henrici's—a man dealing in foods and serving foods; but nevertheless he gave enough of his time to the study of canned foods to determine whether or not such a luncheon could be served. The menu reads: "Canned Olives, Canned Pickles, Tomato Soup, Canned Crackers, Tuna Fish, Canned Meat, Corned Beef, Roast Beef, Corned Beef Hash, Canned Sweet Potatoes, Canned Peas or Canned Corn, Canned Fruit Salad, Canned Combination Salad, Canned Fruits, Coffee, Canned Cream."

But that did not come from a canner; that came from a restaurant man who had made a sufficint study of our products to convince him that it was in the interests of his own business to write a menu like that.

Now, I want to say further that my attention was just called today to the fact that the National Vegetable Growers' Association have voted one million dollars to be expended in advertisinig green products. That will affect your business. It will affect my business. It will affect 99 per cent of the wholesale grocers' business. It will not affect so much the retail grocers' business. One million dollars has been voted for that purpose. I wonder what would happen to the convention if I should go in Friday and ask that they vote one million dollars?

MR. ANDERSON—I will vote with you.

MR. CLARK (continuing)—Now, I mention that fact simply to indicate that it is necessary that some action be taken along the lines of that taken by the National Vegetable Growers' Association to let the public know what we have to tell them.

I know you will give me that assistance and co-operation in 1924 which will make my presidency a success. I pledge to you my unqualified support, co-operation and confidence. I thank you. (Prolonged applause.)

THE PRESIDENT—The next thing on the order of business is the Reports of Committees. As it is gettinig late, I think we will suspend with that. Is there any unfinished business to come before the meeting?

MR. ST. JOHN—Mr. President, a few minutes ago the door opened and one of our old members came in, and I think that this member is entitled to recognition, and I would like to call her "The sweetheart of the Canning Machinery and Supplies Association." I refer to Mrs. Harris. Let us give her the glad hand. (Applause.)

THE PRESIDENT—I am sure the Association will be very glad to have Mrs. Harris say just a few words to us.

MRS. HARRIS—You must know that I am intensely interested. I am now in my seventy-fourth year. Mr. St. John and the others have always been very kind and considerate to me. Of course, now a lot of the ladies come to the front

and I feel I am a back number; but I want you to know that I am as interested today as when I satrted in. I thank you. (Applause.)
officers. As you know, there is to be a new president elected this year.

THE PRESIDENT—We will now come to the electoin of

MR. AMS—Mr. President, I need not dwell upon the activities of the man who has given so much time and attention to the affairs of the Association as our vice president; so I take great pleasure in nominating Mr. Finch for the office of president.

The nomination was seconded by Mr. White.

THE PRESIDENT—It has been moved and seconded that the nominations be closed and that the secretary be instructed to cast a unanimous ballot for Mr. Ernest E. Finch for president. All in favor say aye, contrary no.

The motion was unanimously carried.

THE PRESIDENT—Mr. Finch, you are elected president.

MR. FINCH—You elected Frank because he is a nice fellow. You know, you cannot be president of any association unless your friends elect you. I figure you are all my friends, and I cannot do anything without your help.

I promise you I will do my best. (Applause.)

THE PRESIDENT—Nominations are now in order for vice president.



The Exhibit of the Arabol Mfg. Co., In Machinery Hall.

MR. ST. JOHN—I would like to nominate Mr. Sidney Steele, who is an old member of the Association.

The nomination was seconded by Mr. May.

THE PRESIDENT—Mr. Steele has been nominated and the nomination has been seconded. Are there any other nominations?

THE PRESIDENT—It has been moved and seconded that the nominations for the office of vice president be closed and that the secretary be instructed to cast a unanimous ballot for Mr. Steele. All in favor say aye, contrary no.

The motion was unanimously carried.

THE PRESIDENT—Mr. Steele is elected vice president.

This year we are losing two very good directors, each having served two years—Mr. Kellogg and Mr. Guelf. They both have been very good workers and I know we are going to miss them. Nominations are now in order for the vacancies caused by Mr. Gordon H. Kellogg and Charles P. Guelf, retiring from the board.

MR. FINCH—We have in our Association a branch of the industry that has not been represented on the board, that has grown to be a very large branch, and that is the glassware and cap industry. We have several large concerns down at the hall and I feel they should be represented on the board. I would like to place in nomination Mr. Will P. White, of the Anchor Cap & Closure Corporation.

The nomination was seconded by Mr. Cole.

THE PRESIDENT—It has been moved and seconded that the nominations be closed and that the secretary be instructed to cast the unanimous ballot of the Association for Mr. White as director. All in favor say aye, contrary no.

The motion was unanimously carried.

THE PRESIDENT—Mr. White, you are elected a director of the Association.

MR. WHITE—I thank you very much. It will a great pleasure to serve with the new officers.

THE PRESIDENT—The vacancy caused by Mr. Guelf retiring from the board is now open.

MR. GAMSE—We have a gentleman in Baltimore of whom we think a great deal. He is connected with one of the large can companies in Baltimore, as sales manager, and he is president of the advertising club. I take pleasure in nominating Mr. Frank O'Brien, of the Southern Can Company, as one of the directors.

The nomination was seconded by Mr. Jones.

MR. O'BRIEN—Mr. President, in view of the many outside duties which I have, I wish that Mr. Gamse would withdraw that nomination. I thank you very much for the honor.

MR. GAMSE—If it is your wish, I will do so.

MR. SCOTT—I am pleased to put in nomination the name of Mr. A. B. Clark as his successor, knowing quite well that he will fill the position quite as well as anybody except Charlie Guelf.

The nomination was seconded by Mr. St. John.

THE PRESIDENT—It has been moved and seconded that the nominations be closed and that the secretary be instructed to cast a unanimous ballot of the Association for Mr. Clark, as dirctor. All in favor say aye, contrary no.

The motion was unanimously carried.

THE PRESIDENT—Mr. Clark is elected.

The officers are all elected now; therefore, I will appoint our former presidents to escort the newly elected president to the chair; therefore, Mr. St. John, Mr. Scott, Mr. Ams and Mr. Sells will escort our new president to the chair.

(President Finch was then escorted to the chair amid prolonged applause).

PRESIDENT FINCH—It is a very great honor to be escorted here by such gentlemen. They are the very finest in the world.

Gentlemen, we have been here a long time and we have had a very wonderful meeting; but we are anxious to get out and get down to the hall; therefore, a motion to adjourn is now in order.

MR. SELLS—I move that we adjourn.

The motion was seconded by Mr. Engelhart and unanimously carried.

Whereupon, the meeting adjourned.

FRUIT SECTION

Chinese Room, Hotel Statler, Monday, January 23 and Thursday, January 24 1924

Edward S. Reynolds, Sturgeon Bay, Wis., Chairman, presiding.

THE CHAIRMAN—The meeting will come to order.

In making an actual survey of the work of the fruit section for the year just past, and of our dreams and hopes for a national standard for fruits, it does not look as if we, as the Fruit Section, have made much progress in that line, but as far as sectional standards are concerned I believe we have made great headway.

In other words, New York State and the State of Michigan a year ago adopted sectional or regional standards for both of those regions, and have had a year up to this time to put the same into practice. New York State and the State of Michigan are the last two sections to come into line as far as regional standards are concerned, and now we have the Pacific Northwest, who have worked on regional standardization of fruits in that section, California, the State of Michigan and the State of New York.

We should be able at this meeting, at this session or the next, to get together on other sectional standards, in order to arrive at something in the national standardization of fruits. This has been the dream of the fruit section for a long time, and I hope we will see it come to pass.

In the matter of packs for 1923, the total packs for the year which Chairman Holt, of Oregon, last year inaugurated, shows us that we have slipped some, as far as the total number of cases of canned fruits in the country is concerned. The greatest falling off in the packs is in the State of California, and the total has fallen from last year's 24,431,385 cases of canned fruits to something like 20,865,000 cases of canned fruits.

The largest falling off, as I have said, is in the State of California. The Pacific Northwest has had an increase, and the other sections have had slight varying decreases.

SPRAGUE-SE

Sprague-Sells Blancher



Four construction points that make the Sprague-Sells the Blancher you want:

1 Cylinder securely fastened to spiral at all points. Result—no chance to grind and cut peas between spiral and casing. Rigid construction insures long life. Impossible for casing to crack or split.

2 Worm and pulley drive. Oil-less roller bearings support drum at both ends and center. Easiest running Blancher ever built. Can easily be turned over with one hand.

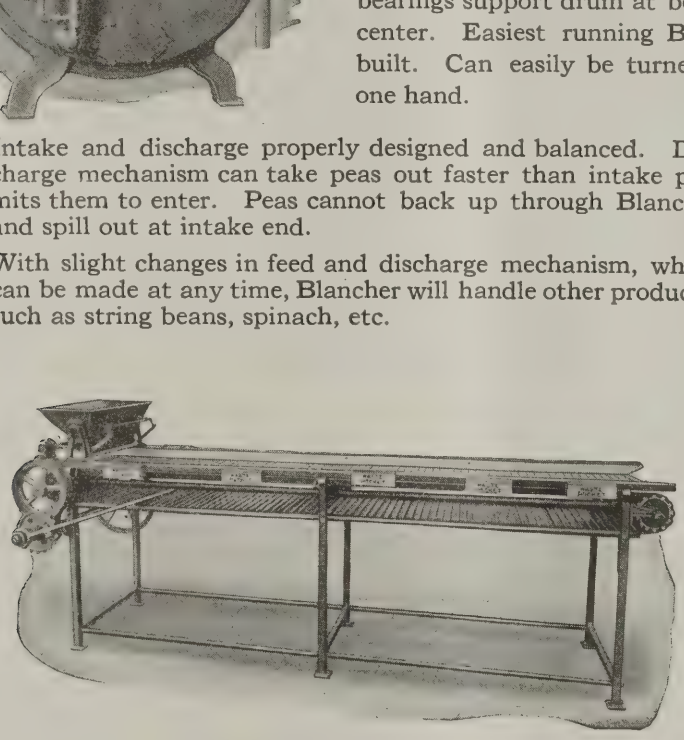
3 Intake and discharge properly designed and balanced. Discharge mechanism can take peas out faster than intake permits them to enter. Peas cannot back up through Blancher and spill out at intake end.

4 With slight changes in feed and discharge mechanism, which can be made at any time, Blancher will handle other products, such as string beans, spinach, etc.

The only Was
your peas. A
gravel, cinders,
rator that cann
the current of

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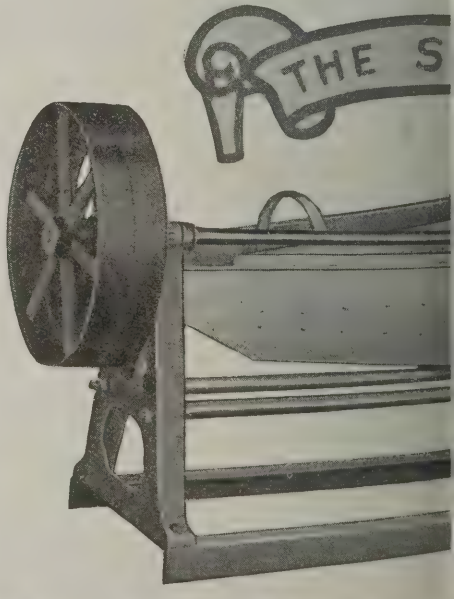


Sprague-Sells Picking Table

Sprague-Sells Picking Table

Illustration shows our metallic apron PickingTable, on which the peas are carried in straight rows in the depressions so that splits, stones and other foreign matter are easily seen and removed. No cracks or crevices to accumulate dirt. Easily cleaned and sterilized.

We also build rubber belt type tables in any size desired.



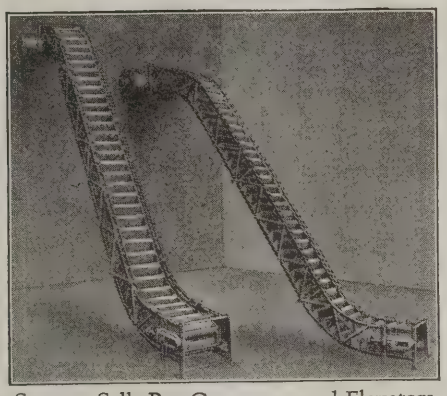
PEA CANNING

This advertisement is published jointly by the Peerless Husker

S and PEERLESS

Sprague-Sells Pea Conveyors and Elevators (Glass Type)

The bucket conveyor without a chain



Sprague-Sells Pea Conveyors and Elevators
(Glass Type)

Buckets firmly locked together and do not separate in passing over sprockets so that no matter what position buckets are in, peas cannot get between them. *The only conveyor which positively will not crush peas.* Special patented sprockets insure positive, easy running, uniform drive.

Elevators of this type are replacing boots in many plants because *they really will not break the peas.*

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gentle?

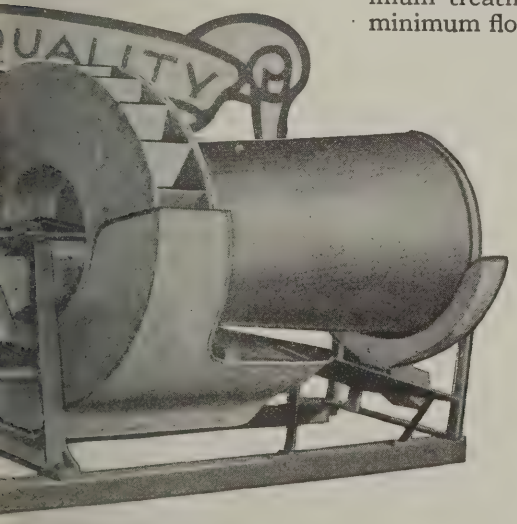
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s are carried slowly
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Baffle plates reduce
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—your money back

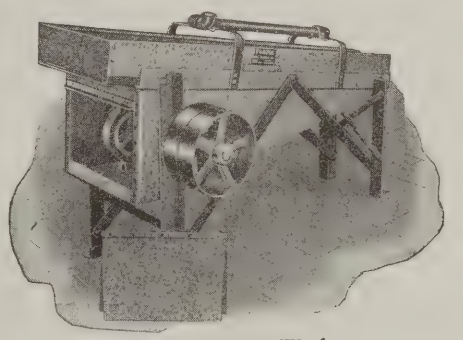


Sprague-Sells Pea Washer

For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation.



Sprague-Sells Pea Washer
(Glass Type)

THE products of both our factories are sold through the General Sales Office in Chicago. We can supply from our own plants practically any machine you may need.

Whenever you are planning any changes or additions to your equipment, let us submit a proposal covering your requirements. When quick action is necessary, telegraph or telephone at our expense.

Sprague-Sells Corporation

General Sales Office:

500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

MACHINERY

Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

This does not include the pineapple pack and other miscellaneous packs in the country, but it does cover in a fairly accurate measure the packs in New York State, Michigan, the Pacific Northwest, Utah, Colorado, Ohio and Wisconsin.

We are very fortunate in the opening of this session to have President Anderson with us, and I would like very much to have him give us a few words.

(President Anderson then made one of his excellent addresses.)

THE CHAIRMAN—I will ask Mr. McEwing to read the minutes of the last previous meeting.

THE CHAIRMAN—In the announcement of committees I have appointed the committee on nominations as follows:

Mr. Preston McKinney, of California, Chairman.
Mr. McEwing, of Michigan.
Mr. Van Eenwyk, of New York.
Mr. Ewald, of Iowa, and
Dr. W. E. Elwell, of Maine.

For the committee on resolutions I have appointed:

Mr. L. Meulendyke, of New York.
Mr. Holt, of Oregon.
Mr. E. E. Chase, of California.
Mr. Frank Gerber, of Michigan, and
Mr. P. Larmon, of Chicago.

The first address will be "The Pacific Northwest and Its Relation to the Growth of the Fruit Canning Industry," by Mr. Leon S. Lyon, of Eau Claire, Wiscnosin. Mr. Lyon.

THE PACIFIC NORTHWEST AND ITS RELATION TO FRUIT CANNING.

In the course of his talk Mr. Lyons said:

I never realized the value of the West as a fruit district until I was moved into the Eastern section of the country. In my home in Wisconsin last year we were very glad to get Yakima peaches at from $1.35 to $1.65 for a crate, for which in Portland or Seattle we would pay seventy-five or eighty-five cents. I went one day to one of the local markets and asked for some apples—some eating apples. They brought me some. I had been used to Wenatchee apples—and I spoke about the quality and size of those he brought me. The man apologized and said, "Well, these are all local. I am very sorry that we haven't anything better, but the Wentachee apples are not in yet."

Then again, a couple of years ago I happened to be in a market down in New York, and I saw Oregon prunes that I had been glad to get four or four and one-half cents a pound for my trade in Portland, selling in New York two for five cents. I thought there was quite a difference in price, and the possibilities for the fruit canner, in addition to the natural retail men must be getting a good share of it.

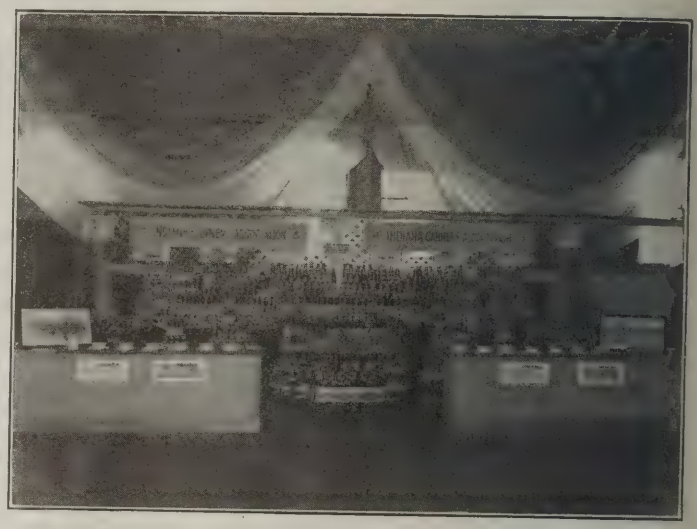
Another reason why the Pacific Northwest holds great barriers I spoke of, which break up the storms, keeping the differnt sections from being hurt from that source, is the soil itself. Nature has been kind in the centuries that are past, and the whole country is more or less built up of botanic ash. This is particularly true of the eastern part of Oregon and Washington. In some places you can go down a good many feet, and it is all the same. But the soil in the western part of Oregon and Washington is washed down from the mountains, giving a soil which to a great extent does not need the artificial fertilizing that the soils in this section of the country need.

Then again, it is new land, and we know that new land gives good crops, if that new land is kept up. If they take the experience of the growers in the East, who for many years took every thing the soil had to give and gave nothing back, they can profit out there by that experience and keep their soil in such shape that in future generations there will be the same conditions that they have there now.

Then another thing that creates a great possibility for the canner, and that will make the fruit canning industry in the Pacific Coast country a great thing in the future, more so even than in recent years, is the quality of the fruit.

Take, for instance, the cherry. I had an aunt that had a large orchard in the Susequenhanna Valley in Pennsylvania. She was very fond of cherries, but she happened to come to Portland at one time during cherry season and as long as she was able to make the trip after that cherry season always found her in Portland. That great cherry section extends up and down the Coast; not the small cherries such as we find so many of east of the Rocky Mountains, but the large cherry, which, in many cases, is more like the size of a prune than the size of a cherry. Undoubtedly you have seen them packed in boxes, coming with the small box that is about eight inches across the top with seven or eight cherries to a row and with only about two tiers of cherries in the box.

Strawberries from the Pacific Northwest are sold at a premium on the eastern markets in competition with the berries that are grown here, and I have heard at least a thousand people say that they never thought of eating a blackberry until they went to the Pacific Coast. I bought some blackberries here last summer and we tried to eat a few of them, but at least we stewed them up. They were mostly seeds. But in the Pacific Northwest, especially down around that part of the country where Mr. Holt, whom you all know, comes from, you will find the blackberry a big, luscious berry, full of juice and flavor, and with only a minimum of seeds.



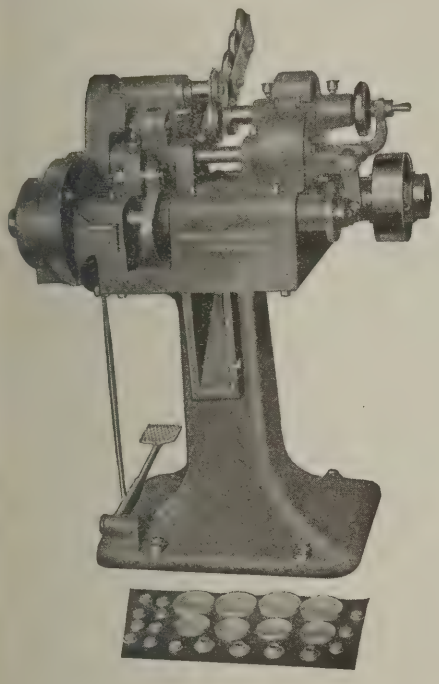
Indiana's Display at The Food Show, Buffalo.

Then there is another berry, the loganberry, which was unknown until nature produced it on the Pacific Coast and found a natural home for it in the Willamette Valley of Oregon, and there it is being grown in ever increasing quantities. This one berry probably has more of a future for the canner than any other fruit that we have. It has a pleasant, tart flavor, is good for pies or for table use as fruit, is, when thoroughly ripe a delicious berry to eat with sugar or cream, it is good for jams and jellies, and has a juice which rivals, and manay people think that it exceeds, grape juice. The great country for that berry is right in this small district, especially along from Cottage Grove, Oregon, north.

Then consider the lowly prune. You know, it used to be a terrible disgrace if you called a man a poor prune. That sometimes started a fight—but it has come into its own now. It is an aristocrat. It is like the sour kraut that the president talked about; it is found in the very best of homes, and I noticed the other day where the housewives of Berlin were filled with consternation when they found that the market quotation for prunes was four hundred million marks apiece.

Three-fourths of the world's supply of choice prunes—I am not speaking of prunes now; I am speaking of *choice prunes*, comes from the water shed of the Columbia River. It is true that there are prunes grown in practically every section of the country. It is true that some sections have advertised very extensively a wonderful prune and have told you to buy that and no other, but if your wife buys prunes at the market you will find that sometimes you will get a prune that has got a sickly sweet flavor. Then again you will find a prune that has got no flavor at all; but once in awhile she gets hold of some prunes—she doesn't know where they come from, doesn't know where they were grown—but that prune has got a pleasant and tart flavor, and you remark about it; you say, "Why don't you get this kind all the time? That is a pretty nice piece of fruit." You can gamble on it that those prunes came from a little bit of a circle right in there, with Vancouver, Washington, as the main point in the circle, and extending south to Eugene, Oregon, for it is in that circle that three-fourths of the world's supply of choice prunes is raised.

I am sorry to say that all of these prunes do not go out marked as Oregon or Washington fruit, and that is true of a great deal of the pack of fruit from the canneries. There is nothing on the label or nothing on the can to show you that that fruit came from Oregon or from Washington, and I sincerely trust that there will be a time when, on picking up a can of fruit, we can tell something about where it comes from.

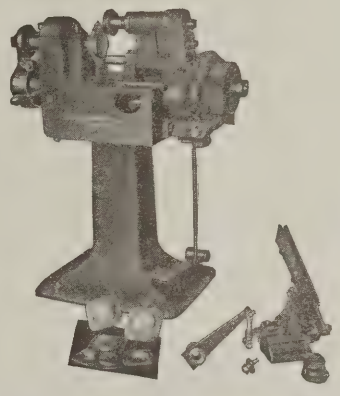


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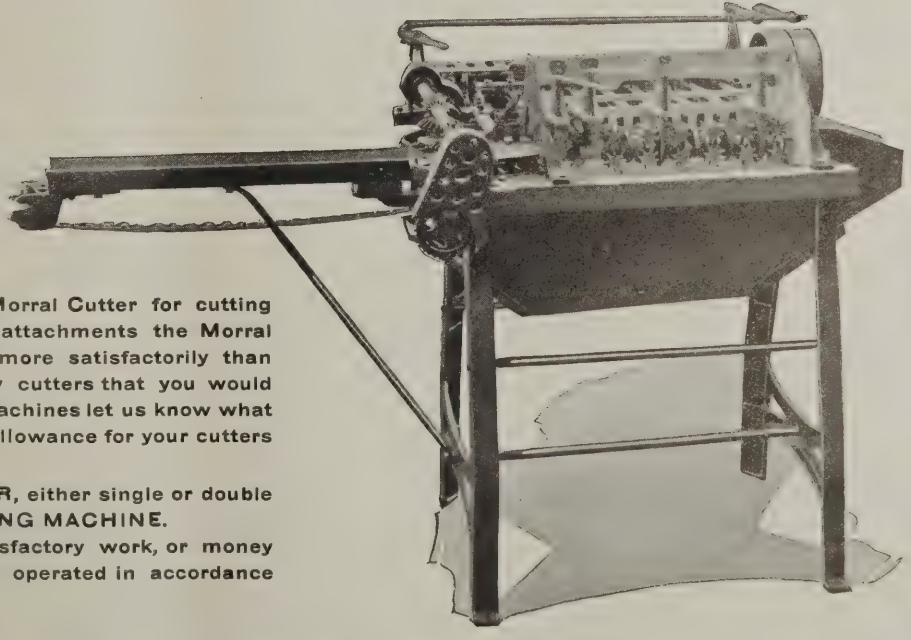
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We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

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Then, in a great many places you will see a small packing house—maybe it is just a shed, and outside of that packing house you will find a big pile of barrels, and in those they put berries, mixing them with sugar and as the sugar and berries are put in the whole thing is rocked so it is worked down good and solid, then later a cover is put on, the barrel is lifted into a truck and taken away to a storage plant; so if you go out into a great many canneries in the Pacific Northwest today, while it may be cold and blowing outdoors, yet inside you will find them making strawberry jam or raspberry jam, or loganberry. And not only are they using it in that way there, but they are shipping hundreds of cars that are barreled in that fashion to the eastern jam plants.

THE CHAIRMAN—The next subject is the subject of perforations, and I know of no one who has spent more concerted effort on this one subject than Dr. Kohman. Dr. Kohman has something new for us, and I know you are going to be interested in what he has to say. Dr. Kohman. (Applause.)

(Because of the importance and length of Dr. Kohman's address we are going to reserve it for another issue).

THE CHAIRMAN—This will conclude the meeting this morning, and in order that we cover the points fully tomorrow morning that we have on the program I wish to suggest that you be here at ten o'clock. We have some things to take up tomorrow morning that will eventually lead us to a point where we will have standardization, and that is something that we are all very desirous of.

(Whereupon an adjournment was taken.)

SECOND SESSION—FRUIT SECTION

Thursday, January 24th.

EDWARD S. REYNOLDS, Chairman, Presiding.

THE CHAIRMAN—The first address this evening is on "A Possible Bulletin on Canned Fruits and Its Advantages," by Mr. H. M. Loomis, Washington, D. C.

POPULAR BULLETIN ON CANNED FRUITS AND ITS ADVANTAGES

By H. M. Loomis.

WHILE the subject assigned to me on the program is "A Possible Bulletin on Canned Fruits." I think that in order to cover what I have to say, it should be changed to read "A Popular Bulletin on Canned Fruits and Its Advantages."

Before referring particularly to the bulletin, a few words in reference to the general subject of popularizing the work of the National Canners' Association would be appropriate. Trade Association work, particularly when it represents an industry providing the necessities of life, must be of public interest, and under such regulation as is now provided by law must be of public benefit. Secretary Hoover has clearly expressed this view on several occasions.

In her address before the Canners' Association on Monday, Mrs. Julian Heath, President of the National Housewives League, called attention to the fact that there is a great deal of work done by the National Canners' Association that is of much interest to housewives and recommended that the consumer be kept better informed regarding it. She even suggested the organization of a great consumers' and producers' information bureau for the interchange of information of mutual interest, one result of which would be to show housewives how to use canned foods intelligently.

Mrs. Heath also stated that the housewife expected from the canning industry the production of canned foods of quality. There is no surer foundation for that most important service than the research work which has been carried on for a great many years by the Association, not only on the technicality of canning, but on the production of better raw materials and products, and the determination of the wholesomeness and nutritive value of canned foods.

The investigation of complaints involving canned foods, while conducted primarily for the information of the canning industry, is of direct benefit to the public, as prompt efforts are made to ascertain the facts in every case and to secure a correction where misinformation or false reports have been published regarding any such case. This work is being extended as far as practicable with a view of acquainting the medical profession with the science of canning, and the facts brought out by the work of the Research Laboratories and the University research financed by the National Canners' Association. Though simply a beginning has been made in attempting to correct misstatements which frequently occur regarding canned foods in text books, newspapers, magazines and other publications, wi the establishment of effective methods of distributing corre information to the public, there is continually less likelihood such misinformation being perpetuated.

There is no question about the value of commodity adve tising for canned foods, as illustrated by work which has be done with several canned commodities during the past few yea There is plenty of demand for popular literature dealing wi each canned food or classes of foods. Bulletins of that kind c cover in a more concise and simple manner all the importa information relating to these foods than can be done when a tempt is made to cover all kinds of canned foods in one bulleti

About a year ago the National Canners' Association pu lished a popular bulletin on canned corn which aroused consi erable interest, and for which there has been a constant deman Other similar bulletins are in the course of preparation. A illustrated bulletin on canned fruits has been prepared and now ready for the printer. It describes in a popular way th extent and variety of the canned fruit industry and commerci methods of preparing canned fruits from the orchard to th finished products.

The nutritive value of fruits is shown by quotations fro recognized authorities and a number of recipes for using canne fruits are given. The bulletin will be made particularly attrac tive by the use of illustrations and a cover design in colors.

While on this subject I wish to call attention of canner again to the great need for photographs illustrating the cannin industry. The National Canners' Association has a great man demands and uses for such photographs, but our supply is ver limited, and it is difficult for the Association to secure suc photographs except from individual canners. Any canner wh has a good photograph or several photographs illustrating thei cannery or canning operations would help the Association great deal if they would at least lend such photographs for th purpose of making copies.

I would like to secure some expressions from the canners present regarding the value to the industry of such a popula bulletin as above described. Any suggestions as to the contents or arrangement of such bulletins will be very gladly received.

Before Fruit Section, N. C. A., Buffalo, January 24th, 1924.

THE CHAIRMAN—The next address is:

"THE DIFFICULTIES CONFRONTING A NATIONAL STANDARDIZATION OF CANNED FRUITS AND THE IMPOSSIBLE SOLUTION BY MEANS OF SECTIONAL STANDARDS."

By Preston McKinney, San Francisco, Calif.

In the packing and marketing of our products to the distributor we are perhaps as well standardized as anyone. We standardized our fruit some years ago, and we did it in a thorough manner. We prepared these specifications in booklet form, and the Canners League has distributed forty thousand copies of these throughout the world. Every buyer has them, they are clear and specific, and arbitrations all over the world are based on them.

But we see a good many difficulties in the application of this to the label. The great need of the industry is more advertising. Canned fruits, on account of their beauty and on account of their appeal to the appetite, lend themselves well to advertising, and if you are studying the advertising of the wholesale grocers throughout the country, and in every market there is a brand or various brands which are extensively advertised, you will find that a greater percentage of that publicity is put on fruits than on any other item, despite the fact that the jobber in establishing his brands must establish not only fruits, but vegetables, spices, coffees and many other articles.

We want the advertiser to continue to advertise canned fruits, and we submit to you that there is grave danger—at least, if I were a jobber, and if through the Government and through women's organizations an effort was being made to make the public feel that a choice peach was a choice peach, no matter who put it out as a wholesaler, I would be inclined to think that my efforts were being negatived. In other words, taking the California brands—I know the best of the jobbers' brands, and to a less degree it is applicable to the canners' brands, too—if I were a jobber, if I were, we will say, S. & W. in San Francisco, and had spent a great deal of money establishing my brand, I would feel I was being pretty seriously hurt if through the Government and through all other methods the

retailer across the street, who was handling an unknown brand, and if a housewife came in and asked for S & W, he could say rightfully, "It doesn't make any difference what label it is under. Our Government has established what a choice of fancy is, and here it is."

Too much standardization—and understand again I am talking not just on the internal end of it—too much standardization does remove the means for the preparation of advertising copy, because, after all, in your advertisments you direct them toward telling the public that your brand is better.

I think a good example of that is sugar. Fred Mason, whom you all know, was the executive officer of the Shredded Wheat Company, certainly one of the greatest advertisers in this country of food products. He moved over to the sugar company. He believes in advertising; he has proved the tremendous force of it, and yet there has not been in years any advertising of sugar beyond one particular line, Domino, because there is nothing to say about sugar. Sugar is sugar. There is nothing to hang your copy on; nothing to direct people to it.

We get down now to the question of sectional standards, which might possibly remove some of the objections, and yet I am fearful of that. Certainly if this is a movement which, as I understand it, is intended to be of national scope, then you cannot very well have sectional standards. Odious comparisons begin at once, which are not good for the industry. We in California think we have a better quality of fruit than anyone else. We believe that when you count the pieces and look at the color and study every item that our product stands ahead.

There are other sections that produce fruit, and they are going to continue to produce fruit, and they are going to improve, but if we made a national standard today certainly the fruits of other districts would have to be graded lower, and I do not think that the packers in those states would like that. If we had a sectional standard for fruit in one state, and another in another, they could say, "Here is New York State choice grade," and "Here is California choice grade," and the Government backs the word choice on either one and says that the New York choice standard is as good as our choice standard, and it is so written in the specifications, we would feel that the Government was playing into the hands of the other fellow.

And in the national movement surely we don't want to be in the position of bucking our fellow-canners, who are endeavoring as we are to produce a good product, and who, I feel, do not want any special advantage over us nor we over them.

In closing it seems to me that the effort so far toward suddenly saying "Put the grade on the label; get our Government and our women's organizations and all back of it," is putting the cart before the horse. You must, if it means anything, have real standards established by the Government, or sectional perhaps, but as I think I have stated clearly, sectional standards seem impossible in the national movement. So it seems to me that our first movement—and we will be glad to help out on it and work with all if it is to be a national movement—is to prepare national standards. When these national standards are prepared and are understood, and we are packing to them in New York, Georgia, Washington, Oregon, and so on; when all of us pack to national standards, then the time will come to take the next step and put them on the label and I think, gentlemen, you will realize our sincerity of purpose in making these criticisms when we say that we feel now that when that time does come that the California canner will be in far better position than most others, because we have been at it longer, we think Nature has been a little kinder to us out the, and in national standards we would probably rate higher than the average of those states who are newer in the business and have not the same climatic conditions, which at least make for appearances, although my friend Mr. Street will tell us that they do not for other things.

THE CHAIRMAN—We will pass on to the next address, "A Consumer's Viewpoint of Interpretative Labeling of Canned Fruits," by Miss Anne Lewis Pierce, New York Tribune, New York city.

(This was published in The Canning Trade of February 11th.)

THE CHAIRMAN—In the matter of a uniform S. A. P. contract for canned fruits we would like to have some open discussion, so that they could arrive at something in drawing up and going ahead with the uniform S. A. P. contract.

MR. MEULENDYKE—I don't think I like the idea of the contract. I don't think the Senate approval of prices quite fair to the canner or manufacturer. I don't know just what the middle ground is.

MR. P. E. CULVERHOUSE (Vineland, Ontario)—May I ask if the canners are able to buy their raw fruits very far in advance of the packing? It would seem to me that might have some bearing.

THE CHAIRMAN—There is a great difference between what you contract for and what you get in fruit and in vegetables, because with vegetables, according to the acreage you put out, you have a fairly definite percentage of deliveries, but what acreage you contract for on fruits has no workable percentage of delivery. In other words, you may get a good delivery and you may not, because it is such a hazardous crop.

There is another matter which was held over from the last meeting at Atlantic City, and that is the matter of the appointment of regional directors for the fruit section.

I will read you this resolution carried over from last year, and if you want the same pushed tomorrow morning at the meeting of the new Board of Directors it can be brought to some decision.

"Resolution presented by Mr. Trautman, requesting the resolution committee of the National Association to provide for the selection of five, or perhaps six, regional directors from the different sections of the country to act as advisory board of this section, for the purpose of uniting the trade through all these sections and transmitting knowledge of trade conditions to fruit canners throughout the country. Upon their approval the chairman of the fruit section will have authority to appoint this board of regional directors for the ensuing year, and thereafter the members will be elected from the floor, as your chairman and secretary at the present time."



The Exhibit of The Ayars Mochine Co., In Machinery Hall.

MR. MEULENDYKE—As you were reading I have been trying to think of what benefits would accrue from such a board of regional directors. As far as dissemination of information is concerned, most sections have associations. For instance, in New York we have our worthy John Street here, and if there is any information to be given to the members it all goes through the secretary. California has the same. I do not quite understand the benefits which might be derived.

MR. STREET—That makes me think that at this meeting, at this convention, we have organized an association of state secretaries, and I would think, although we have not definitely formulated our plans, that one of our main functions would be covering just what this resolution suggests, so as Mr. Meulendyke suggested it seems to me it is almost taken care of.

THE CHAIRMAN—I believe that point was brought up a year ago, that it would be advisable to have the secretaries constitute this Board, and if that has already been formulated, why there certainly is no further action to be taken with the resolution.

THE ELECTION

MR. McKINNEY—Mr. Chairman, we suggest Mr. F. L. Monet, of Santa Clara, Cal., for chairman, and Mr. Amos Cobb, of the New York canners, for secretary.

Motion seconded and carried.

Whereupon the meeting adjourned.

CORN SECTION

Grill Room Hotel Statler, Thursday January 24 1924

Mr. J. W. HILL, Iowa, Presiding.
MR. ROBERT DICKINSON, Illinois, Acting as Secretary.

MR. JAMES MOORE (Rochester, New York, Acting Chairman)—Your chairman, Mr. Shriver, unfortunately, was obliged to leave the Convention. He asked me to open the Convention, and after saying a few words I will turn the meeting over to a permanent chairman, as I have another engagement with the Finance Commitee.

This section represents one of the most important branches of the canning industry. We are starting a new year in the corn market; the canned corn market is in a radically different position from what it was a year ago. At that time I remember that I had the pleasure of stating that I felt that fancy canned corn—and by that I meant quality canned corn, whether of fancy or extra standard grade—was in a very excellent position.

I went further, and I said that good standard corn, in my opinion, would soon come into greater favor with the consuming public and with the stocks in canners' hands once absorbed in consumption that we could expect a return of normal prosperity to the corn canners of the country.

That prediction, I think, has been very nearly realized and, as far as my vision of the trade is concerned, I believe that we can look forward with hope and confidence in the year that is to come. We must, however, always carry in mind that little things influence the market for canned foods very greatly. A little change in season, an open winter, a newspaper discussion, a little favorable publicity and, on the contrary a little unfavorable publicity, may upset all our calculations.

In our discussions of the canned corn problems, I have had occasion to say several times that I believed we were marketing our goods upon a false basis, that the canners of corn might learn something from the experience of the pea canning industry.

If you will take a price list of the canned peas, you will find the items varying from ninety cents a dozen up to $3.00 a dozen. You will find the same sieves of peas with a variance of fifty to seventy-five cents a dozen, dependent only upon the grade.

Now, in corn that is not true. Why the grades of corn have pulled so closely together in price, I am not sufficient of an economic analyst to say. But, it unquestionably is true that the differential in price between extra standard corn and fancy corn is relatively small and does not encourage the packing of fancy corn.

I will go farther and say that the margin of actual profit between extra standard corn and standard corn, all things being taken into consideration, is not sufficiently wide that it lends proper encouragement to the packing of extra standard corn.

As an economic proposition, I believe our requirements should be shaped along lines of advancing the prices of fancy and extra standard grades of canned corn. To those who pack quality corn and fear the effect upon consumption, I would say that I believe that their fears are absolutely unfounded. The difference in the price as the goods go to the consumer will never deter a satisfied customer from buying, and repeating her purchase of a fancy item.

If the fancy corn that is packed in the great Middle West, the fancy, "Country Gentleman," the fancy "Narrow Grained Evergreen," was sold at practically the level of fancy Maine corn, it would show none too great a return upon the investment; it would not in my opinion lessen consumption, and it would increase the supply of fancy corn so tremendously that instead of being a rarity, which the consumer hardly knows how to obtain, it would become canned corn, and that the consumer of canned corn would think in terms of fancy canned corn, and, thinking in terms of fancy canned corn, she would want fancy canned corn for her table.

I do not know that I can get the thought over; it is something that we cannot reduce to an absolute formula.

I have the same vision of the tomato packing industry. And I believe that my vision is entirely clear. We may not be able to make the change, but to those of you who are hesitating on your price lists let me suggest that you give most careful thought to the desirability of absorbing your increased costs of this year; and you will have them—in an advance in the price of fancy and extra standard grades of corn, leaving the price of standard corn to follow the trend of the established market.

When you go out to sell a commodity pure and simple you will follow the market. Your price will vary with supply and demand. When you are selling standard corn you are n selling an item that is specially attractive to the consumer; y are selling a food.

You cannot advance the price of standard corn beyond certain figure without deterring consumption, but I could gi you many, many illustrations from distributors of the advan in their sales of corn where they have purchased more free of fancy and extra standard grades during the past year or tw There is not a distributor that is listening to me, there is n a distributor's representative in this Convention but what wi tell you that his sales of fancy and extra standard grades corn during the past year have been very satisfactory and ha shown a very fine increase.

Now, why not recognize the viewpoint of the consumer; shape your costs, so shape your prices as to jusitfy the diversio of the maximum quantity of your raw material onto the fanc and extra standard size? It really is a question of cost, a que tion of return.

I am really confident that if some one would go out into th State of Iowa and offer to purchase the two million cases o fancy and extra standard corn, the price to range from $1.30 fo extra standard, to a dollar and a half for the fancy, that ther would be two million cases of extra standard and fancy cor packed in the State of Iowa. It might take more than one yea to bring it about, but there is nothing impossible in the situa tion, because you have canners who are packing a large percent age of their corn, extra standard and fancy, and if the reward is there the production will follow.

That is the one thought in opening the meeting, that would like to leave with you.

As the permanent chairman of the section, I would like t suggest Mr. Hill of Iowa, and will assume a second, if I hea no other nominations. All those in favor of the selection of Mr Hill as chairman of the Section Meeting, manifest it by saying aye, contrary no. Mr. Hill, you are duly elected. (Mr. Hil thereupon assumed the chair.)

CHAIRMAN HILL—Gentlemen, I appreciate very much the confidence you have in me in placing me in this position and I appreciate greater, however, the address of the chairman which has just been delivered by Mr. Moore.

I take it for granted that every man on the floor is interested in corn canning, and most assuredly his remarks were along the right direction and certainly strike a sympathetic chord with the canners of the Middle West. Iowa, unfortunately, has heretofore packed some inferior corn, but for the past few years the tendency has been upward and forward, so far as grades and quality of corn are concerned. We are gradually getting our canners upon a basis as outlined by Mr Moore, and I am sure that his suggestion regarding this question will be endorsed by every man on the floor. It will no doubt be discussed more fully during the meeting.

Mr. Bell, of Waterloo, is the gentleman appointed as secretary of the session. He is absent. I would like to call to this chair Mr. Robert Dickinson, of Illinois. Will Mr. Dickinson kindly come forward and act as secretary of the meeting?

(Mr. Dickinson thereupon assumed the Secretary's chair.)

CHAIRMAN HILL—The appointment of committees is the first thing on the order of business, and I desire to appoint on the Nominating Committee Mr. Merritt Greene, Jr., of Iowa, and Mr. Mitchell, of Illinois, and Mr. James Baxter, of Maine.

Dr. Bohart's paper is the first thing on the program this morning. We will be glad to have him come forward.

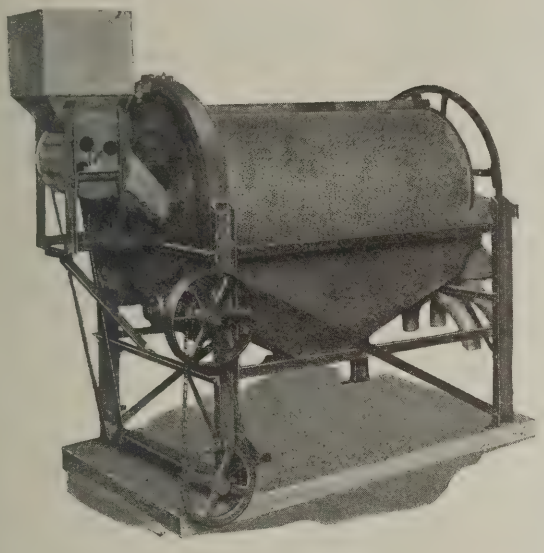
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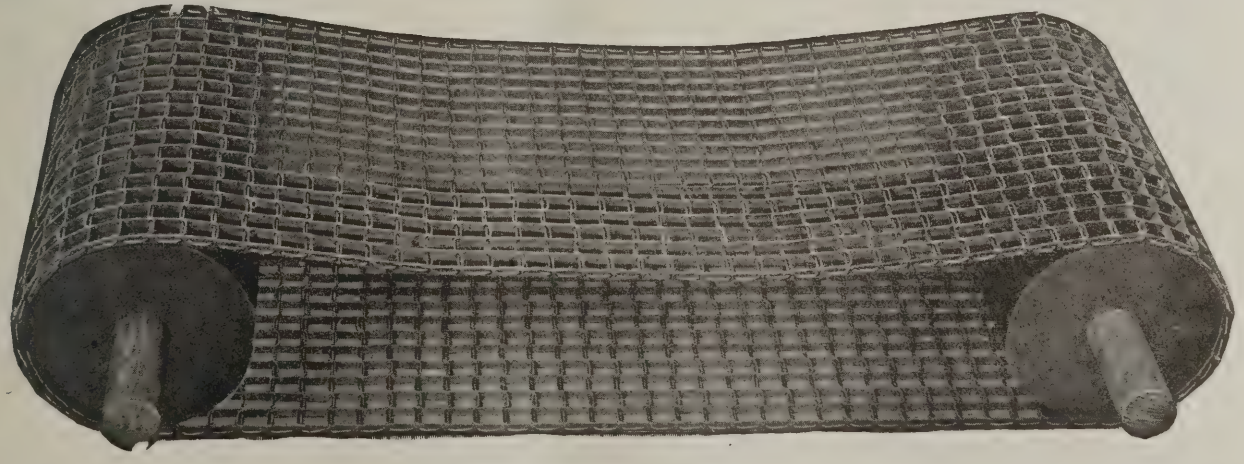
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1923 Progress In The Study Of Corn Black

By George S. Bohart
National Canners Association Research Laboritories

IT will probably not be out of place at this time to briefly review some of the experimental work which has been performed in the past with the object in view of saving time and expense of any who might otherwise repeat work which has already been done.

In 1915 a collaborative committee, consisting of the National Canners' Association, American Sheet and Tin Plate Co. and the American Can Co., in co-operation with chemists from the Bureau of Chemistry, United States Department of Agriculture, made a study of "Relative Value of Different Weights of Tin Coating on Canned Food Containers." The results of their work were published in detail in a bulletin, but it may be well to summarize some of the conclusions drawn by this committee whether included in the report or not.

1. They found that there was no relation between the weight of tin coating and discoloration.
2. Tin plate which had been purposely scratched in such a way as to expose the iron under the tin developed no more black than the controls.
3. No relation was found between waster plate and discoloration.
4. Corn mixed with considerable quantities of cobs, husks and expressed cob juice failed to develop more black than the normal product.
5. Corn was separated from the cob by the double cut method, by varying the depth of single cut and by light and heavy scraping of the cobs after cutting the corn, but in none of these variations was there evidence of any relation to the discoloration which developed after canning the product.
6. Discoloration occurred in cans made with both Bessemer and Open Hearth Steel.
7. Discoloration occurred in cans made from steel prepared under carefully controlled conditions so as to obtain metal as free from impurities as possible.
8. Titanium treated steel was not found to have any advantage from the standpoint of discolorations over plate made in the ordinary manner.
9. Corn black was not found to be due to the character of water employed.

In 1919 a committee of nine canners, together with an advisory board of three and a technical committee of four, continued and extended this work, with the particular object of developing a method for preventing corn discoloration.

As a result of this investigation, the following conclusions were reached:

1. Discoloration occurs in cans having a heavy coating of tin electroplated on the surface of ordinary tin plate, even where the quantity of tin per base box runs as high as eight pounds.
2. No type of can used so far, regardless of the kind of fire employed, can be guaranteed to be consistently free from discoloration.
3. Elimination of air through decreased head space or high temperature of corn at the time the can is filled decreases the amount of discoloration which develops.
4. Venting and tipping sanitary cans improves the vacuum somewhat and discourages the formation of black to a slight extent. The advantage from the use of this procedure is so small, however, that it is not advisable.
5. Fractional sterilization, consisting of two hours' cooking of the closed cans at 212 degrees on three successive days, delays the formation of black, but the sterilizing value of this process is inadequate.
6. Cooking corn in an enameled-lined receptacle in order to obviate contact with metals before the cans are filled has no apparent effect on discoloration.
7. With the object in view of eliminating gases given off by corn while being heated, a large number of batches were cooked at various temperatures for varying periods of time; but, contrary to the hypothesis, discoloration was considerably aggravated thereby. It should be noted, however, that a pre-cook of any reasonable length of time is not harmful, and in special cases, when corn is so frothy at the time the can is filled that a slack fill results after processing, it is often necessary to either increase the time of the preliminary cook or to fill at a temperature slightly lower than is otherwise advisable. A frothy condition is frequently observed when corn is canned while very green, and in such cases it may be advisable to fill at a temperature as low as 185 degrees, although ordinarily 190 degrees or higher is to be recommended.
8. It has been claimed that when black has developed in the head space, inversion of the can will cause it to dissolve, and that under such conditions it will not reappear in the new head space. This has not been found to be consistently true.
9. The addition of acids to corn aggravates the development of both black and rust.
10. Holding corn in the shed over night before canning does not appear to have any effect on discoloration, but it should be remembered that if the piles are so deep that heating occurs, the danger of thermophilic spoilage developing after the corn is canned is increased.
11. Cooking the corn at 212 degrees in the can after sealing, but before processing, increases discoloration.
12. Decidedly mature corn from a given field produces more black than that which is picked at an earlier stage of development.
13. Paper liners prevent the deposition of black on the can to a large extent, but unless treated with a compound such as salt of zinc the discoloration appears on the paper.
14. Blanching corn on the cob produces no beneficial effect.
15. A long list of chemical substances were added to experimental batches of corn in order to determine what type of compounds would prevent discoloration. Most of these substances were harmful from the standpoint of discoloration, and those which helped were objectionable for some other reason and could not be used in corn to be marketed.
16. Several types of wax and also a lacquer containing metallic magnesium and aluminum applied to the can were only partially effective in preventing black.
17. Electroplated zinc superimposed on the tin plate gave promise of preventing discoloration, but its efficiency depends to a great extent on conditions during the electroplating, and it appears that the cost of producing electroplated cans may be too high to be practical.

Black sulphide discoloration is not confined to corn alone, but frequently occurs in such neutral or mildly acid foods as shrimp lobster, flaked fish, hominy, peas and beans.

The quantity of sulphide black which develops in pea cans is probably greater than in any other product, but because of the mobility of the liquid present, the shaking incidental to shipment washes it from the inner surface of the can, after which it soon dissolves and disappears.

In all of these products the discoloration consists of a mixture of sulphides of iron and tin, which are entirely harmless to the human organism and may be eaten with absolute impunity. The ink-black type consists largely of finely divided particles of iron sulphide frequently dispersed through small masses of the canned product. The brown discoloration usually contains a higher proportion of the sulphide of tin. The quantity of these sulphides which are responsible for even the worst cases of discoloration is extremely small, for they are virtually pigments with high tinctorial power. Since the amount present is invariably so small it naturally appears to those who have not actually rolled up their sleeves and tackled the plant or laboratory problem of black prevention that it would be a simple matter to alter conditions in canning procedure or methods of making the tin plate so as to prevent its formation in the can. The fact that numerous prominent canners and chemists have worked to overcome corn black without success so far indicates how real is the difficulty of the problem.

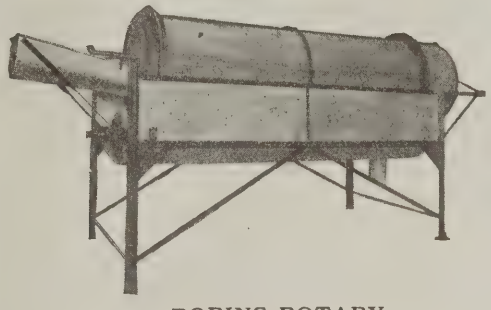
During the 1923 corn-packing season the National Canners' Association has co-operated with the Illinois Corn Canners' Association, the University of Illinois Agricultural Experiment Station and the American Can Co. in a study of the relation of soil fertilizer treatment to discoloration of the canned product. Professor Walter A. Huelsen, who is directing this work, has canned corn from 198 different plots, keeping the cans from each lot separate after canning. Professor Huelsen has fertilized these plots with varying amounts of phosphate, potash and nitrate on both limed and unlimed soil, and the canned corn from each treated area has been compared with that from an adjacent check plot. We are also collaborating with Professor G. N. Hofer, of the Purdue University Agricultural Experiment Station, in a study of the relation of soil solidity to canned corn, with particular reference to sulphide black.

The House of Service

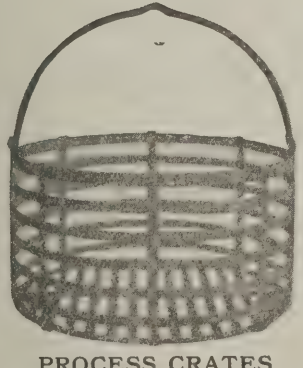
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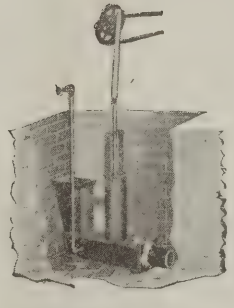
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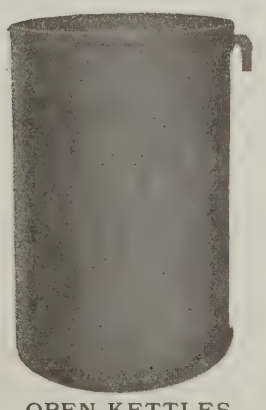
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In order that a method of black prevention may be practicable it must fulfil a variety of requirements. Anything applied to the container or added to the corn must be colorless, tasteless, odorless, non-toxic and commercially feasible from a manufacturing standopint. Several means for preventing discoloration are known which fail to meet one or more of the above requirements, and for that reason cannot be employed.

In the case of corn, discoloration develops in the air space or head space of the can, and is for that reason less conspicuous if the can is stored on the side. Contrary to the belief entertained by some, there is apparently no connection between bacterial action and black with the exception of one type of spoilage, which produces a marked dark color throughout the mass of the corn, but not on the can. Discoloration of this kind is not likely to be confused with typical corn black because the spoiled corn has a very offensive odor. Spoiled cans of this type are commonly, though rather indelicately, termed "Sulphur Stinkers," and result from lack of proper plant sanitation, inadequate processing, and especially from improper cooling after processing.

We have all become so accustomed to disappointments in this work that a statement that we are not yet in a position to recommend a positive cure will scarcely be received with surprise. Fortunately, however, the prospects look brighter now than ever before, and none of those who are working along this line show any signs of submitting to defeat. In collaboration with one of the can companies, the National Canners' Association has this past year put up experimental packs of over 50,000 cans, involving nine different varieties of treatment in seven different plants located in four of the more important corn-canning States. An examination of these experimental packs made in December, 1923, brought forth hopeful results. It is still too early, however, to take it for granted that the results in any type of experimental treatment used will be entirely satisfactory to consider a commercial basis for future can manufacture. In the meantime we are taking advantage of the knowledge gained from our first examination of these packs in making minor improvements in the nature of the experiments.

As a result of the work of the various committees it appears that the prevention of discoloration must depend upon the effect of the presence of some metal such as zinc. In order to accomplish its use without appreciable contamination of the corn with this metal, we have recently concentrated our attention on specially prepared lacquers. This involved a large amount of work, for it was necessary to obtain a material which would adhere to the can during processing and not alter the appearance or flavor of the corn, and one which would resist the abrasive effect incidental to the manufacture and subsequent handling of the cans.

Up to the present time certain types of lacquer employed in this past corn-canning season have been 100 per cent effective in preventing discoloration in all seven of the plants at which experimental packs have been made, and in five of these plants some of the control cans from the regular pack have developed in objectionable amounts.

CHAIRMAN HILL—Are there any questions that you would like to ask Dr. Bohart? Is there any further information you desire on this subject?

MR. POWELL—I would like to ask Dr. Bohart if he has had any experience with the corn black in relation to the hardness or softness of the water used for making the brine, if it causes any effect.

DR. BOHART—I have not personally been working on experiments in that connection. Certain committees who worked on corn discoloration before I took up the work myself, made a careful study of that. They tried very hard water and went from that extreme clear down to distilled water, and they were unable to observe any relation between discoloration and the nature of the water employed.

MR. POWELL—Is there any relation between the color of the corn itself?

DR. BOHART—I have not seen myself any case where that has affected the shade of the corn. However, I do know in a general way anything alkaline, or of an alkaline nature, tends to darken the color of corn somewhat, that is, it gives it more of a brownish tint than it would have if the lakaline substance were present. And it is conceivable, it seems to me, that there might be water which would run high enough in alkali to appreciably affect the color of corn. It really does not take much alkali to affect corn appreciably.

MR. POWELL—I might say that I had during the past season the opportunity of cookinig some corn in exceedingly hard water, also with a quantity of carbon dioxide and white corn turned to a golden color.

DR. BOHART—Did you have an analysis made of that water to determine whether it was alkaline?

MR. POWELL—Yes. It was extremely alkaline.

DR. BOHART—Well, I should have expected that.

MR. SEARS (Ohio)—I would like to ask as to the different varieties of corn, whether golden bantam and country gentleman would make any difference?

DR. BOHART—We have experimentally canned "country gentleman," "Crosby," two types of evergreen and so-called "Adams Early," and in all these varieties we have found black, and in addition to that I have observed black in some cases in "golden bantam." As far as I can see the variety of corn does not make as much difference as the stage of maturity of the particular variety in the black that you are apt to get.

MR. GREENE—I would like to ask the gentleman if that discoloration has appeared where paper gaskets are used as against composition gaskets?

DR. BOHART—I could answer that best, I guess, by pointing out that in general, if air is allowed to find its way into a can of corn, after it has been closed, processed, there is no question but what more black will develop than would otherwise be the case; and where paper gaskets are used, if the closure is not very tight, there is a possibility, of course, of a little air that would work its way into there. In that case you would get more black.

MR. L. A. ARGALL—If you used water high in sulphur content, would that have anything to do with the development of black?

DR. BOHART—I should be very apprehensive of water containing sulphur in any form. I am afraid if you add a very small amount of sulphur to corn that usually you will get a tremendous increase in the amount of black, and therefore if the sulphur in the water was of such a nature that free sulphur was liberated, danger of discoloration would be greatly increased without question. As I say, I should be apprehensive of water that ran very high in sulphur.

MR. BAKER (Wilson Canning Company, Mexico, New York)—I would like to ask the Doctor for an opinion: that is, if the canner of corn would adopt our temporary chairman's idea of packing fancy corn, if it would not eliminate the black, so much that we would not hear anything more about the black. I mean by fancy corn—some people think that they can crush it, cut it fine, sugar it up and make a fancy corn.

My theory is that the young corn, the tender corn—and from his observations that he has announced and my own experience—it leads me to believe that the corn which you might say is immature would eliminate the black corn practically until you would not hear of it.

DR. BOHART—As I said before, in general the greener corn, which is usually a fancier article, will develop less discoloration than the more mature corn from the same field, but even with green corn occasionally, if the conditions are just right, or, I should say, just wrong, you will get quite a considerable discoloration, so that it would be objectionable. I would like to feel that that would be a way around it. I feel, even if all canners put up the bulk of the pack with very young corn, there would still be enough trouble to cause serious worry, and we will have to find auxiliary means for helping out, even with young corn.

CHAIRMAN HILL—This is a paper, an address supposed to have been delivered by Mr. Bell, who is Secretary, but he is absent. However, he sent a paper which your Secretary will now read, "The Circulating System in Canning Corn."

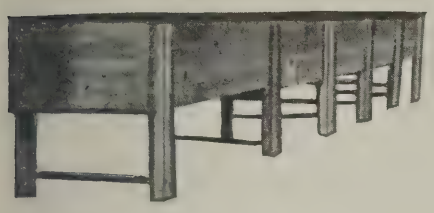
"THE CIRCULATING SYSTEM IN CANNING CORN"

THE subject assigned me is something like a mother hubbard—it covers the subject, but doesn't touch any particular place. What I am going to say has to do with the gravity system of canning corn; in other words, a three-story corn cannery, and not the modern, or otherwise, one-story corn-canning plant. Corn circulates from the time it leaves the stalks in the field, so far as a canner is concerned, until it arrives and is stacked in his warehouse. What I am going to talk about has to do with the corn between the time it is cut off the cob and until it reaches the fillers.

When corn canning was in its infancy, one-line factories, so called, were in vogue, which meant, for the purpose of this discussion, that one mixer, one filler and one closing machine was all that was operated in any one plant. So that consistency was more or less a matter of getting each day's pack alike.

With increasing demand, corn was soon being canned in factories with more than one line, sometimes as many as four and five lines, running continuously, and it was then, and has since been, a problem to get uniform consistency on each line, in addition to getting each day's run alike.

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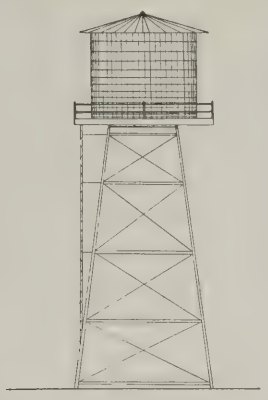
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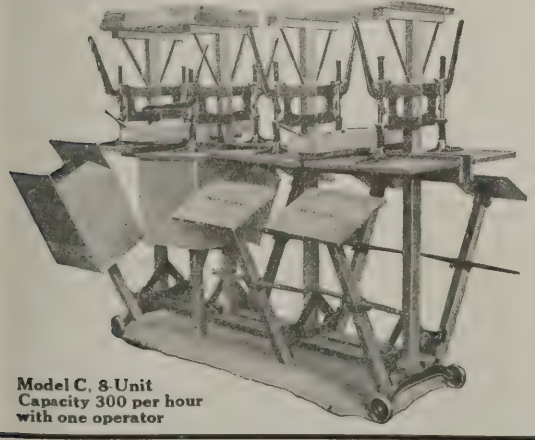
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In the old method, whether one line or five were running, each line was a unit in itself, so far as consistency was concerned, and regardless of how painstaking one might be, it was almost an impossibility to guess at the looks and consistency of corn on each line, and have each can identical after it was canned. If you will agree with that statement, you will agree if some method were devised whereby all your lines could be fed from a common center or from one mixer, your troubles would be reduced, and each line would be packing the same consistency as all the other lines. In other words, instead of having each line an individual unit, so far as consistency is concerned, make all lines one unit.

In order to do this it is essential that the corn from all of your cutters have a common meeting point before it goes to the fillers. This could be arranged, I presume, in different ways, and our suggestion is that as your corn leaves the silker, run it through a Cuykendall mixer. We use the Cuykendall mixer in order to get our syrup more uniform than we could otherwise by simply running into a large tank.

You are all familiar with a Cuykendall mixer; it stirs the corn, as you know, continuously. We have the corn from two fillers running to a common point; these are two tanks about the size of an Economy mixer, fitted with steam coils where the temperature is brought up to about 180 degrees. We have one tank for each mixer; while the one is being emptied, the other is being filled and brought to temperature, and vise versa.

Our Waterloo factory is equipped with four lines. Therefore, we have four Cuykendall mixers and four tanks into which they discharge; from these tanks, equipped as above described, we run the corn from all four tanks into a central tank; this central tank holds approximately 250 gallons, and is equipped with paddles, which agitates the corn, and is also equipped with self-controlled regulators with recording thermometer. From this central tank we pump our corn to the various lines, keeping a continuous stream of corn going to the various lines. The pump is a "Gould Centrifical" two and one-half inch pump.

From the central tank the outlet is 4-inch pipe reduced to the intake of the pump, 3-inch, discharge 2½-inch; the 2½-inch pipe goes clear around to each one of the fillers. The piping we use for carrying our corn from the pump to the fillers is known as sanitary piping, made and distributed by the Creamery Package Manufacturing Co.

We equip our circulating system whereby all the time the factory is in operation the corn is passing through these pipe lines continuously, and it is also equipped so that if one or even three of our machines should be put out of operation for any reason whatever, the corn is kept circulating and returns to the tank from which it started.

In the early part of the pack where, perhaps, you start off with only one line and add one or more lines later, or where you start out with one line in the morning and then about 10 o'clock add a line or two or more, we have our pump equipped with a Reeves Speed Transmission control. While your pump is large enough for four lines or less with this control, you can so regulate it so that it will only feed one line or all four, as you require.

In this manner we have, from experience, solved the trouble of being unable to get uniform consistency on all lines, because all lines will be packing the same consistency of corn all the time, and all we have to do is watch the finished product and see that we have the right consistency, and it isn't a question of checking up each line, as in the old way.

CHAIRMAN HILL—The next subject for discussion will be "Effect of Variety on Quality," Mr. C. A. Magoon, Assistant Psychologist, Bureau of Plant Industry, Washington, D. C.

(Thereupon Dr. Magoon read his paper as follows:)

Relative Merits of Sweet Corn Varieties for Canning Purposes and The Relation of Maturity to the Quality of the Finshed Product

By G. A. Magoon.
Bacteriologist, Bureau of Plant Industry, U. S. Dept. of Agriculture.

IN the time allotted to me I would like to discuss with you the results of some of our studies carried on in the Bureau of Plant Industry upon the relative merits of sweet corn varieties for canning purposes and the relation of maturity of the corn to the quality of the finished product.

These investigations were begun in the season of 1919, when, among other projects concerned with canners' problems, a considerable number of sweet corn varieties, both of those commonly canned and of others less generally known, were subjected to comparative study to determine their suitability for canning purposes. The work was done at the Arlington Experiment Farm, just across the Potomac River from Washington.

In preparation for this work great care was exercised in the selection of good seed, in provision for uniform conditions of cultivation, in harvesting the different varieties of corn when each was considered to be in prime condition for canning, and in the standardization of canning procedures so that packs from the different corns would be entirely comparable.

At the close of the canning season sample cans from these packs were opened and the contents subjected to careful critical comparison with respect to appearance, flavor and general table quality. The results were placed on record to be used for comparison with future findings similarly obtained.

During the season of 1920 the work was repeated, using a somewhat larger number of varieties. Upon critical examination of the cut-out material, however, it was found that, although the corns had been grown under as nearly identical conditions as possible, and the same canning methods had been followed, the corns graded entirely differently from those of the preceding season. For instance, Country Gentleman, which graded "first" in the 1920 pack, held third place the previous year, and Golden Bantam, which was given first place in 1919, was replaced by Charlevoix in 1920. Other varieties likewise held different relative positions.

To find, if possible, the reason for these differences in the results of the two seasons' work, reserve stocks from the 1919 packs were opened and the canned product from the different varieties carefully compared with the product from the same varieties canned in 1920. From this comparison it was evident that some factor or factors other than varietal differences determined largely the quality of the corn.

Pressure of other nvestigations prevented the continuance of this work during the season of 1921, but in the spring of 1922 plans were laid for a rather comprehensive study of the matter. These plans called for both field and laboratory study of the corn plants, particularly of the development of the ear, of the physical and chemical changes taking place in the kernel during development, and of the quality of the canned product from each of the varieties packed at various stages in its development.

The soil selected for the growing of the crop was a deep rich loam, level and well drained by an undeground tile system. The seed was purchased from commercial concerns who regularly supply the sweet corn growers, and it is believed fairly represented that generally sold for canning purposes. The amount and kind of fertilizer and the cultivation of the corn was the same for all varieties, and the field and laboratory technique was uniform throughout the tests.

No attempt was made to investigate the relation of fertilizer and soil factors to the problem, but meteorological and other environmental factors were studied so far as data could be obtained. The daily mean temperature for the growing and maturing period of the corns under study was somewhat above the 49-year average during May and June, but fairly close to it during July. August was somewhat below the average. Taken as a whole, the season was rather wet, there being an excess of rainfall for the months May to August, inclusive, of 3¾ inches over the 10-year average for the corresponding period. The rainfall was well distributed throughout the period of the test. While several heavy rains occurred, in no case was there a drowning of the corn, as the underground drainage system rapidly removed the excess moisture.

The varieties studied included both white and yellow sorts, comprising all the important early, medium and late maturing corns. Named in the approximate order of their maturing, they were: Of the white sorts, Howling Mob, Crosby, Hickox' Improved, Potter's Excelsior, Kelly's Hybrid, Mammoth Sugar, Old Colony, Narrow Grained Evergreen, Country Gentleman and Stowell's Evergreen; and of the yellows, Golden Bantam, Dreer's Golden Giant, Charlevoix, Morse's Golden Cream and Vaughn's Bantam Evergreen. Reid's Yellow Dent and Boone's Country White, two standard varieties of field corn, were grown along

with the sweet varieties for comparison throughout the experiments.

In order to eliminate the possibility of error with respect to the degree of maturity of the corns at the time of harvesting, careful field records were kept of all the varieties. Every morning throughout the silking period the different plots were searched for the appearance of the first silks of the newly forming ears, and when these were found tags were attached which bore the date at which the tagging was done. By this means it was possible to go into the field and select readily ears of any desired age as needed.

Field records showing the time and rate at which the varieties of sweet corn came into silk were of much assistance in the present work, and they have shown that observations made upon the silking period may be of great practical value to the grower and field superintendent in estimating when and how rapidly a field of corn will come to canning maturity.

In studying the factors concerned with quality in canned corn, five matters need to be given consideration:

1. At what stage of the development of the ear are the highest yields of cut-off corn secured;
2. How does increasing maturity affect the tenderness of the kernels;
3. At what stage is the sugar content the highest and the flavor best developed;
4. At what stage is the condition of the kernel contents most satisfactory for the production of corn of the proper texture and consistency?
5. To what extent is quality determined by the variety of corn used?

We will consider each of these topics in turn.

The stage of maturity at which the highest yields of cut-off corn may be secured is a matter deserving particular attention, for the reason that this factor in canned corn production probably has more to do with the quality of the canned corn found in the market than almost anything else. Many farmers believe that the longer they can keep their corn in the field without danger from frost, the greater will be their returns, whether the crop is sold on the basis of gross tonnage of corn in the ear or of cut-corn. So long as they are paid on the basis of quantity without regard to condition it is natural that they should desire to harvest the crop when the yields will be the greatest, not being concerned particularly with the quality of the canned product. The canner, on the other hand, is well aware that while it is desirable that he get as high a yield of cut corn as possible, particularly if it has been paid for on a gross tonnage basis, he must guard carefully against over maturity of the corn as delivered. The quality of the pack, therefore, in large measure depends upon how successful the canner is in getting his corn delivered at the factory in proper condition.

Now, is it true that the more mature the corn the greater will be the cutoff, or is the yield heavier at about the time when the corn is in prime canning condition, an opinion expressed to me by a practical canner? To clear up this point, in our experiments samples of corn were taken from all the 15 different varieties at 5-day age intervals, beginning at 5 days from the first appearance of silks on the ears selected, and continuing up to the 30-day stage—that is, well beyond prime canning stage. The ears were weighed at once, then husked, and the proportions of husk, cob and cut corn determined.

It is impossible to show you here the figures derived from all these different varieties, though I believe you would find them of considerable interest. The salient facts are brought out by the averages computed from these findings, and they are presented here in tabular form:

Average gross weight of individual ears and the percentage of cut corn from 15 varieties of sweet corn at age intervals of 5 days.

	Average gross weight of individual ears.	Percentage of cut corn from the same.
At 5 days	4.9 oz.	15.2
At 10 days	8.1 oz.	16.8
At 15 days	10.1 oz.	25.3
At 20 days	11.1 oz.	37.1
At 25 days	11.9 oz.	46.9
At 30 days	11.8 oz.	52.0

These figures show that in our experiments the average gross weight of the ears of 15 varieties of sweet corn did increase up to the 25-day stage, after which it remained practically stationary, and the percentage of cut corn from the same cars continued to increase even to the 30-day stage, which was considerably beyond the stage at which the corn could be canned.

To many, if not most of you, these results are not surprising, being in accord with your own observations. There is one fact brought out by these figures, however, that I desire to call to your attention, which is that the rate of increase in the percentage of cut corn reached its highest point at close of the 20-day stage, which, as will be shown in further discussion, is close to the best canning stage.

While it is not my purpose to enter into a discussion of this particular phase of the corn-canners' problem, it does seem that since the farmers are correct in their belief with respect to yields, and since corn in prime condition is worth more to the canner than under or overmature corn, canners seeking quality in their product might profitably consider a sliding scale of prices to be paid for corn as delivered at the factory based upon its condition or degree of maturity.

We are coming to realize more and more that the tenderness or toughness of the kernel has a great deal to do with the quality of canned corn. This point was emphasized by Burton in an article in the Canner some time ago, in which he stated, as a result of his studies, that "commercial grades of canned Country Gentleman corn, as far as they are concerned by maturity, differ only in the proportion of tough and tender kernels present." Immaturity may be masked, in part, by the addition of starch, and too heavy consistency due to overmaturity may be overcome, in part, by the use of a greater proportion of brine or liquor. But toughness of the kernels cannot be masked. It seemed to us worth while, therefore, to study this matter of the toughness of the kernels in the different varieties throughout the development of the ears and to determine the relation of this toughness to the quality of the canned product.

A special instrument was devised which made it possible to determine by the resistance of the kernels to puncture just how rapidly the tenderness of the kernels changed with increasing maturity. Typical ears of all the 15 varieties were examined with this instrument at age intervals of 5 days, beginning at 10 days from the first appearance of silks on the ears tested. This stage proved to be the earliest at which the tests could be conveniently and profitably made. From 3 to 5 representative ears of known age were examined at each stage and the resistance to puncture determined upon 30 to 40 kernels well scattered over the entire surface of each ear.

The individual kernels on an ear were found to vary somewhat in their resistance to puncture in all stages of maturity, and the average readings for individual ears varied somewhat, but in the main fairly concordant results were obtained. Some varieties were consistently tougher than others throughout almost the entire growth period. Country Gentleman and Kelly's Hybrid, for instance, gave considerably higher readings than Golden Bantam, Dreer's Golden Giant and Charlevoix, which did not approach an extremely high mark even at the end of the 30-day stage.

To show the results of these tests in detail would be confusing and impractical at this time, but a curve illustrating the average figures for the 15 varieties may be of interest and is shown on the chart. Curves showing the readings for Country Gentlemen and Golden Bantam are given, also, as the former illustrates how great toughness is attained, and the latter shows a tendency for the increase in toughness to lag somewhat during the earlier stages, in which respect it was found to differ from all the other varieties.

The numerals represent the number of grams of pressure exerted on the plunger of the puncturing instrument (which was approximately 3/64 inch in diameter) to penetrate the kernels. Numerous tests in the laboratory at the Arlington Farm and in canning factories in Maine showed that the limits of toughness between which first quality canned corn could be produced were represented by the readings of 250 and 325. Three hundred and twenty-five was found to be the extreme limit. That you may have an idea of just how brief the period is during which, upon the basis of toughness, first quality canned corn may be produced, these points are marked on the curves. This applies, of course, to the conditions under which our corns were grown. We have been unable so far to determine the effect of drought or other seasonal or climatic factors upon this matter, though readings made in Maine closely confirmed the readings obtained in Washington.

We will turn now to the subject of the natural sugar content and flavor of the varieties of sweet corn. It may be said at the outset that in general desirable flavor and natural sweetness go hand in hand. That is, the more sweet, naturally, the corn is, the better the flavor. In this discussion we shall confine ourselves to the sugar content.

The history of the changes in sugar content in the 15 varieties of sweet corn was determined in our studies by chemical analysis of the cut corn at 5-day age intervals throughout the entire development period of each variety. The first tests were

made upon ears 5 days old, as determined by the time when their silks first appeared, and the last upon ears 30 days old. Here, again, I shall not burden you with the details of findings of the individual tests, but I would like to show you by means of a chart some of the important results in this phase of the investigation.

In the curve, which represents the average of individual curves for the 15 varieties, it is seen that the total sugar content increased progressively up to the 15-day stage, after which it decreased rapidly at first, and then more slowly in the later stages. It should be said that the sugar content of the different varieties did not vary widely at any stage of maturity. At the 5 and 10-day stages the differences were very slight. The greatest variation occurred at the 15-day stage, but even here amounted to only about one-half of one per cent on the basis of fresh green weight. The differences at 20 days were not significant.

To us certain features of these findings were somewhat surprising. For instance, we had not expected to find that, regardless of the earliness or lateness of the variety, the sugar content would be the highest at the same age of the ears, and we had not expected to find so little variation in the amount of sugar present. Even in Boone County White, one of the standard field varieties, which is much later than any of the sweet varieties, it was found that not only was the sugar content as high as many of the sweet varieties at the 15-day stage, but the highest point was reached at the same time as the others. Furthermore, we did not expect to find that in the slow maturing varieties the sugar content would decrease after the high point was reached almost as fast as in the more rapidly maturing corns.

Our investigations did not include studies of the effect of storage or the holding over of corn for different periods upon the sugar content of sweet corn as this work had already been done and the facts are widely known. It will do no harm, however, in this connection to emphasize again the fact that sweetness in corn is an exceedingly unstable property, being lost rapidly after the ear is pulled from the stalk, and particularly so when the weather is warm or the ears are allowed to remain in the pile.

The consistency of canned corn is intimately associated with the condition of the starchy contents of the corn kernels, as every canner knows, and it is to this more than anything else that the field superintendent pays attention in ordering in the corn. Since the canner is after quality in his product, he needs to know not only when the stage is reached which will give him the proper consistency, but also how this condition is related to the other factors which concern quality.

To obtain information upon this point, canning tests were made of all the varieties at age intervals of 5 days, beginning at 15 days from the time when the ears selected first showed silks and continuing up to the 30-day stage. Uniform methods were used thoroughout these tests in order that the different packs might be strictly comparable. At the end of the season samples from the different varieties canned at the various stages of maturity were opened and the whole series subjected to careful critical study. We may summarize briefly in a few sentences the results of these tests so far as they affect the consistency of the product.

At the 15-day stage all varieties were found to be too immature to give a product of the desired consistency, with the possible exception of Golden Bantam, Dreer's Golden Giant and Morse's Golden Crown of the yellow sorts and Crosby and Hickok's Improved of the white varieties, which were only slightly too thin in consistency. At the 20-day stage the consistency was good in all, though some of the later maturing, such as Stowell's and Narrow Grained Evergreen, Old Colony and Mammoth Sugar showed a little thinner consistency than the others. At the 25-day stage all except the last named were well past the prime canning condition. To give some idea of the comparative condition of the different groups as regard earliness and lateness, it may be said that the consistency of Crosby corn at the 20-day stage was practically the same as that of Stowell's and the others mentioned, which were a little less matured at the 25-day stage. At the 30-day stage all the varieties were entirely too mature for canning. In no case, therefore, could a satisfactory product be canned from ears of corn less than 15 days old or more than 25 days old. In the early and rapidly maturing corns the best stage for canning was found to be that represented by the age of from 17 to 20 days, and in the late and slower maturing sorts by the age of 20 to 25 days.

It is of interest now for us to glance back over the findings thus far set forth and to see if there is any correlation of facts that will be of service. It has been pointed out that at about the age of 20 days from the first appearance of silks the highest rate of increase in cut corn is secured; that from the standpoint of tenderness the corn should be canned as early as possible an not exceeding the 25-day stage; that at the age of 15 days th sugar content is highest in all varieties of corn, and that at th age of from 17 to 25 days the best consistency is secured in th canned product. These lines of evidence combine to point to definite, brief period of only 6 to 7 days' duration in the histor of sweet corns when first quality may be secured. They als show that the closer one can get to the earlier age the highe will be the quality of the pack, particularly with respect to ten derness, sweetness and flavor.

There remains now to be considered our last point—to wha extent quality is determined by the variety of corn used.

At the outset of our experiments we had expected to fin that it would be possible, on the basis of quality of the canne product, to distinguish varieties and to select from the group o sweet corns under study those varieties which would yield prod ucts superior to those from other sorts. Our expectations wer not realized. What we did find was that when any variety wa canned at the proper stage of maturity, as determined by th age of the ears, a product of first quality was obtained. Com parative judging of these 15 varieties at comparable stages o maturity failed to bring out significant differences in the qualit of the canned corn. To be sure, small differences in sweetnes were apparent, and it was possible when blindfolded to distin guish yellow varieties from the white; but when the creame corns were compared, one could not tell one white variety fro the other or distinguish Golden Bantam from the other yello sorts.

Quality in canned corn, therefore, seems to depend not upo the variety so much as upon the degree of maturity and prompt ness with which the corn is handled.

There are other phases of this subject which have beee brought to our attention in these investigations which might b discussed before a meeting of this kind, but I have already occu pied sufficient of your time. In conclusion, let me say that w look upon these stodies as in no sense complete. These result represent the findings of one season's work only in most of thei aspects, and we probably are not justified in drawing too man conclusions from them. There remains to be investigated th matter of the relation of geographical location and climate t the problem, of seasonal variations in temperature, rainfall, etc which it has not been possible for us to undertake so far. It i our hope that other workers will be encouraged by these result to investigate the field more thoroughly and make it possible fo canners to proceed with greater assurance in the production o canned corn of the highest quality.

(During the reading of the paper Mr. Magoon made th following remarks with reference to the charts):

This chart shows you that in five days from the first appear ance of silk upon ears the average gross weight of the ears wa 4.9 ounces. The cut off corn from those same ears a mounte to 15.2 per cent. In ten days the average weight for the fifteen varieties was 8.1 ounces and the percentage of cut corn 16.8 In fifteen days 10.1 was the average weight of the ear and 25. per cent amount of the cut corn. For twenty days the weigh was 11.1 with a percentage of cut corn of 37.1.

In 25 days 11.9 ounces. The weight of the average and th percentage of cut corn was 46.9. In thirty days the averag weight was 11.8 and the precentage cut corn 62.

Now, these figures show that in the experiments the aver age crop weight of ears of the fifteen varieties of sweet corn would increase up to the 25-day stage, after which they remaine practically stationary.

You will notice it dropped back just one point. And th percentage of cut corn from the same ears continued to increas even up to the thirty-day stage, which was beyond an age a which the corn could be canned.

You will notice that between the 15th and 20th days there was an increase of 11.8 per cent, which is greater than an other period thereafter. So that the increase in the weight o cut corn falls off from that point.

* * * *

On this chart the heavy black line began here and extende two-thirds the way up, reached an average increase in tough ness of fifteen varieties. That is the average of all the test made. The dotted line in the left which goes very high in th chart represents the results obtained for country gentleman corn and shows how exceedingly tough the corn becomes as it approches maturity.

The dotted line which comes off here and then goes up hal way represents the results obtained with golden bantam, an shows the exception in the rule—that in this case there seems to be a lag in the increase in toughness with this particular variety. All the other varieties went right on up.

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Now, let me explain just what these figures mean. These numerals in the left represent the number of grams in pressure which was exerted upon the plunger of the apparatus used to puncture the kernels. 160 grams up to 480. The figures at the bottom represent the age of the corn from the first appearance of silk. These ten here give the age of the particular ear counting from the time when the first silk appears and running all over.

MR. GREENE—May I interrupt you to ask you what point in that chart is considered ideal position of the corn for canning?

DR. MAGOON—I am coming to that right away.

DR. MAGOON—I will say further, just to give you a little more clear idea just what these figures mean: That the plunger of the apparatus was constructed from brass wire which was approximately 3-64 of an inch in diameter. That gives you some notion of the size of it and these figures here represent the pressure which was exerted in that plunger to puncture the kernel. You are all familiar, of course, with the fact that when the skin or kernel, when it is punctured, the needle would penetrate very readily, so the readings are clear cut and you proseed to get very definite results.

* * * *

Now, I ought to say that this applies to the corn as grown in the Arlington Farm in Virginia just across the river from Washington. We have no way of knowing that these same results would be obtained elsewhere, but so far we have not been able to carry our investigations far enough, although I will say that the examination of the corn in Maine at some of the Maine factories very closely confirmed our findings at Washington.

We will turn now to the subject of the natural sugar contents or the flavor of the variety of sweet corn.

* * * *

This course represents the average for the fifteen varieties. The sugar content increased progressively up to the fifteen-day stage, after which it decreased rapidly (reading paper).

* * * *

Now, certain features of these findings were rather surprising: For instance, we had not expected to find that regardless of the earliness or lateness of the variety that the corn would arrive at its highest point in sugar content and we did not expect to find, furthermore, that there would be so little disagreement in the total amount of sugar present.

Furthermore, we had expected to find from the later varieties than the high sugar content would remain high for awhile. But, this was found not to be the case, and I may say that experiments upon Boone County White, one of the star field brands of corn, which is supposed to have no sugar at all, certainly from the standpoint of the canner—had a sugar content very nearly as high as that of the sweet varieties at the fifteen-day stage.

Boone County White is much later than that of the sweet varieties, and yet its sugar content was higher than a number of the sweet varieties at the fifteen-day stage, and the high point was reached at the fifteen-day stage.

* * * *

Let me explain at this point, that the proportion of corn and liquor or brine that was used in these experiments was four of corn to one of brine. That was uniform throughout the test. So that the results are entirely comparable.

A MEMBER—By measure or weight?

DR. MAGOON—By weight.

To arrive at these results the brine was heated in glass containers and measured into the cans first hot; then the corn which had been heated to about 190 degrees, 180 to 190 degrees, was weighed in, and—into the liquor. The reason we put the liquor in first was that we got a better mixture of corn with brine under those conditions than if we would put corn in first, then turn the brine on top. But, the methods were uniform throughout.

CHAIRMAN HILL—The attention which you have given to this paper indicates the interest which you have in this subject. I want to congratulate the audience on the very valuable paper given, and this matter is before you for discussion and remarks.

MR. GREENE—I would like to ask the Doctor what was the total percentage of sugar found? Do you have those figures?

DR. MAGOON—The highest went close to six per cent.

MR. GREENE—That was an extreme?

DR. MAGOON—That was the extreme. I believe in one instance it went just a trifle over six per cent. but not much more than that. The lowest percentage was a little below five. I believe it was golden bantam that gave the lowest amount.

MR. GREENE—What was the highest content of sugar that would be shown at the fifteen-day period? The percentage of sugar is of such small consequence as far as the canner is concerned, is it practical for him to give much attention to the sugar content—how it affects the maturity of corn.

DR. MAGOON—As I said at the outset the sugar content and desirable fresh corn flavor go hand in hand as a rule. The higher the sugar content the higher the quality from the standpoint of flavor.

MR. GREENE—I do not quite understand. I gather from your remarks that the ideal time in which to can the later varieties is between twenty and twenty-five days, somewhere along there after the sugar content has begun to fall.

DR. MAGOON—From the standpoint of consistency, yes.

MR. GREENE—Not from the standpoint of flavor?

DR. MAGOON—Not from the standpoint of flavor. That connection, total sugar and sweetness do not necessarily coincide. That is partly due to a difference in the moisture content. The more concentrated the sugar solution is the sweeter the tests. That accounts, I believe, for the result that even Stowell's Evergreen, which comes to canning maturity later than Golden Bantam, still was pretty sweet and in good condition. Does that answer your question?

DR. GREENE—Yes.

A MEMBER—I would like to ask the Doctor whether weather conditions did not have a great deal to do with his five-day experiments?

DR. MAGOON—The percentage of sugar?

THE MEMBER—No. Take it all the way through for canning purposes.

DR. MAGOON—Without question. It has been impossible for us, we have had just one farm to work on this, and it has not been possible for us to get around in other parts of the country. I have no doubt that those five-day readings would show differently in different parts of the country and under different seasonal conditions. I am merely giving you the result of one year's time, an give them as food for thought rather than as the last word upon the subject.

MR. MITCHELL (Illinois)—It may be that I misunderstood you, but I believe you stated that the sugar content in the field corn you mentioned was about the same percentage as sweet corn. Is that right?

DR. MAGOON—That is right.

MR. MITCHELL—Maybe the sugar exists in different form and makes the corn seem sweeter.

DR. MAGOON—There is a difference, of course, in the amount of different sugars in corn. That, of course, affects the sweetness in both reduced and non-reduced sugars; some of them are not very sweet and others are sweeter.

But to answer your question directly, I think field corn was just as sweet in the test at that stage as the sweet corn at fifteen days, but it was not so mature. It would not do for canning at that stage, but it was sweet to the taste.

MR. MITCHELL—How does the sugar exist in corn, in what shape is it? Do you get it always in one shape, or are there different kinds of sugar?

DR. MAGOON—There are several kinds of sugar, and the proportion of the different sugars determines the sweetness. If you have a larger proportion of sucrose sugar your corn will be much sweeter. If you have a larger proportion of what is known as non-reduced glucose, it is not so sweet, although it would show high in the total sugar analysis.

MR. MITCHELL—Does the sugar have to start as the corn matures?

DR. BOHART—Yes. That is, as the corn matures, and when the corn is held in pile the sweetness disappears, and according to the work of various investigators, while some of it is used up in what is known as respiration, most of it is condensed into starch and it goes over into that form.

MR. ARGALL—I would like to ask if you have any data on how rapidly the sugar content decreases before the corn has been packed and is held in storage, say beyond 24 hours, what percentage of the sugar has turned into starch.

DR. MAGOON—I did not make any test upon that, for the reason that the work was done some little time ago by Dr. Store, I believe, of the Maryland State University, and that usually figures are available from Government reports. I did not make any test of that at that time.

MR. SHANNON (Hamburg, Iowa)—When you speak of the five-day period, you mean when the silk appears at the end of the ear?

DR. MAGOON—Yes.

MR. SHANNON—How did you figure it?

DR. MAGOON—We went through the plot and watched for the first silk sticking out of the ears. They would come



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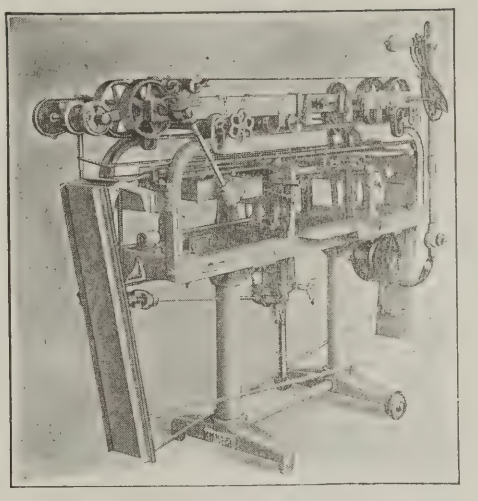
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out in increasing numbers every day until a maximum point was reached, and as soon as the silk showed the ear was tagged, and we figured the age from that time.

CHAIRMAN HILL—The next question for discussion is a round table discussion on the subject of

"HOW CAN CONSUMER DEMAND FOR CANNED CORN BE INCREASED?"

By Mr. Mitchell, of Illinois.

I have written down the subject, or the topic, that I want to talk about first. The demand may be increased from either or both of two classes of consumers. First, those that now regularly use canned foods, and second those who do not use canned foods regularly. We are told that this second class is more numerous than the first; that is, that less than half of the consumers are accustomed to using canned food. While some methods of approach are common to both classes of customers, in order to reach the people who do not use canned food at all it is necessary to proceed in a different manner from that which would interest the people that regularly use canned foods. About a year ago the directors of the National Canners Association talked this matter over and voted a sum of money for the establishment of a Department of Home Economics, with the understanding that it might be conducted or developed in a manner similar to that so successfully used when Dr. Woodbury was employed to develop the Department of Raw Products Research. It seems that this is the best method of approach for developing a desire for using canned foods among the people that now do not understand that these foods are desirable. The method of development or the stages that should be used to reach this large class of potential customers should, of course, be largely left to the initiative of the proper party, but it seems that the order of procedure that would accomplish the results in the best manner would be as follows:

1. The placing on the program of the various natio women's association papers that would indirectly or direc convey the idea that canned foods are wholesome and ec nomical.

2. The placing in various magazines and papers large circulation interesting articles relative to the canni of various commodities and pictures designed to particular call attention to the sanitary condition of the factories a the care taken in selection of the food products.

3. The cultivating of friendly relations with all of t domestic science training colleges so that they might be ful posted relative to the processes used in canning of the foo and also the best methods of using the same and the econon of such use.

4. The cultivating of similar relations with the small schools, colleges and institutes where teachers receive t training and the information relative to the progress of d mestic science problems.

5. Keeping in close contact with the various domest science classes in the schools over the country. The suppl ing to them of full information relative to the canning of foo and their use.

6. Having contact with the various women's household science clubs through the country and furnishing to them i formation for the preparation of papers.

7. Co-operating with the summer schools and teacher institutes to see that on the program is an opportunity fo visiting factories canning corn in the vicinity where available

All the above points are made general, as canned corn i classed as canned foods in the minds of all people that do no use canned foods at all.

To reach the people that have been accustomed to usin canned foods and to retain the interest of the other people wh might be interested by the above means we would emphasiz particularly the word "quality."

This part Mr. Cosgrove will take up.

How Can We Increase the Consumption of Corn

By E. B. Cosgrove

Experienced Corn Canner of Minnesota and Wisconsin.

MR. MITCHELL has asked that I drop the broader considerations bearing on the building up of canned foods consumption as a whole, and confine my remarks more especially to the product corn, and to factors affecting that product, corn, as to influence its popularity with the consumer.

We are agreed that canned corn consumption has not kept pace with the increasing consumption of some canned foods, conspicuously peas.

Let us bear in mind that you, Mr. Mitchell, and Mr. Hill, and I pack a competitive product; we are competitors, but that in a broader sense our products together, all corn, finds its real competition in other foods. You are my competitor, but peas, tomatoes, meats, dried beans, other foods, are the real competition canned corn must overcome.

I feel that corn popularity has been retarded by the occurrence of sulphide black. I am more certain that the light consistency adopted by many canners as a means of avoiding a loss because of black has lost many friends for corn. The greatest need of the corn canner today is a fool-proof can, so protected against formation of sulphide black by zinc cover, special coating or otherwise, as to make possible the packing of a big value can of corn that will stay white.

The great stumbling block to building up corn consumption has been a tool low price. Not too high, but too low.

What variety of corn has met with greater growth in consumer demand during the past five years than Golden Bantam, the highest priced corn on the list. Bantam has been dealt in at a price high enough to permit the producer to build into it the maximum quality of raw product and careful workmanship.

Minnesota, with pride, calls attention to the fact that Bantam was first canned there; its packing in this country originated with my good friend, Frank Bouthitt, at Big Stone. He got such a price for it as furnished an incentive to pack it better and better, and the demand for Golden Corn originating from that first pack from Western Minnesota has grown and grown until today the industry is hard put to meet with the demands of the trade, and we have seen second-hand trades in Bantam at above $2.00.

I am not afraid of a too high price on corn provided the quality is built into it to justify that price.

Let us for a minute analyze quality in corn, and discuss the factors that determine it.

The most commonly recognized factors are:

Tenderness.
Flavor.
Consistency.
Color.
Freedom from silk, husk and cob.
Uniformity of cut.

Corn canning today is a science. The modern canner takes on more and more the atmosphere of a laboratory. Let us blame nature less for our failures and approach our problem with a more accurate, searching, technical inquisitiveness.

In this analysis it is approximately accurate to say that nature plays an important part in determining but two factors—tenderness and flavor. It can be questioned that nature is more than half responsible for the apparent grade here.

A proper field organization, coupled with proper technique on the sorting table and the cutting room, can do much to disguise from the consumer a too great maturity, and that practice insofar as it renders a product more palatable to the consumer is justifiable.

Flavor is at best 50 per cent natural and 50 per cent artificial. I have seen Bantam so packed as to vie in flavor with Chinese punk, and I've seen Evergreen corn out of Ohio that was remarkably pleasant to take.

Of the remaining factors, consistency, cut, freedom from silk, husk and cob and color, workmanship or management (better called) is absolutely the determinator.

Our crimes have been many. Weather and the Lord have been burdened with blame for our failures too often.

A proper organization to survive in the canning industry today must be elastic enough to meet the emergency of the weather and season.

While I have great faith in Crosby and Bantam corns as varieties, and a great faith in Minnesota as a canning section, nevertheless I sincerely believe that the proper organization can pack a creditable product i any section now packing corn.

Gentlemen, a can of Iowa corn may be packed of a consistency to match Maine. It can be packed free from silk, it can be uniformly cut and of good color. Without giving away a Maine or Minnesota secret, I might say that the sugar markets of the world are open alike to Maine and Minnesota, Ohio or Indiana.

Let us put real workmanship into our product to the end thatcorn may meet with pleasure in the eyes of our LORD—the the consumer.

Such pleasure as will induce the consumer to pay us a living price.

Mr. Chairman—To review a moment—

We must get a fool-proof can. We must get a price that will warrant an expenditure to obtain quality.

We must play fair and deliver the quality.

Then 18.000.000 cases will just be bait.

MR. COSGROVE—Mr. Mitchell asked me to confine my corn in so far as the quality of corn in itself affects consumption.

If there is nothing further we will have the reports of committees. The Nominating Committee will now please make a report.

THE ELECTION.

MR. GREENE (Chairman Nominating Committee)—In making the selection of these gentlemen your committee kept in mind securing men not only of the right caliber, but men who will do things; and it is suggested to those who become the officers of the section that this section have additional meetings throughout the year instead of regarding quit now and die and not have any additional meetings from now until next year. There are other opportunities, such as the Western Canners meeting and others, when suitable meetings can be held.

The members of this committee present for nomination Messrs. E. B. Cosgrove, of Minnesota, as chairman, and Mr. Hall Wrightson, of Maryland, as Secretary.

Motion seconded and carried.

A MEMBER—Would the committee consent to a suggestion of a vice-presdient of this section?

CHAIRMAN HILL—I think that is a valuable suggestion. It has not heretofore been the practice of appointing vice-presidents, but if you think of the name of one whom you can add to your committee I would entertain a motion.

MR. GREENE—The committee would have to convene in order to do that. Had they been so requested they would have selected a vice-president.

I would like to place in nomination the name of Mr. A. J. Mitchell as vice-president.

CHAIRMAN HILL—If there is no objection the name of Mr. Mitchell will be added to the report of the committee as vice-president. The question is before you, gentlemen. All in favor of the motion signify by saying "aye," contrary "no." The motion is carried and I declare the gentlemen named duly elected to the respective offices.

If there is nothing further we will stand adjourned.

An adjournment was then taken.

KRAUT SECTION

National Kraut Packers Association Meeting, Iroquois Room Hotel Statler, Thursday January 24 1924

W. W. Wilder, Clyde, Ohio, Chairman, presiding.

Roy Irons, Clyde, Ohio, Secretary.

THE CHAIRMAN—We have one committee to appoint. That is the Nominating Committee for chairman and secretary of the Kraut Section for the ensuing year. I will appoint this nominating committee to consist of B. W. Weller, H. Hamilton and L. A. Colton.

We are fortunate this morning, I believe, in having all our expected speakers present. First we will have the address, "Fermentation of Kraut," by Dr. Edwin LeFevre, Bureau of Chemistry, Washington, D. C. (Applause.)

Factors Which Influence the Quality of Sauer Kraut

By Edwin Lefevre

Bureau of Chemistry, U. S. Dept. of Agriculture.

SAUERKRAUT is shredded cabbage which has undergone a lastic fermentation in the brine made from its own juice by the addition of salt. The quality of this product undoubtedly depends upon several factors. One of these, a very important one, is its acid content. Without acid it would not be sauerkraut. The very name implies acidity. Without a sufficient degree of acidity it lacks the proper flavor, and insofar as this is lacking becomes flat and insipid. The degree of acidity which can be obtained in sauerkraut is limited by the amount of sugar in the cabbage. This is usually about 4 per cent. The group of lactic organisms which are always present on cabbage are capable of converting this sugar into acids, chiefly lactic. We should get from the action of these organisms an acid percentage equivalent to about one-half of that of the sugar present. This is comparable to the results obtained in the fermentation of fruit juices, where we should obtain as a result of the action of yeasts and acetic bacteria an acetic acid production equivalent to one-half of the sugar in the juice. Unfortunately in neither of these fermentations do we, as a rule, get such a result. In the fermentation of sauerkraut we are sometimes able to get an acidity of 2 per cent, calculated as lactic. More often we get less than that. A percentage of 1.8 is considered a good result. An acidity of 1.5 per cent should, I think, be established as the minimum which a fully fermented product should show. Less than that would indicate either that the cabbage was deficient in sugar, or that the fermentation was not properly carried out.

Just why the acidity should be unduly low in some instances is not always easy to understand. Several factors, however, may be conducive of this result. A low sugar contact in the cabbage would, of course, mean a correspondingly low acid production. It may be said, however, that low acidities in the fermented product are very rarely due to a deficiency in the sugar content of the cabbage. In the great majority of cases this is due to the failure of the fermenting organisms to utilize all the sugar present. tI is well known that after fermentation has ceased a certain per cent of sugar usually remains unutilized. The lactic group of bacteria with which we are concerned in this fermentation is not one simple uniform species, but exists as numerous strains which differ somewhat in their morphology and doubtless in their ability to convert sugar into acids. Bacteriological investigations have shown that practically all micro-organisms are influenced adversely by the products of their own decomposition. So, with these high acid formers the increasing acidity soon operates to inhibit their activity, rendering them incapable of further attack on the sugar present.

In very many instances the failure to secure a satisfactory degree of acidity in sauerkraut is due to the fact that the essential organisms do not function under favorable conditions. One condition, which is of vital importance, is the proper temperature. In my experiments in the fermentation of cabbage under commercial conditions reported to this Association in 1920 it was clearly shown that we do not get the maximum results in acid formation unless these organisms are given a temperature which approximates their optimum of about 30 degrees C. (86 degrees F.). If cabbage goes into a tank cold, as it often does in our Northern cabbage belt unless it is preheated, the fermentation is bound to be slow in starting, the acidity slow in forming, and in the end usually falls much short of the possible production.

Another condition which may be unfavorable to acid production is improper salting. The group of organisms which are essential to the fermentation of cabbage are quite tolerant of salt. Large amounts are, however, to a certain extent inhibitive. Proper salting is a factor which must also be considered in connection with the quality of sauerkraut. This can very easily be injured by the use of too much salt, or by its uneven distribution. Very careful experiments have shown that 2.5 per cent of salt, based on the weight of the cabbage used, gives the best results. This amount of salt does not prevent the activity of the organisms and at the same time gives that flavor which is most desirable. Under certain conditions it may be advisable to increase this slightly, as, for example, in fermenting cabbage during very warm weather. The amount used, however, should never exceed 3 per cent.

It is equally certain that the kind of cabbage used in making sauerkraut has an influence upon the quality of the finished product. It is not my purpose to discuss the question of varieties

of cabbage most suitable for this purpose. Members of this Association undoubtedly understand this better than I do. In a general way, however, it may be said that in order to secure a good product we must have firm, solid heads of cabbage. My own experience, and I doubt not the experience of all, is to the effect that you cannot make a good quality of sauerkraut with heads of cabbage which are improperly filled and which do not contain the proper amount of moisture and other essential constituents.

Two factors which must always be considered in determining the quality of sauerkraut are crispness and color. By crispness we mean firmness, without, however, being tough or fibrous. The kraut should be firm in texture and yet should possess that degree of friability which renders it easy of mastication. The color of sauerkraut should always be as white as possible. This is desirable from the standpoint of appearance and also for the reason that lightness in color is indicative of proper handling. Crispness and whiteness being essential to a good product, it is well to consider those conditions and influences which are unfavorable to those qualities. Undoubtedly a slow fermentation is conducive to the touchening of the product; therefore, it is always advisable to secure a fairly rapid fermentation. Long holding in the tank is also conducive to the deterioration of the kraut, both as to its texture and color. Moreover, aromatic substances are formed which are not essential, and are productive of unpleasant odors in the cooking of the kraut. It should always be kept in mind that the fermentation of sauerkraut is essentially an anaerobic process. Therefore, the presence of air is to be avoided as far as possible. For this reason the distribution of sauerkraut in barrels cannot be considered the most desirable method. Transferring to barrels means the introduction of air and exposure to aerial infection. Yeasts and objectionable bacteria enter and lead to secondary changes which may be unfavorable to the quality of the product, rendering it dark in color and strong in flavor and with undesirable odors in cooking. Canning is undoubtedly the ideal method for placing sauerkraut in the hands of the consumer. This product having a high acid and salt content does not afford a favorable soil for the growth of spoilage organisms, and is, therefore, readily preserved by canning. Care should be taken in canning sauerkraut to see that a proper degree of acidity is maintained. A minimum of one per cent should be shown by a sauerkraut after canning. If proper methods are followed, this is perfectly possible, even if the initial acidity of kraut is not more than 1.5 per cent.

In conclusion, I desire to say that the demand for sauerkraut does not now come from the saloon and free lunch counter, but the appeal for its use must be made to the housewives of America. These form a large and a very discriminating and exacting clientele.

The manufacturers of sauerkraut must, therefore, produce a product which contains the proper degree of acidity, properly salted, and which has the proper crispness and color. Briefly, it should be a clean and appetizing product.

MR. KLUMP—What gives kraut a burnt taste, canned kraut? What is the cause of that?

A MEMBER—Not enough cooling after you cook it in the can.

A MEMBER—I understood Dr. LeFebre to say you could make kraut without salt. Did he mean that?

DR. LeFEVRE—No, I didn't mean to say that you could make sauerkraut without salt. I mean you could make a fermentation. Cabbage will undergo a fermentation.

A MEMBER—Won't it be soft and rotten?

Dr. LeFEVRE—No. You can shred cabbage and pour water over it and it will undergo a fermentation. It will become sour, but it does not have the flavor. It is not fit to eat. The same thing, you know, holds true in ensilage. That is fermented and becomes sour. It has no salt in it, and it does not have the flavor. We couldn't eat it. Cattle like it but we don't.

A MEMBER—If you salt kraut too little you get soft kraut I do, anyway.

DR. LeFEVRE—Of course, I do not pretend to say that would work on a large scale. I am simply talking about a shall experiment in the laboratory. I know that has been done in our laboratory.

MR. COFFLER—I believe that the process of making in Holland is without salt the majority of the time. When you import kraut in this country you find in the majority of cases it is imported under a process without salt, and they get this fermentation largely through pressure. That is in tank cure. That is only a very little experience I have had, but I believe that would help answer that question.

The CHAIRMAN—The next address on our program is "Chemical and Bacteriologcal Analysis of Sauerkraut," by Dr. E. E. Fred, University of Wisconsin, Madison, Wis.

SOME FACTORS THAT DETERMINE THE QUALITY O SAUERKRAUT

Summary of Address Delivered by Mr. E. B. Fred, of the De partment of Agricultural Bacteriology, Madison, Wis.

AN order to produce uniform sauerkraut of good quality, w believe that serious consideration must be given to such factors as kind of cabbage, age of cabbage, kinds of bacteria and the factors that favor the development of the proper bacteria. Chemical and bacteriological methods furnish valuable information, but cannot be used alone to judge quality of kraut.

From the results of a number of analyses it appears that good kraut should contain about 1 per cent of lactic acid. If the acid is present in small amounts the raw kraut may have a good flavor, but does not possess the same keeping qualities. Canned kraut usually contains about .9 per cent of lactic acid and about half as much alcohol as bulk kraut.

Although not exact, direct titration of the brine gives a fairly accurate measure of the total acidity of the kraut. It is highly important that the brine drawn for such tests be representative of that in the vat. It has been shown that a sample drawn from the side of the vat may be entirely different from that contained in the interior of the vat.

In the early stages of fermentation there are present various kinds of bacteria, but as the fermentation proceeds these disappear and are replaced by great numbers of the lactic acid bacteria. About one week after the kraut is packed the maximum number of bacteria is reached. This may represent more than one billion bacteria per cubic centimeter. Within a short time after a high acidity is reached the number of bacteria begins to decrease.

From the results of many tests in experimental vats it is concluded that inoculation with the proper bacteria will influence sauerkraut fermentation in several ways.

The normal flora is altered. It results in a great increase in the number of lactic acid bacteria, especially in the early stages of fermentation. The fermentation products are changed. There is a slight incrase in the amount of lactic acid and a decrease in the amount of volatile acid and alcohol. There is a well-defined improvement in the quality of the inoculated as compared with the uninoculated kraut.

In order to place the kraut industry on a firm basis and thereby insure the production of a better and more uniform product, it is evident that the bacteriology and the chemistry of the process must receive careful study. To secure the best results this laboratory study should be in a close contact with the kraut manufacturer.

THE CHAIRMAN—If not, I want to say that we are certainly fortunate in having two such wonderful addresses this morning by men who have devoted a great deal of their time and knowledge in the preparation of these very instructive and necessary parts to our business. Is the Committee on Nominations ready to report?

THE ELECTION.

MR. WELLER—Your committee would recommend that the same officers be elected, Mr. Wilder as chairman and Roy Irons as Secretary, and I would move that we elect them by acclamation.

The motion was duly seconded and carried.

THE CHAIRMAN—I will speak for myself and let Mr. Irons speak for himself. I want to thank you for this renomination and assure you that I will do my best for the year of 1924 to continue the work of the Kraut Section of the National Canners' Association.

This concludes the Kraut Section meeting, and according to the program, you will notice that the meeting of the National Kraut Packers' Association will convene at once. Everyone is invited, in fact expected, to remain throughout the entire meeting. We are going to push it along as fast as we can, as we have many good things before us.

MEETING OF THE NATIONAL KRAUT PACKERS' ASSOCIATION

Thursday Morning, January 24, 1924
10:45 o'Clock A. M.
Iroquois Room, Hotel Statler
W. W. Wilder, Clyde, Ohio, President, presiding.
Roy Irons, Clyde, Ohio, Secretary.

THE PRESIDENT—The first address on the program is:

"THE QUALITY MARKET"

By Mr. Earle W. Bachman, Chicago, Illinois.

(This was an advertising talk, explained by charts, showing the field reached by their magazines.)

THE CHAIRMAN—The next address on our program is the "Sauerkraut Campaign Up-to-Date," by R. J. Mooney, president of Conover, Mooney & Co., Chicago, Illinois.

FOR BETTER, LESS EXPENSIVE SHIPPING BOXES ---- See H & D

H & D Corrugated Fibre Boxes get there with the goods. Shipped to a nearby town or to a point across the continent, they arrive with contents intact.

You risk no defaced labels or leaky cans when you ship in these better boxes. Inexpensive, convenient and far above railroad requirements for strength, they solve your shipping problem once and for all.

Get our prices and free samples and you will be convinced of the efficiency and economy of these better boxes.



Ask also for your copy of our free "Canners Booklet".

THE HINDE & DAUCH PAPER CO
Member Canning Machinery & Supplies Assn.
800 Water St., Sandusky, Ohio
CANADIAN ADDRESS:
Toronto—King St. Subway and Hanna Ave.

H&D Corrugated Fibre Shipping Boxes



Color-Neat Grey

ECONOMY PLUS EFFICIENCY

THE BEAR BRAND CANNERS' APRON is a great improvement over ordinary aprons. It is made of **sturdy, durable, extremely lightweight,** rubber-coated fabric, and is ideal for men and women in all canning and bottling operations. Great durability, comfort and efficiency mean **maximum protection** at **minimum cost.**

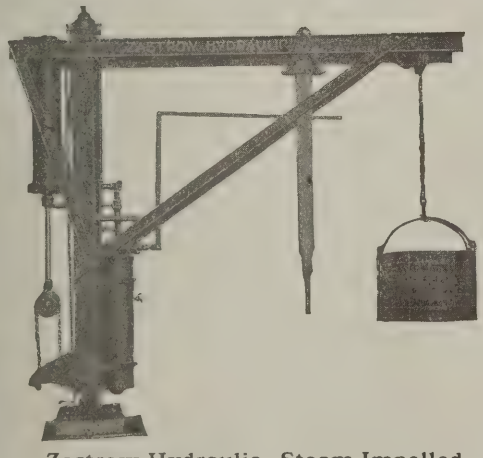
Medium size, 34" wide by 44" long, weighs only **16 ounces;** the **lightest high-grade apron made.** Send trial order TODAY - and be convinced of BEAR BRAND superiority. **Price only $15.50 dozen.** Economy, durability and greater comfort guaranteed. Sample of fabric on request.

JOBBERS: Send for *Distributors Prosposition*

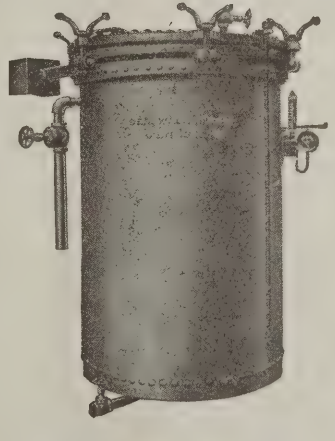
William M. Gross

Carver Building, Sharon, Penna.

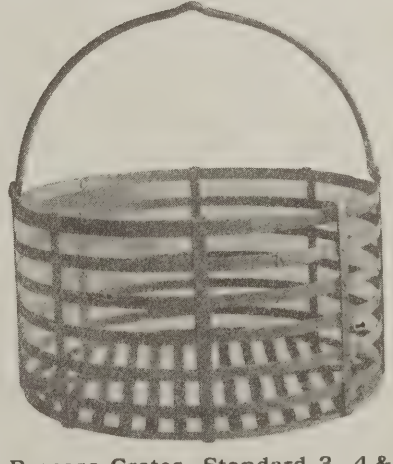
ZASTROW'S PROCESS ROOM EQUIPMENT



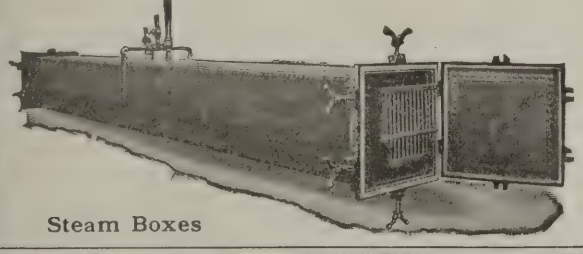
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.

The Sauer Kraut Campaign Up To Date

By Robert J. Mooney
The Mooney-Conover Adv. Co., Chicago.

THE Sauerkraut Campaign Up-to-Date" is not a subject for oratory and rounded periods. That is left to our forensic associate, Wm. Clendenin—"the sauerkraut apostle."

But it is a subject of the deepest interest, and ever-growing interest to me and our agency and to every member of this association.

A little more than a year ago we started on the sauerkraut adventure; for it was an adventure—a new departure in food advertising. Sauerkraut as a subject of an advertising campaign was declared impossible by certain competitors. But, backed by the most enthusiastic association with which any agency ever contacted, we were of another opinion. We had faith. We saw a vision.

Before a line of advertising was written, we spent months in the libraries of the country—reading and digging—gathering the facts, astonishing facts, regarding its history, its food and health ingredients and its medicinal and nutritive properties. We marshaled and assembled our authorities. We had material surprising to ourselves and a story that we felt would revolutionize an industry and in time might change the food habits of our people. We submitted our findings—and you approved.

Our next task was to translate these statements of eminent scientific and medical authorities from the terminology of science into the plain, everyday language of "the man in the street"—to make "the gospel of sauerkraut" so clear and simple that it would be understood by all, and would carry the conviction of truth and simplicity.

However, our way was not even then clear for sailing. Our findings were so unusual that great publications hesitated. But we sent photostats of every claim—and then with their acceptance, came the reply that no campaign had been so completely proven.

I am recalling these facts because it is proper that we should not forget that although the advertising and merchandising have brought sauerkraut into the limelight, it was not brought there by accident. We mastered its psychology—we found the sauerkraut gospel, and we determined to preach it in a new way. We did—and the results tell their own story.

Sauerkraut is becoming a household word. A favorite of thousands and tens of thousands today, its followers and lovers are enthusiastic. The day is fast approaching when the presidential candidate who does not eat it, will have difficulty in reaching the White House. At least if he is elected and remains ignorant of its health-giving properties, he will never live out his term.

Sauerkraut is on the shield today of the high and the lowly. A week ago a woman member of Chicago's "four hundred" told me its virtues had been extolled at a gathering of her exclusive circle, and each member advised to place it on the family menu. A great mail order house—the greatest in the country—Sears, Roebuck & Company—is feeding it three times a week to 7,500 employees in its cafeteria. A great bank—the largest west of New York City—The Continental and Commercial Bank of Chicago—serves it as a tri-weekly requisite to 1,500 employees, and the First National Bank of Chicago to 1,200. Schools, hospitals, sanitariums, hotels, restaurants are adopting it far and wide, and its nidividual consumers are increasing by leaps and bounds.

The story of sauerkraut has made new advertising history. It has been called repeatedly the most successful campaign in food advertising, considering the amount of money expended. We can assert that with becoming modesty, as we can truthfully say it has been the work of no one factor—but rather the joint work of the National Kraut Packers Association, then Advertising Committee, the Secretary and the Agency. No campaign has created more talk. I only mention that because the more talk it excites, the wider its fame and the more extended its use.

If you doubt this, you should spend a day in our offices. We are obliged to hold daily conferences on sauerkraut. I think the representatives of every magazine and half the newspapers in the United States have called to express their interest in the campaign and to ask when they were to have the privilege of running the sauerkraut story. Heads of associations have written, asking how the success had been achieved—a grapefruit association, a cherry association, a paper manufacturing association, a vegetable association; even a great association in California where food advertising, in large measure, had its beginning. Food experts accepting the sttaements in the advertisements are writing about it. And cooking and health experts cite it in their magazine and newspaper departments.

Not long since, a magazine, which we have not yet used, sent us a report of a survey made of the small town field for canned fruits and vegetables. It covered the East Central, Midwestern and Southwestern States, in order to secure a fair knowledge of the buying habits of their people.

In answer to the question: "Check the kind of fruits or vegetables that you buy," under sauerkraut were found the following results: East Central, 20 per cent; Midwestern, 46.4 per cent, and Southwestern, 65.5 per cent, a general average of over 44 per cent.

Gentlemen, that shows progress. A year ago the answers would have told another tale—and the investigation, in fact, would not have been made.

As all know, our advertising began a year ago last October, October 28, 1922, being the date of the first insertion. In the course of the year we used virtually only two magazines—one in a paramount way, with 24 insertions. Almost immediately the public responded—and the interest in sauerkraut widened.

This year we look forward, despite the comparative smallness of the crop, to even greater results. We are expanding somewhat. In the three months beginning with March we shall present our appeal in magazines whose combined circulation amounts to 4,172,225. Assuming that three to four persons read each magazine, over 16,000,000 have the opportunity of learning the "gospel of sauerkraut."

And in the summer months—we shall never be content until we make sauerkraut an all-year-round dish—we are broadening our circle by a more direct appeal to women. We think the time has come when we can do that with no uncertainty as to the outcome.

We have enlarged our booklet, adding interesting illustrations and many receipts which will educate the housewife to the many delicious dishes to be made from sauerkraut alone and in combination. But we have retained its geenral form and contents, which induced Dr. Harvey W. Wiley to call it the best food-product booklet he had read. The way in which our booklet has been received by the people and the conviction it has carried have proved that we were right in the beginning in making it simple and inexpensive, rather than an elaborate and costly one. It is the facts about sauerkraut which convince, and the more intelligent people are, the more quickly they believe these truths. We feel that everyone who had read our booklet is a sautrkraut convert for all time.

I cannot close this brief review without again paying tribute to the other factors in this campaign. We have had much experience in association advertising—I doubt if any agency has had more—but we know no association so responsive and encouraging as your own. And no advertising committee gave an agency more valuable support and help and inspiration than your committee. And, once again, let us say that no association's secretary ever surpassed Roy Irons. He, of course, needs no praise from us. You all know him and his work. Untiring in his devotion, ever on the job, his judgment and suggestions and enthusiasms have been a large contribution to the success of the enterprise, of which we can all be proud. Let us tell you, he keeps us busy at the wheel.

And great as has been the success so far, we look forward to this year, with even greater confidence. We feel, if possible, too, an even greater sense of responsibility.

We are telling the story to millions—yet we must not forget that there are many millions still to convince and enroll under the banner of Sauerkraut. But as we march on—the continuation of our advertising being assured—they will join. The campaign gathers momentum as it goes on—like a great rolling snowball—gaining weight and power. It is a stronger force today than it was a year ago, and a year hence it will be a power to be reckoned with greater than today.

We rejoice over our connection with sauerkraut. We feel, as must every member of the National Kraut Packers' Association, that in making known its virtues we are engaged in a work that is actually philanthropic; a blessing for the American people. Long live and flourish sauerkraut—the coming national dish of the country.

THE CHAIRMAN—I will ask Secretary-Treasurer Irons to give us his report as briefly as possible, and I know we will all be interested in the report which he is about to give.

SECRETARY IRONS—We are all anxious to know just how much enthusiasm has been stirred up among the consumers of the country. That is the party really that we want to reach, and by the report that I am just about to give here it will show you the number of letters that have come into the office direct, wanting the booklet "Sauerkraut, the Health Food," containing the recipes. I will first give you the coupons received from the "Saturday Evening Post:

Men	13,253
Women	16,291
Doctors	252

Making a total to date since the campaign started October a year ago, October 28th, of 29,796.

"Good Housekeeping"—Men, 659; women, 2,413; doctors, 20; making a total of 3,092.

"Elks' Magazie." Men, 1,448; women, 1,484; doctors, 27, making a total of 3,009.

This as of January 1st of this year.

"The Normal Instructor"—probably a lot of you do not know what a normal instructor is, but it is a book that goes out to the teachers of economics in the United States. Men, 121; women, 124, making a total of 245. They request booklets for their classes. They will probably send in for ten or a dozen, or 15 or 20. We have sent them altogether 13,641 booklets. As I said, they distribute them and teach sauerkraut to the kiddies in their school rooms.

"Today's Housewife." That is an organ we did not advertise in. They came out with a little announcement in their paper that we were publishing a booklet containing recipes, and there have been 337 women written in from that source.

"St. Louis Post-Dspatch" last year was 1,876. That has gained four coupons in December. Those ads were run over a year ago.

"Progressive Grocer." This is a medium we use early in the fall to get the retail grocer acquainted with our advertising campaign. We attach a coupon thereto to send in for the booklet. This goes out to about 3,000 grocers. We have sent out to them on their inquiries for the coupons 10,396 and 24,038 booklets.

Miscellaneous. Men, 1,008; women, 1,766; doctors, 23.

We do not know from what medium they might come. That makes a grand total to date of 41,987 inquiries which came in since we started October 28. a year ago.

I imght call your attention to the first ad we had in the "Saturday Evening Post," October 28th, one year ago. A party would think that we would not have any more inquiries from that ad. During the month of December there were four came in. Hardly a month goes by but that we do not receive a coupon from the first ad we put out in all of our papers. They seem to be an endless chain. They do not seem to destroy them. The life of a daily newspaper they say is 20 minutes. It does not seem so from these advertisements, because we get some coupons from an old ad in the "St. Louis Post-Dispatch" of last December. The number of letters received during the month of December was 5,441, against 5,050 during November.

The Secretary continued reading letters.

THE CHAIRMAN—The Kraut Meeting would hardly be complete without hearing from one of our well-known speakers, who is the next on the program, who will talk to us on "New Developments of the Sauerkraut Proposition," Mr. William Clendenin, of Chicago, Illinois.

THE KRAUT PACKERS LEAD ALL.

By William Clendenin.

HAVE just had paid to me the most distinguished compliment of my brief but meteoric career. A note handed up here reads as follows:

"Dear Mr. Clendenin: I understand you are the advertising man for sauerkraut, but if you wrote all those testimonials Roy Irons is reading, then I will tell the cockeyed world that you are a wonder." (Laughter.)

Well, I did not write them, but I would like to be able to claim or asseverate the fact that I did for it would be living proof that this world is progressing, getting better and abler every day. Shakespeare wrote "Hamlet," Milton wrote "Paradise Lost," but I am the author of "Paradise Regained." I wrote the story of Sauerkraut. (Applause and laughter.)

But my career approaches now its close. Mr. Mooney has referred to me as the official orator of Kraut. If there is anything of which I am wary it is the closing in of good close competition, and I have noted with alarm one fact, and that is that the entire personnel of this organization is waxing so eloquent on the subject of its own progress that they bid fair to rank very soon now not only as evangelists, but as exhorters.

Last night at the Food Show I heard the Rev. Archbishop Hubbard, of Milwaukee, holding forth on the virtues of kraut, reinforced by Mr. Cornell, of the Meter Organization, in the middle of the main aisle, and I says to myself says I, "I had better be going while the going is good. The next thing I know these gentlemen will have an official invitation to join the ranks of the Methodist Church and Billy Sunday will abandon his vocation and begin a new career as a canner of kraut." (Laughter.)

The truth of the matter is that the National Kraut Association is the one association of the fifteen that I have had the pleasure of serving in the matter of research and report and story that has been able to see the light and do something about it. I glory in it. I wrote the story of Beans. God bless my soul, and what happened? Nothing. I wrote the story of Peanut Butter, 900 pages long and full of good stuff. What happened? Nothing. Tomatoes? Nothing. Pickles? Nothing. Macaroni? Less than nothing. I can read you the list of fifteen of them, and the only bunch that saw the light and had the courage of its convictions, stepped to the front and nailed its colors to the mast, and put it through, was the National Kraut Packers' Association of the United States. (Applause.)

I made an address yesterday, a short one, before a luncheon upstairs of a newly organized group of men who are undertaking to do a considerable and a brave thing, if they forward it to the degree of actual execution, and I think they will. They believe that the time has come to maintain quality in the can and integrity in behalf of the label that identifies it. They feel that the time has come when character in this business of canning, whether it be kraut or corn or anything else, is the chief end of the business, and that to deceive the public, to disappoint the paramount right of the public, is worse—is worse than a crime—it is a mistake.

Out in Chicago the other day we had some wonderful kraut sent me by the president of this association, a strictly complimentary reference on my part. But it was most wonderful kraut, and we gave it to some friends of ours, particularly two elderly ladies who said they were fond of kraut. They took it home and served it in their home to their family, and it was they went around the corner when it came time to replenish the delicious, and rather than ask for another little gift package larder and bought somebody else's—I won't say who's—at the grocery store, and it was not good kraut, and they were disappointed, but they had faith enough left to try it again. So that they went in the other direction the next time and bought some at the delicatessen store, and that was even worse, and they have quit, they have given it up.

What is the answer to that sort of thing? Some of you said, "Hit the standardization thing, and hit it hard." Others said, "Well, touch it lightly and pass on." I am here to tell you—and my hair is white and I am old—that by the Lord Harry reform this thing, get behind brands that mean something. There has been the faith and the good will of the public, that has believed in you enough to make the initial purchase. Don't reason like P. T. Barnum, that there is a sucker born every minute, because if you are doing that change your exhibit. That is what he did. Shift your brand, like the American Tobacco Company; it has 1,500 brands waiting for their turn. But don't try to standardize a brand unless you standardize the quality. You have no right to disappoint the American public.

You have spent $75,000 to advertise sauerkraut, and there is not a man jack of you advertising his brand. Again, good night! I think the least you should and ought and could do would be to put on direct mail campaigns for yourselves, and particularly for your quality pack, your fancy and your choice and your extra standards at least, within your trade territory and to your trade at least. If you are going to build this thing up that is one sure way to do it.

You are all so far ahead that even at this convention I hear it whispered in the corridors around and the columns and the pillars and back stairs, "How do these sauerkraut fellows do this? Damn it, can't we do things like these kraut fellows?" That is exactly the effect we want to have prevail with our fellow-men in this business, to keep ahead of them.

Here, now, is my humble contribution to the gayety of nations, and I read it for what it is worth, an Ode to Sauerkraut. Modesty, as I indicated, forbids me to reveal its authorship.

"I have dined at Delmonico's,
Dined at the Ritz,
At Claridge's, Faust's, and Beau Peep;
I've chatted with geniuses,
Listened to wits,
And to some who would put you to sleep.

I remember the eggs foo yong,
Foo sow;
I remember the oysters McTague;
I have fond recollections of grouse, not now
Could you steal it or buy it, or beg.
Old memories come of the quail on toast,
Of venison cuts—and the jelly—
Of Chambertin (some), but champagne (most),
And 'three stars' that tickled your ('tummy).
My mind goes back to the feasts of old,
Delights which today we lack,
The duck, the teal and the canvas back,
The bar le duc and the punches cold,

Ad the Pommery there in its pack.
The lobster king in his palace bright,
A-swim in a seethe of wine,
The wine of the Rhine, or, well, Moselle,
I'd take either one for mine.
But that isn't it, there were cocktails, too,
Martinis for me—and you—
In those fugitive days and those vanished nights,
When skies were blue and our friends were true,

And the eats were out of sight.
But those days are gone, by Gad!
They're gone
They're gone like a flicker of light;
And they've left us here without even beer,
And yet there is **something** in sight!
There was one thing then,
And there's one thing still
We never could live without—
The dish that digested the whole damn bill,
And that, my friends, was KRAUT!

There was the dish that settled the hash
Of the mountain dew, and the terrapin stew,
And all the collations that epicures knew,
The which I'll say was by no means few,
And make you feel like a fighting cock,
SAUERKRAUT!
There was the dish with the old ham hocks,
The antidote for soda and hock,
That cleaned the debris
From your system, see?
SAUERKRAUT!

How few of us knew in those days gone by
If it weren't for the kraut we would surely die?
But it saved us then and it saves us yet
From the horrors of hootch, the best you can get,
Just SAUERKRAUT forever and aye.
Why it cures your pains and it cures your aches,
And it steadies your nerves when you've got the shakes,
And diabetes, old age and gastritis,
And rheumatism and Fletcherism,
And beyond all question for indigestion,
And for thin and stout, and you with the gout,
There's nothing so potent as just SAUERKRAUT.

No matter what your special disease,
Thin as a rail or quite obese,
Or tight with the tightness of civilization,
The chronic curse of constipation—
Mentally muddy or clogged with doubt—
There's one sure cure, and that is KRAUT.
Why, even the women are coming our way,
They have found at last they can make it pay,
For the ladies now say that the only way
To clear the complexion in just one day
Is to can cosmetics and buy a can
Of good sauerkraut from the grocery man.

There is nothing like it under the sun,
A corrective food—the only one.
If you're sick abed it'll make you well,
You can tell the world to go to—Steubenville—
You may think it won't, but I tell you it will.
So this is the food physicians advise,
This is the food the wise one buys.
The food whose virtue none denies
The sovereign dish in the whole world's eyes,
The dish of dishes—to advertise—
SAUERKRAUT." (Applause.)

THE CHAIRMAN—It does us good to laugh. I enjoy hearing you laugh when Roy Irons read those letters. You always smile when our friend Clendenin gets up. There is something contagious about it. You get it really before he gets u He never disappoints you. That was fine.

Next we will have the presentation of the advertising pl for 1924 and 1925, presented by Mr. Martin Meeter.

MR. MEETER—In a general way all I want to indicate that the program of advertising as laid out by the committee conjunction with the agency is to continue principally in t publications that we have been using, the adoption of the qua ity group that was discussed here a little while ago, but the ma feature of which I think will begin in the April number, w be an appeal to the women in the presentation not alone of t gospel of sauerkraut, but suggesting recipes and particular salads. Sauerkraut has never been used to any extent in t salad form, and if you will refer to the book you will find som very surprising recipes that have been tried and tested in very thorough way, and they are being adopted we find in hotel and restaurants and in some homes. But this has not bee published as yet, and the committee wants to put these out es pecially to the women in "The Ladies' Home Journal," begin ning in the April number. This we believe, and undoubtedl you will agree with us, that it will increase considerably th consumption of sauerkraut in the summer months.

There is just one thought that struck me here while som of these men were speaking. What would happen right no during 1924 if we were to drop this advertising? Did you eve think of that? I will let you answer the question. It cer tainly would be a disaster from the standpoint of good adver tising and from the practical standpoint of the packer. If tha is true, the reverse must also be true. What would happen i can increase the advertising? The advertising will go onl as far as the appropriations are made. You can't figure no that we have about $50,000 to $75,000, wherever we end up, i accordance with the pack, now that money has been sub scribed and will be paid, that that is as far as we will have t go. Why, we are only scratching the surface. We could wel use $100,000 or more, and the success of the campaign depend entirely upon you, and we hope that there will be a considerabl increase at this meeting in men who will pledge themselves t this campaign, as the great increase was shown at Atlantic City and at the Chicago meetings.

I will just present the new advertising agreement in part Practically all of it has been rewritten, but in the main this contract is an agreement for advertising sauerkraut, made between the packer and the National Kraut Packers Association, by which the packer agrees to pay into this fund for advertising the sum of 50 cents per ton of cabbage cut into sauerkraut during the coming season, and the Association agrees on its part, providing that a minimum of $25,000 is subscribed, to proceed with its advertising campaign as it has done heretofore.

I take it as your intention that we proceed in making the motion that the Association go on record with this and decide to advertise during this year, adopt this contract the same as we have done heretofore. I make that motion.

The motion was duly seconded and carried.

The next matter taken up was the presentation of applications for membership. The name of the Perkins-Epeneter Pickle Co. was presented and by motion seconded and carried. Application of associate membership of the Cleveland Co-operate Co., motion was made an carried and they were duly elected.

The matter of working out a new plan to handle the production of the disease-resistant cabbage seed was presented. It was shown that as the old plan now stands, it only permitted the Department of Agriculture to serve a special interest, which is contrary to the rules governing the Department of Agriculture. For instance, as explained by the professors who have had the research in charge, matters of this kind must be done for all the people and not for just a few. That in their capacity they were only servants of and for the public. That pressure by outside parties had been brought to bear on their Department; therefore, they are asking for a solution of the matter.

After much discussion it was moved by A. E. Slessman that a committee of three to meet with the old seed committee to work out a plan that would be satisfactory to the Department of Agriculture. Seconded by Weller and carried unanimously.

At a later date the President appointed W. H. Knox, of the Wilson Packing Co., Jackson, Mich., Chairman; William Erdrich, of the Bellevue Kraut and Pickling Co., Bellevue, Ohio, and A. A. Huppert, of the Frank Pure Food Co., Milwaukee.

Thereupon the meeting adjourned.

FRIDAY'S GENERAL SESSION

National Canners Association, Ball Room, Hotel Statler, January 25 1924

JAMES A. ANDERSON, President, Presiding.

CHAIRMAN ANDERSON—The meeting will please come to order.

We will first have the report of the Committee on Membership, of which Dr. T. O. Goeres, of Wisconsin, is Chairman.

MEMBERSHIP

DR. GOERES—This Committee was formed about two months ago, and I am very sorry to say we have not a report to offer.

CHAIRMAN ANDERSON—We will next hear from our good old friend, Billy Roach, who will give the report on Refinancing, Advertising and Inspection.

RE-FINANCING

MR. ROACH—You have the financial report which was made by the chartered accountant, the American Audit Co., under date of January 15, 1924.

I might state that it was necessary to employ counsel to collect some of these accounts to show our friends who were not quite certain in their own minds whether they owed any or not, that it was a bona fide contract which they had made.

MR. BURDEN—I move the adoption of the report.

(Which motion was duly seconded.)

MR. ROACH—I would just say that this has been a hard, trying ordeal, and all I have to say is that I want to thank Mr. William Fromm and Mr. Dashiell and Mr. Frank Gorrell for the wonderful assistance I have had from them in trying to make these adjustments in making the collections that we have made. It seems that many canners who signed these bona fide contracts regarded the contract as rather a joke, instead of a bona fide obligation, and it was necessary, as I have said before, in order to get anything in the way of collections, to employ Judge Covington's staff, that wonderfully fine counsel, and his co-operation has been very helpful in collecting some of these accounts. I don't think we have sued anybody—perhaps we have brought suit against one or two, who, however, have paid up most of their accounts.

MR. CLARK—Before acting upon the report I move that a vote of thanks be extended to Mr. W. R. Roach by this Association for his work in cleaning up this matter.

(Which motion was duly seconded.)

MR. ROACH—Include Harry Stresbaugh and Richard Dickinson in that motion.

(Which motion was duly seconded and carried.)

CHAIRMAN ANDERSON—The next is the report of the Conference Committee, of which Mr. Roy F. Clark, of Wisconsin, is chairman.

CONFERENCE COMMITTEE

MR. CLARK—I came to this Convention with a rather lengthy report to make, covering the warehouse plan and setting forth just what steps had been taken to perfect its organization. Prior to coming to Buffalo we had a meeting at Chicago with the food officials, and the plan was discussed, or, rather, the warehouse plan was discussed, and the meeting finally adjourned again to meet in Buffalo. There were present representatives of the National Wholesale Grocers' Association, the American Wholesale Grocers' Association and our Conference Committee. The report is in a few words, and I will read you the resolution that was unanimously adopted:

> "The Conference Committees representing the National Wholesale Grocers' Association, the American Wholesale Grocers' Association and the Conference Committee of the National Canners' Association approve, as a principle, the canners' warehouse plan as applied to wholesale warehouse stocks only, as far as permissible under Federal, State and municipal food laws, and
>
> "Approve as a principle for the purpose of the wholesale grocer crediting the retailer for spoils which must be destroyed when and where found, that the wholesale grocer is to receive from the canner an allowance mutually agreed upon between wholesale grocer and canner at the time of purchase, or in the alternative the adjustment of such losses to be left to the contracting parties, and
>
> "Approve August 1st following year of purchase as the expiration of the guarantee period of sales for delivery from future packs and the period of six months on spot sales for both the wholesale and retail stock."

Relative to the last paragraph relating to the guarantee period, I want to say that was agreed upon prior to our meeting here in Buffalo, and, therefore, was incorporated in the final resolution. There may be some objection to that; there may be some objection to the entire resolution, but some particular objection to the last clause, and I call your attention to the fact that it was agreed upon at a prior conference.

I would like to say, Mr. President, also, that there has been a great deal of objection made by food officials of this country to applying the warehouse plan to stocks in the hands of the retailer. They make the claim that to return spoiled canned foods in small lots, one can, two cans or more, would be impossible; that they would not be able to have a check upon the same, and I think I can say that the concensus of opinion among all of the food officials is, it would not be practical so far as it affects retail stock. I think I may say that we will have the co-operation throughout the country of the food officials, so far as the plan relates to stocks in the hands of the wholesaler.

Now, I appreciate fully that so far as the wording of this resolution is concerned, the only practical progress we have made is so far as it affects stock in wholesale grocers' warehouses; but I do point out to you that that is a step forward in the interest of the public, that the very fact that we will have the co-operation of food officials, so far as this plan relates to the warehouse stock, and relates really to all canned foods, we have something that we have never had before. Now, so far as the Chain Stores Association is concerned, we met with the committee on Thursday. They made the point that this part of the resolution, referring to the warehouse plan, was not adaptable to their system of distribution, for the reason that they carried very small stocks in their warehouses. However, they made the statement that they would issue a bulletin to the effect that the Chain Stores Association was ready and willing and anxious to co-operate with the National Canners' Association in an attempt to ascertain the cause of spoilage, and I believe they will take the spirit of this resolution, so far as it relates to the adjustment of losses between canner and distributor, and will attempt, as I know the wholesaler will, to work out some plan with the canners which will be fair upon all and each of the commodities packed.

MR. CHASE—There is no man in this room more anxious to see harmony restored between the canners and the wholesale grocers than I am, and I think that the result of this work of the committee has been very gratifying, indeed. But there is one clause, as suggested by Mr. Clark, that might not be accepted by all of the interests represented in the National Canners' Association. We, of course, in California—and I think I might say on the Pacific Coast—are more interested in that clause changing the date from July 1st to August 1st than probably any other section of the country. It is something that, so far as I know, has never been discussed, neither at conferences which I have attended, nor has it been discussed by the California canners. It would, indeed, be a pity for anyone to attempt to change this agreement that has been arrived at after all these various meetings, but I do want to say this: that it would be impossible for Mr. McKinney and myself and others representing the California canners here, to accept that because of local conditions that exist there. It may be acceptable, personally—I hope it will be—but we cannot naturally sit here and hear this passed by unanimous consent without having to explain our situation, and the reasons why we consider it necessary to go on record at this time regarding that situation.

MR. ROACH—I, like Mr. Chase, am most desirous of the friendship of the wholesale grocer, and the confidence of the wholesale grocer and the chain store men as well. I have not any fight on with the canner, the wholesale grocer or the chain store men, and I don't intend to have. I know something in a small way about the conference that has been held betweeen the different associations, from the fact that one of my business friends is one of the Conference Committee. There has been a tremendous lot of hard work done, but it is my honest and candid opinion that August 1st of the year following the packing of the goods is a long way to guarantee any product. I take the same stand as Mr. Chase does. I do not think that we should be compelled to guarantee our products 13 months to August 1st. The history of this industry is this: When the industry was in its infancy, nobody knew very much about canned foods, did not know whether they were properly processed or not. Today we know, and we know, also, that there has not been very much trouble with what is known as swelled canned foods. The big cause of this is defective cans, and I am not, however, attempting to say that the canmakers are not giving us as good cans as it is possible for them to give us. Perhaps it is as much our fault as theirs.

When canned foods were first commercially sold there was a guarantee of six months, and that was before we knew what sterilization was. This business today is carried on under the supervision of the best chemists in the United States, and we know what time it takes to sterilize our products, and we know that our products are absolutely sterile, and to go now and extend the guarantee period from July 1st to August 1st, I think, is stretching it too far. I do not know of any product that is sold in this country that carries a 12 months' guarantee.

I was in Detroit the other night at the Automobile Show, and we stopped and looked at automobiles, and we stopped in front of one of the best makes of automobiles, and said: "What is your guarantee?" He replied: "Three months, ninety days." I am not trying to get from under any responsibility, but canned foods are sold to be re-sold and consumed, and if the retail grocer and the wholesale grocer buy our product, they should sell them. That is their business. I am not ready to put my O. K. on August 1st.

MR. BURNS—We of the Northwest approved of the warehouse plan unanimously. We approved of it on the understanding that the date was to be July 1st. bhe question of extending that time was not brought up to us, and I do not think that any member from the Northwest could in all honesty vote in favor of a resolution carrying that change. We would not feel justified in voting for the adoption of this resolution before presenting it to a meeting of our entire body of the Northwest.

CHAIRMAN ANDERSON—The question is the adoption of the Committee's report.

MR. MITCHELL—When issues arise between men we must always proceed on the ground that they are honest in their views. If there was not some principle at stake, there would never have been the question come up of the serious proportions that it has come up, with reference to this whole swell proposition.

Now, because of my trouble with my speech I have to come straight to the point and strike at the principle involved without any embarrassment or rounded-out favors. It seems to me that it is a proposition of the jobbers who want to protect themselves against the canners who are not straight, and the honest canners who want to protect themselves against the jobbers and distributors that are not straight goods. We might just as well acknowledge it first as last, because if it was not for that thing, the issue would not be up. This returning of the swells is a question of the doubting of a man's word. If you want them returned from me, you are doubting my word, and I have just as much reason to doubt your word as you have to doubt mine. Why should not these swells be paid for and permit them to stay in my hands? That is the whole issue, absolutely. That being the case, it is a matter of one trusting the other.

Now, then, we brought forth a plan, a compromise, by not asking that these swells be returned to the individual, but that they shall be returned on the warehouse plan proposed. But, now, here is where we are up against the real thing. The Federal law does not permit that to be done. I just want to draw a little issue with the Committee along that line, because if you would stick to the wording of this agreement made, we could not use the warehouse plan. It says, "As far as permissible by the Federal, State and municipal laws," which would shut us out absolutely. All we can do is to get down on our knees and beg the Federal, State and municipal food authorities to permit us to operate under the warehouse plan, and perhaps at this time that is the best we can do.

This Committee, I know, has worked hard, but they have had a pretty hard-boiled bunch to deal with, and it may be the best that we can get; but if it is the best, it is none too good at the best.

There is another phase of the thing which I do not like. Of course, when we have done the best we can do, that is all that can be done; but I do not like this big National Canners' Association now leaving the individual canners at the tender mercies of our friends when it comes to the clause which says that it may be agreed upon between the distributor and the individual canner. I do not like that, because in that way we lessen the prestige of the National Canners' Association. I do believe it would have been best, even though we could not have received a thing in return, to stick to the principle of the canners' warehouse plan, even though the Federal, State and municipal authorities would not have granted us one single concession. If the principle is right, I say stand by the principle until we have one, even though we have to wait until we can revise the laws that will permit the carrying out of the principle involved.

MR. MOORE—None of us can fail to agree with the sentiments expressed by the last speaker. The canners of this country have really only one view as to the handling of swells and spoils. Unfortunately the Conference Committee was confronted with a very serious situation, and out of the numerous conferences held I think there came the development of a thought which may ultimately work matters out along lines that will be extremely satisfactory to the canning industry.

In the first place, when we entered the conference I think none of us had any clean-cut distinction between swells and spoils that occur in the jobber's warehouse and swells and spoils that occur in the retail stores. We had very little thought about the factors which minimize the one and increase the other. Now, in our discussion with many of our jobbing friends the thought developed that there are two ways of handling canned foods by the jobbers in the Middle West and in the country sections. The jobbers, as a rule, test their stocks very frequently. They open a case out of a block of corn which has just been purchased from some canner, and they open perhaps several cases to see if any swells have developed. They do that at frequent and stated intervals, so that they will not send out to their customers any cases that contain swells. It develops further that that practice is not universal. Many jobbers, particularly those who have quick turnovers, rely thoroughly upon the canner. They have found canned foods so sound, as a whole, that they relieved themselves from all responsibility and did not test their stuff. Consequently, if a shipment comes in to that jobber who is living in the realm of quick turnover, rushing his goods out, he does not test those goods, and if trouble is developed, the trouble is passed along to the retailer in the developed zone, and the retailer, maybe, gets those goods that are not quite fit for consumption, and the danger comes to the industry. Because we all know that among the retailers are those who will not be too particular, and what we want above all is to keep those goods from getting to the consumer. We are not worried as to whether they are in our warehouse, or in the jobber's warehouse, or in the back part of the store; we are worried about them getting out to the consumer himself.

Now, it occurred to this Conference Committee—and I say that without in any way belittling the fact—that we were working along compromise lines, for we were; two great industries were fighting and fighting badly, and compromise was in the air; but when it was all done, let us think what has been accomplished. We have laid down the principle that as between ourselves and those with whom we contract, that the swells and spoils are ours, that they are subject to our control, and that we pay for them 100 per cent. Now, isn't that going to be an additional inducement to that jobber to test his stock, to separate those swells and spoiled cans, to change his practice, if he has been somewhat careless, and to gather together his swells and spoils so that they will never reach the retailer, and consequently can never go to the consumer?

Now, if we could stop right where we were when we approved the first principle, and assume no responsibility for shipments beyond that point, then we know that every jobber would work as hard as it was humanly possible to gather together those swells and bill them back to us, because from the time they pass from the warehouse to the retail trade he alone would be responsible, and consequently there would be mighty few spoiled cans that would ever go out to the retail trade. The best figures we have from the jobbers who test their stocks indicated less than 20 per cent of the total swells as taking place in the retailers' hands. One figure showed, I think, 13 per cent; another was estimated at 20 per cent of the total. We had other expressions that the great majority took place in the retailer's hands. I think we have a right to assume that the majority of the swells which occur in the retailer's hands have been due to the fact that the jobber has not used ordinary care in testing his stuff and passing out his swells as we do before we ship, before he ships his goods to the retailer.

I believe that while we could not work it out today, ultimately the canner's relationship will be with the jobber alone, that he will have full responsibility for all swells and spoils in jobbers' hands, and that the jobber will work out his program with his customer, for we know that many of his adjustments are not because of our swells and spoils, but of our competitors. In one market they will take back every dirty labeled can, will take back anything, simply because a competitor is doing it, and they have to retain the good will of the customer. Now, there is a difficulty whenever we go out into the relationship between the jobber and the retailer, but as far as the Conference Committee is concerned, as far as our industry is concerned, with the host of grocers asking for something they have wanted for years, asking for a radical change, the best that we could do was to prevent that change which had been made possible by food regulations and statutes, to stop that change at the point where it

was essential that the original practice be maintained for the protection of our industry.

And then when we passed along into the question of the relationship between the jobber and the retailer, and how we should handle that problem, why, we were simply in a maze. In one section of the country no jobber would accept even a large cash allowance in lieu of those swells, but prefers to rely upon the canner who has handled the matter fairly in the past.

Gentlemen, I have been somewhat active in Association matters during the past three or four years, and I am fairly well acquainted with the units in the canning industry. I have supreme confidence in the ideals of the canning industry, and in its ability to maintain those customs and practices that are part of its success; but as a member of that Conference Committee, looking forward to the year of 1924, realizing that this is a period transitory in character, brought upon us by changes in the food regulations, I could only fear that a delay in purchasing futures by those wholesale grocers who were at that time opposed to the National Canners' warehouse plan would be very detrimental to the canning industry. It was not that we feared that the masses of the canners would break away from what was recommended by the Association, but it was with the consciousness that there are always individuals whose circumstances, whose trade situation would not permit them to defer the sale on future canned foods to their regular customers. Now, I say that with the utmost deference, because my company might be one, Mr. Roach's company might be one, for you all know that there are a great many canners in the country who could not afford to protract a controversy if it could be adjusted upon a basis which retained the principle of full guarantee of canned foods and control of swells and spoils which were available for examination. You have never had swells and spoils of the retailer for examination in any volume. We have had some, we have had a very few real swells and spoils; those which we have had returned are those that developed in the jobber's stocks.

Gentlemen, I am prepared to say that if the Conference Committee had worked out no solution, if we had come before the convention without any solution whatever, there would have been a majority of the canners that would have stood by the warehouse plan; but there would have been a minority of the canners whose circumstances would not permit them to stand by the warehouse plan, and that minority would have been large enough to have disrupted an industry which has been brought together over a period of years, an industry which has gone and is going a long ways toward getting wonderful results in trade relations.

Gentlemen, the Conference Committee, right or wrong, felt that we must brush aside some of these objections which were stronger, perhaps, in our minds than in yours, that as long as we were protected in our right to control our swells and spoils, and to protect the public from the danger of their coming into consumption, that we could afford to go part of the way to work out an adjustment, and to get the distribution of canned foods for 1924 organized, because without that distribution being organized, production would have been threatened during the coming year.

Gentlemen, that is all that I have to say. There are details, there are things that none of us like, but we have not yet in business worked out an ideal situation that is ideal for every man. That is true of every industry, and it is peculiarly true of the canning industry, and it is my sober judgment that reflection will dictate the approval by every canner of the adjustment which has been recommended by the Conference Committee.

MR. ROACH—I know Roy Clark, and the efforts he has made, and I know all these men are honest men. I appreciate the fact of the work that your Conference Committee has had, and I am going to vote for August 1st because I believe it is the best thing for the standard of our industry. We want to place our industry where it belongs, and we want to take care of our responsibility, and I am willing to make the compromise and go thirty days further and make it August 1st.

MR. CLARK—I was not going to say very much with reference to this report in view of the fact that I am to act as your president in 1924, but I do want all sections of the country taken care of, and all commodities, as far as this Association can, and I make this suggestion, if I am in order: If this report is adopted with the last clause relating to the expiration of the guaranty, so far as it affects the digerent commodities, it be referred back to the Conference Committee for further discussion. I want to ask Mr. Chase if that would take care of the situation out in California?

MR. CHASE—I think it would, Mr. Clark. I do not want to be misunderstood in this, for there is no one who appreciates the work that this Conference Committee has done more than I do, but we feel that in view of the fact that we have not consulted with our people we could not be placed on record as approving this change of dates without taking it back to the Coast and finding out what the sentiments are of our people there. It was not with the intention of placing anything in the way of the approval of this report of the Conference Committee. It would, indeed, be a great pity if anything at this time should occur that would prevent the two great industries, the canning industry and the jobbing industry, from getting together and working once more in harmony. Our needs are absolutely mutual, and we cannot afford to have any disagreement occur between those two groups of business men any more than we could afford to have it exist between the departments in our own organization. But Mr. McKinney and I felt we could not be placed upon record as approving of something that has not been submitted to our group, and which we were not at all certain they would approve of, because we are more interested as fruit canners, and would be affected to a far greater extent, probably, than almost any other line of canned foods that are offered the public.

MR. McEWING—Like the gentleman from California, I do not care to make any expression that would have any effect upon the work which has been done by the Conference Committee, but I think I am justified in speaking for the State of Oregon, at least the fruit men of the State, being at the present time the president of that organization.

I know their feeling in regard to the guarantee of fruit, and I know that they would not approve of my sitting in this meeting with this matter up for consideration without my making some expression for Oregon, notwithstanding what my good friend Mr. Roach has stated. We are large packers in that section of fruit. The first thing we pack is strawberries, which we pack in June, and strawberries are the hardest thing to hold on account of defective cans, as the gentleman has said. The last thing we pack is pears, with which we have less trouble. If the guarantee of twelve months could be definitely settled on strawberries, good; but I would not think of a moment of going any further. But if we had to guarantee a period between different dates, or, in other words, a year for various items, it would be an entirely different proposition. I don't want to start any trouble, or spoil the effect of the work of the Conference Committee. In fact, I don't think it is necessary to kick the thing over. I think this can be handled through the Conference Committee. The Conference Committee has learned how to get along with the jobbers, and they have done remarkably well, and I think they can do some more. Oregon, if I may so state, will not go on record as in favor of this guarantee period.

MR. HILL—I think I fully understand the agreement as entered into and accepted by the parties at issue, but the point I wish information on is this: Should the individual canner desire to make an adjustment of swells and spoils, as heretofore, with the wholesaler and through them with the retailer, would the adoption of this report bar the member of the Association from making such an adjustment?

CHAIRMAN ANDERSON—No, sir.

MR. HILL—I might say while I am on the floor that the closest investigation our company could make to ascertain what was the percentage of swells was a quarter of one per cent, and it is my idea that we will continue to settle those differences that may arise from swells and spoilage as heretofore with the individual wholesale grocer, and our company, without having them returned to a central warehouse. I just wanted it understood that we have that privilege, even though it does carry.

CHAIRMAN ANDERSON—This will not interfere with your carrying through your own plan at all. Of course, the action of any association is only advisory.

MR. MOORE—We are all one large family, and we can think out loud, and I rise to make an inquiry. If this Conference Committee report is adopted without reservation, is there any reason why this convention should not later authorize the Conference Committee to open negotiations with other conference committees along the line of establishing guarantee periods which shall not outrun the beginning of the next year's pack? I am trying to say, there was only one argument for August 1st that came to my notice in our discussion, and that was that it was a sort of an average date to cover the beginning of the next year's pack. I remember specifically pointing out that it was not applicable to certain items, and immediately the prayer went up: "Save us from a schedule of time." I might say that while I do not see any grave dangers in making the reservation or taking any action that might discredit this program as we have adopted it, I can see no reason why a resolution should not be adopted authorizing and requesting and directing the Con-

ference Committee to reopen or take up the question of a scale of allowances applicable to the different products, etc.

CHAIRMAN ANDERSON—With the distributors' conference committees?

MR. MOORE—Yes, entirely independent of this matter, and I would like to get the judgment of our President and of our Secretary as to whether there would be anything in that that would indicate a controversial attitude on the part of our convention. I do not think we want to be put in the position of trying to continue any differences, and if we can in the spirit in which Mr. Roach made his suggestion waive personal feeling, I feel that there could be no reason why the convention could not later present to the various conference committees a proposition of a schedule of guarantee dates on the general principle that none of us wants to guarantee over into the next pack. I will say frankly, though, I do not believe there is anything sound in our guaranteeing a buyer to carry him through into the next pack, so that there is a multiplying of the guarantee. If there is no objection to that program, I would be very glad later to support a resolution of that kind, because I think it is something that ought to be done.

CHAIRMAN ANDERSON—I should say that such a program would be constructive and would be along the lines of harmonizing our efforts and bringing about results that we desire to accomplish in our organization, in our own industry, and together with the distributing industry, and I think there is no question but the distributors would welcome a conference along any constructive lines. We have always found them so; they are very good constructive business men, and the fact that they have disagreed with us at times does not mean but what they would be glad to confer with us on constructive lines, and I see no objection to such a program as Mr. Moore has outlined, and I think it would be welcomed by all. Are you ready for the question?

MR. McEWING—Did I understand that Mr. Moore suggested that a resolution of that kind would be presented at this meeting?

MR. MOORE—Yes, before the conclusion of this meeting, that formal positive resolutions be passed, showing our policy to be along that line.

CHAIRMAN ANDERSON—I take it that it would not be good faith on our part after the splendid work of the Conference Committee and what they have accomplished for us to here adopt a resolution that would affect the plan without a further conference and consideration with the wholesale distributors. We owe them that courtesy, and we owe it to ourselves to confer with them on this question that affects their interests as well as ours, and in a spirit of harmony and fairness I think that should be done, and the program as outlined, I think, is entirely in order and proper.

Are there any further remarks, or are you ready for the question? All in favor of the question will say "Aye." The report is adopted by an absolutely unanimous vote. Now the chair recognizes Mr. Moore.

MR. MOORE—I move that the Conference Committee of the National Canners' Association be authorized and directed to enter into negotiations with the Conference Committees of the various distributing associations to ascertain if it be feasible and equitable to adopt guarantee periods applicable to different items which shall not last longer than the commencement of the new pack of that item.

(Which motion was duly seconded.)

CHAIRMAN ANDERSON—If there is nothing further, I will put the question. All those in favor of the question will say "Aye," the contrary "No." The ayes have it and the motion is carried and the resolution is adopted.

We will next have the report of the Resolutions Committee, of which Mr. Richard Dickinson is chairman.

MR. DICKINSON—On behalf of the Resolutions Committee I beg to submit the following report:

RESOLUTIONS PASSED AT THE 17TH ANNUAL CONVENTION

Whereas, The interest and benefits of this convention have been greatly increased by the valuable addresses made at its sessions, be it

Resolved, That the thanks of the association be extended to Mrs. Julian Heath, Rev. Charles D. Brouthton, Mr. Ogden S. Sells, Mr. Charles P. Whiteman, Dr. C. A. Browne, Mr. J. W. Herscher, Mr. J. H. McLaurin, Mrs. Anna B. Scott and Mr. Philip A. DePuyt, and to other guests who have addressed the various section meetings.

* * *

Resolved, That the thanks of the National Canners Association be extended to the people of the city of Buffalo for their courteous and generous treatment on the occasion of this convention, and especial thanks to the Buffalo Chamber of Commerce and to Mr. Elmore C. Green, Chairman of the Buffalo Hotel Managers' Association, for the kindly assistance rendered.

* * *

Resolved, That we appreciate the services rendered by the various trade papers during the past year, and wish to acknowledge our feeling of obligation to them and to assure them of our continued co-operation.

* * *

Resolved, That authority be delegated to the Presidents of this and the allied Associations to fix the place where the next convention shall be held.

* * *

Resolved, That we are pleased to express our feeling of obligation to the Canning Machinery and Supplies Association, the National Food Brokers' Association and the National Retail Grocers' Association for their helpful co-operation during the year past and specially for their welcome and effective assistance at this Convention.

* * *

Whereas, in each succeeding year there has been evidenced in increasing measure the advantages of the constructive and co-operative relationships with the associations of the distributors of our products, promoted through the activities of our Conference Committee, and,

Whereas, the outstanding and gratifying result of the several joint conferences held during this Convention has been the dispelling of certain misapprehensions and misunderstandings, and the proportionate strengthening of bonds of good-will and mutual esteem, be it

Resolved, That we hereby felicitate the officers, representatives and membership of the National Wholesale Grocers' Association, American Wholesale Grocers Association and National Chain Store Association and record again our desire for even closer co-operation, to the end that each of our associations may better serve;

* * *

Whereas, the agricultural research work of the U. S. Department of Agriculture has been of great value to various interests of the canning industry, and,

Whereas, numerous State Agricultural Colleges and Experiment Stations have done research work of outstanding value to the industry on different canning crops; therefore, be it

Resolved, That the National Canners' Association in convention assembled this twenty-fifth day of January, 1924, does hereby express its sense of obligation to the U. S. Department of Agriculture and to the various State Agricultural Colleges and Experiment Stations for their valuable and interesting work, and hereby expresses the earnest desire of its membership that such beneficial work may be continued.

* * *

The National Canners' Association desires to record its earnest and sincere appreciation of the splendid co-operative spirit shown by the officials of the Association of National and State Food Officials during the recent negotiations between conference committees of distributors' organizations and the canners' organization. These food officials displayed great vision in appreciating the honest differences of opinion which had grown out of the different discussions and their fair and impartial attitude was most helpful in reaching a proper solution of these difficulties.

* * *

Whereas, beginning with a delightful luncheon and musicale on Tuesday, followed by most enjoyable trips to Niagara Falls and other points of interest and ending in a grand climax with the President's Ball on Friday evening of Convention Week, the ladies in attendance at our Buffalo meeting have been recipients of such boundless hospitality as has perhaps never before been extended under like conditions, be it

Resolved, That we hereby express to the members of the Canning Machinery and Supplies Association, our hosts on these occasions, our grateful appreciation of the cordiality so bountifully extended.

* * *

Whereas, the National Canners' Association since its incorporation has been unusually favored with the services of Frank E. Gorrell as its Secretary, who by his unexcelled ability, cour-

tesy and devotion has directed it from its small beginnings to its present position of importance among the great industries of the country; therefore, be it

Resolved, That this Association hereby expresses its appreciation and gratitude to its Secretary and that this resolution be inscribed in the records of the Association.

* * *

Whereas, credit for the growth, stability and success of the National Canners' Association is due largely to the unselfish efforts of the officers and directors of the Association,

And, Whereas, we have been fortunate in having as our presiding officer a man out of the West, whose worth and whose strength and whose optimism are typical of the great intermountain land from which he comes,

And, Whereas, he has during the year just closed given unstintingly of his time and talents at heavy sacrifice, made particularly notable on account of the great distance between his home and the centers of the Association's activities;

Now, Therefore, Be It Resolved, That the National Canners' Association extend to its retiring President, James A. Anderson, its sincere thanks and appreciation for the two years of resultful service which he has rendered to this Association as Vice-President in 1922 and President in 1923, and wishes him health, success and prosperity in all the coming years.

* * *

Whereas, since our last meeting our hearts have been saddened by the death of our former President, William C. Leitsch, and,

Whereas, his marked ability, energy, generosity, unfailing courtesy, genial friendliness and loyalty to his friends and to his own ideals won for him the admiration and affection of a host of friends as well as enabled him to render outstanding service to this Association, be it

Resolved, That we most sincerely deplore the loss of this true friend and capable leader, and that we extend our sympathy to his family and to his business associates; and, be it further

Resolved, That a copy of this resolution be engrossed and presented to his family.

* * *

Whereas, the co-operation of the various State Canners' Associations is of great value to the industry, and is a recognized support to the work of this Association, and,

Whereas, it is desirable that the present mutual understanding and co-operation be continued and strengthened; therefore, be it

Resolved, That the Presidents of each of the State Associations be invited to attend the meetings of the Board of Directors of the National Canners' Association, and that their traveling expenses in attending these meetings be allowed on the same basis as those of the members of the Board of Directors.

* * *

Whereas, the activities of the Association during the past year have resulted in a more friendly attitude on the part of many canners who are not new members of the Association, and,

Whereas, a substantial addition to the membership will naturally decrease the unit cost per member; therefore, be it

Resolved, That an active campaign for additional membership be undertaken based on the understanding that the directors will authorize a reduction of membership dues in conformity with the new membership received, but under no circumstances will any important function of the Association be curtailed thereby.

* * *

Referring to the recommendation made by President Anderson in his annual address, relating to zonal warehouses for spoiled canned foods, be it

Resolved, That we approve the agreement reached by our Conference Committee at this Convention, with the committees of the distributors' associations.

* * *

Whereas, it is believed that the best interests of the National Canners' Association will be furthered by having all research studies of the Association co-ordinated under the direction of one agency; therefore, be it

Resolved, That there be one Committee of Scientific Research to which shall be referred all present research and all questions relating to research that may hereafter arise.

* * *

Whereas, the improvement of the general quality of canned foods will result in increased consumption of our products and greater prosperity for the industry, and,

Whereas, quality has been the watchword of this Convention; therefore, be it

Resolved, That we earnestly hope that this watchword be carried home by all canners to be used as a slogan for the coming season, and be it further

Resolved, That we request the co-operation of the buyers for the various distributing agencies that they urge the production of better quality to the canners from whom they purchase, to the mutual advantage of both manufacturers and distributors of canned foods.

* * *

Whereas, the food broker renders a distinct service to the members of the National Canners' Association and all canners in the selling of canned foods, by which he earns a brokerage as compensation; therefore, be it

Resolved, That the National Canners' Association deplores any effort on the part of buyers to endeavor to buy direct and demand the brokerage that rightly belongs to the broker, and does hereby condemn the giving of brokerage to the buyer on the grounds that it is unfair to the broker and is unfair to all other buyers of our products.

* * *

Whereas, the burden of present taxation is felt onerously by all citizens and especially by the management of industry, and,

Whereas, the reduction of this taxation would proportionately relieve the present burdensome economic conditions and promote the general prosperity of the country, and,

Whereas, by proper economy in public expenditure it is possible to considerably reduce taxation; therefore, be it

Resolved, by the National Canners' Association in convention assembled this twenty-fifth day of January, 1924, That we earnestly urge that all forms of local, State and Federal taxation be substantially decreased wherever possible, and especially by rigid economy in all public expenditures, to the end that general prosperity may be promoted.

* * *

Whereas, the present conflicting State laws relating to child labor cause economic disadvantage to canners of various States, and,

Whereas, uniform Federal requirements would serve both social betterment and industrial advantage, and,

Whereas, an amendment to the Federal Constitution is necessary to the enactment of such Federal legislation, and,

Whereas, consideration of such a constitutional amendment is now pending in the Congress of the United States; therefore, be it

Resolved, That the National Canners' Association does hereby express its desire that such amendment may be promptly enacted, to the end that reasonable uniform Federal regulation may be secured.

* * *

Whereas, a census of agriculture has heretofore been taken only once in ten years, and,

Whereas, such intervals have been found too great to secure the best results in compiling statistics of agricultural production, and,

Whereas, agriculture and the industries closely related thereto comprise so large a part of the total industry of the nation, and,

Whereas, the agricultural industries have been in a critical economic condition in recent years because of abnormal and unbalanced market conditions, and,

Whereas, the census of 1920 was taken at a time when the above-mentioned abnormal conditions were most marked and hence the results of the 1920 census are not so reliable as those taken in normal times; therefore, be it

Resolved, That the National Canners' Association does hereby approve of a census of agriculture to be taken in 1925, and earnestly recommends to the Congress of the United States that a suitable appropriation be made for this purpose.

* * *

Whereas, plant diseases cause an enormous loss of important canning crops, such as peas, corn, tomatoes and beans, this loss annually amounting into the millions of dollars, and,

Whereas, the National Canners' Association needs more exact information on the distribution of these diseases in order that it may more wisely determine the best seed sources and the most desirable growing sections from the standpoint of freedom from disease, and,

Whereas, more frequent and more timely reports on the seasonal progress and severity of diseases in our crops is needed, and,

Whereas, the plant disease survey of the Bureau of Plant Industry is the logical agency to conduct this work for the Department of Agriculture, be it

Resolved, That the National Canners' Association herewith

assembled urge upon Congress the great desirability of providing for this work by increasing the allotment to the Plant Disease Survery through the addition of seventy-five thousand dollars, and be it further

Resolved, That since the agricultural appropriations for 1925 are now being considered by Congress, that this resolution be sent to the Congressional Committee having this appropriation directly in charge.

* * *

CHAIRMAN ANDERSON—I am sure we all appreciate the great task of this Committee in getting out these resolutions, and their earnest, honest, untiring efforts, and especially the efforts of the chairman, Mr. Dickinson, and I am going to call for a standing vote of thanks to Mr. Richard Dickinson, the chairman, and his Committee on Resolutions.

(Whereupon a standing vote of thanks was given to the Resolutions Committee.)

CHAIRMAN ANDERSON—The next is the report of the chairman of the Committee on Scientific Research, Mr. Henry Burden.

(This report of Committee on Scientific Research will be published later.)

CHAIRMAN ANDERSON—We will now have the report of the Finance Committee, of which Mr. James Moore is chairman.

REPORT OF THE FINANCE COMMITTEE

MR. MOORE—I have a very easy duty to perform, because the report of the Finance Committee is included in the detailed printed annual report, and you will find it on pages 20 to 23.

CHAIRMAN ANDERSON—The next is the report of the Foreign Trades Committee, and in the absence of Mr. Behr, Mr. Hollingshead, from the Department of Commerce, will make this report.

REPORT OF FOREIGN TRADES COMMITTEE

MR. HOLLINGSHEAD—As this report will be published in the various trade papers, there is no need for me to go into it at any length. The canned foods unit of the Bureau of Foreign and Domestic Commerce was devised and built up at the

(Which motion was duly seconded and carried.)

CHAIRMAN ANDERSON—The next is the report of the Committee on Raw Products Research. Mr. C. H. Sears.

(At a later date a detailed report by Director Woodbury will be published.)

CHAIRMAN ANDERSON—The next is the report of the Committee on Standardization of Tin Plate for Canners' Cans, by Dr. W. E. Elwell.

STANDARDIZATION OF TIN PLATE

DR. ELWELL—I gave an extended report on Monday evening, and since my address then the Committee has assembled and prepared a brief statement embodying suggestions that for various reasons have been submitted to the Finance and Executive Committees, and now rest with those committees for such action as seems to them expedient.

CHAIRMAN ANDERSON—I will just state that those who were not here on Monday evening certainly missed a splendid treat. It was educational and of great benefit, but you can read this report.

MR. BURDEN—I move the adoption of the report.

(Which motion was duly seconded and carried.)

CHAIRMAN ANDERSON—We will now have the reports of the chairmen of the various Sections. The first is the Corn Section.

REPORT CORN SECTION

MR. HILL—The Corn Section held a meeting yesterday morning, and there were some valuable papers read and information given. We had a very successful meeting, which seemed to meet with the approval of all who were present. We have suggestion of the former Foreign Trades Committee, headed by Mr. Bentley. The activities of that unit in the Department of Commerce have been based largely upon suggestions received from members of the canning industry, and particularly members of the Foreign Trades Committee.

At the present time we have in publication a pamphlet or circular on markets for American canned foods in South America, which also includes Central America. We are also preparing similar bulletins of markets for American canned foods in Europe, and a third bulletin to include the East Indies and Asia, and this will probably be published during the coming year.

Since the report was published, I don't know as I need to go into any detail. I do wish at the present time to extend to you all as individuals and as an Association an invitation to call upon us for any possible assistance that we can render, and specific requests for information will be filled as far as we can possibly do so.

MR. ROACH—I move the adoption of the report.

(Which motion was duly seconded and carried.)

CHAIRMAN ANDERSON—The next is the report on Pea Labeling, of which Mr. B. T. Cosgrove is chairman.

PEA LABELING

MR. COSGROVE—I have not much to report as regards any improvement in pea labeling. We are aiming at more detailed information as to the contents of the can, but this has been held up until definite standards and grades could be adopted, and I think Mr. Hunt will cover that in his report. I think with that as a basis during the coming year something can be worked out on pea labeling.

I move the adoption of the report.

no special report to make.

CHAIRMAN ANDERSON—The next is the report of the Pea Section. Mr. Hunt.

REPORT PEA SECTION

MR. HUNT—With regard to the Pea Section, I won't take up the time to read the report. It will be printed, and I merely wish to state that the Pea Section took up the question of standards and grades for peas, which was adopted at the sectional meeting yesterday, and it is up to the Board of Directors now to pass upon our action, and we believe that the action of the Labeling Committee will be had in due course; but it was held up on account of the rules and regulations adopted in the State of Wisconsin for us to see what benefits would accrue from that. You will be able to get my recommendations from the printed report in the paper.

CHAIRMAN ANDERSON—If there is no objection, the report will stand approved.

The next is the report of the chairman of the Tomato Section, Mr. Diament.

REPORT TOMATO SECTION

MR. DIAMENT—The Tomato Section held one meeting during the year, and that was in connection with the meeting of the Tri-State Packers' Association, at Baltimore last May. We had a very interesting meeting at that time, and I believe that these mid-year meetings are beneficial to the canners of the different Sections. We also had a very interesting meeting here on Tuesday, and several papers read and addresses given, which were very much appreciated.

CHAIRMAN ANDERSON—The report will be approved as given.

The next is the report of the Fruit Section, Mr. Reynolds.

REPORT FRUIT SECTION

MR. REYNOLDS—We had a resolution carried over from last year, so I won't take the time to read the resolution, but it is that an Advisory Board of regional directors shall recommend to the directors of the National Canners' Association to transmit knowledge of growing conditions in different sections. In the discussion at this session it was pointed out that the State secretaries in different sections of the country were contemplating organizing for work along the same lines and on account of that fact no action was taken. The research laboratory work during the last year and the year previous has been extremely valuable to the Fruit Section.

The subject of canned fruit labeling, which caused considerable discussion during 1923, was again considered, with no result.

CHAIRMAN ANDERSON—We will consider the report adopted as given.

The next is the report of the Bean Section, by Mr. Reicheldorfer. I do not see Mr. Reicheldorfer here, and will order the report accepted and filed.

The next is the report of the Kraut Section, by Mr. Wilder.

REPORT KRAUT SECTION

MR. WILDER—I am pleased to report that we had a very fine meeting yesterday in the Kraut Section. Next year it may be necessary for us to have a larger room. We were very crowded, although it was a nice-sized room.

Most of the activities of the Kraut Section are taken care of through the National Kraut Packers' Association, of which we had a meeting following the Kraut Section, which lasted from about 10:15 in the morning until 3:15 in the afternoon, so that you can rest assured we had a real meeting. The advertising propaganda will be continued for at least another 18 months. The new appropriation was assured yesterday, and I want to thank the National Association for all the courteous help which they have given us.

CHAIRMAN ANDERSON—The report will be approved as given.

The next is the report of the Baked Bean Section, by Mr. Merritt Greene. Mr. Greene is not here, and it will be approved as he would have read it.

The next is the Pumpkin Section, by Mr. Thorne. The same remarks apply to Mr. Thorne.

REPORT PUMPKIN SECTION

MR. DICKINSON—I did not attend all of the meeting, but the part that I heard was interesting and instructive. Dr. Woodbury gave a most interesting discussion of the various processes, etc., and there were two recommendations or resolutions approved by the Section, first, that all cans used be enamel lined. That was practically unanimously supported by all the pumpkin packers who were present. The other was the recommending of the use of No. 2½ cans for pumpkin instead of the No. 3 cans.

CHAIRMAN ANDERSON—Unless there is any objection, the report will be approved as given.

The next is the Beet Section, by Dr. Goeres.

REPORT BEET SECTION

DR. GOERES—We organized this Section last year, and had less than ten packers present, and this year we had more than 30 per cent, so we feel that the canners are taking real interest in working along the lines of standardization of grades in regard to the number of beets in a can, and intelligent labeling. Those are the two things we are taking up at present, and we have committees and are trying to work out a solution.

CHAIRMAN ANDERSON—If there is no objection, the report will be approved as given.

In the absence of Mr. Ralph Polk, the Grape Fruit Section will not be reported, and the remarks that I have made as to the other reports that have not been presented will apply to Mr. Polk's report as well.

Will Mr. President Roy Clark please come forward.

(President-elect Clark came to the rostrum amid applause.)

CHAIRMAN ANDERSON—I am not going to make an address, and I will appoint Mr. Gorrell as chairman while I make just a few remarks.

Mr. Chairman, ladies and gentlemen, it is a great pleasure to appear before you at the closing session of this convention, and let me say in starting out, in expressing my appreciation, that it has been a real opportunity for me, in the first place, to be sandwiched in between two great men—men of great strength and force of character and men full of integrity, sincerity, loyalty and truth and brotherhood. I refer especially to that great character who preceded me, Mr. James Moore, and to Mr. Roy Clark, who is to follow me, and I just feel as though I were sandwiched between two great characters, and their influence could not help but make a success of this administration. I hope you will just pardon me if I take the liberty of saying our year has been a success.

I want to say that it affords me more pleasure and more real gratitude than words can express to deliver now at the end of my administration of affairs as executive, to deliver them over to a man who is much better qualified than I, a man whom I can be proud to say will carry this Association on to a greater goal, to better thoughts and to better deeds, and to an entire and complete success. I know this because I have worked with this splendid gentleman, this loyal character, this real brother, if you will permit me to say so, and I have learned to love him, and I just feel that I can say he has learned to love me, because it was all mutual.

Just as I was coming in a gentleman handed me a little box and a list of names and told me what it was, and he said: "Jimmy, present this in your own way," and, oh! I felt weak to think that I had such a responsible task before me: "Whereas, the State of Wisconsin has been honored gain in the selection of one of her representative canners as president of the National Canners' Association, at this time it is fitting that Wisconsin's friends among the canners and others should show their appreciation of the honor conferred on Mr. Royal F. Clark by presenting him with a gavel, a symbol of his office."

(Chairman Anderson then presented President-elect Clark with the gavel from his Wisconsin friends.)

PRESIDENT-ELECT CLARK—I do not know how to answer my true friend Jimmy Anderson in the presentation of this beautiful gift on behalf of my Wisconsin friends; neither have I words to express my feelings at this time. I hope that the confidence that he has placed in me and that you have placed in me, the confidence expressed by this long list of names, will be justified by my service during the year 1924 as president of this great Association, and will be such as to make you feel that you have not made a mistake. I wish I could say more in appreciation of this gift which I will always cherish.

Jimmy and I have worked together for many years—worked together on the Board of Directors, then he president and I vice-president, and we have learned to know each other and to love each other. Jimmy is passing on, not from the activities of the Association work, but as president of this Association. And you are losing a good, great man, my friends, just the same as you have lost as president other great men in this industry. I hope, Jimmy, that God Almighty will spare you many, many years; that you may continue to work with me and with your many, many friends, in the upbuilding of one of the greatest industries in the world. (Applause.)

Ladies and gentlemen, I feel greatly the responsibility I have undertaken in accepting this position, and I likewise feel the honor that has been conferred upon me. I know that I cannot be successful, or even contribute to the success of this organization, unless I have the unqualified support and co-operation of each member of the National Canners' Association. But my acquaintance with you and my work with you convince me beyond question that you will meet me not only with the co-operation that is necessary to make the organization a success, but with your confidence, and I pledge you my confidence and all that is in me during the year 1924, and in the years to come every effort to bring the canning industry to a higher plane. We must recognize there must be an advancement in all trade organizations and in all industries, and I say now that I will try during this year to not only be president of the National Canners' Association, but to be president, friend and confidant of each and all canners of the country. (Applause.)

I desire at this time to recognize Mr. T. A. Scott.

MR. SCOTT—Jimmy, it is a great pleasure to me to have been selected to present to Mrs. Anderson through you a memento to show the appreciation of the Wisconsin canners to you for all the work you have done in the last year for them, and the interest you have taken, and we ask that you will accept this in token of their regard.

MR. ANDERSON—If I can control myself for just a moment, I would say that it seems to me that no more fitting tribute could be paid to that wonderful helpmate of mine than this emblem of purity, sweetness and loveliness. That good helpmate of mine is not here in the room, and, therefore, I want to say on behalf of the ladies that I owe my success next to the foundation that I spoke of in the first place to that wonderful helpmate, that loyal, good character, sweet and beloved Mrs. Anderson, who has stood by my side, and who through the long hours of the night has taken care of the little ones and been patient through the day and never complaining, has always made a sacrifice while Jimmy in the East or the West or somewhere was serving the public interests. And there is more credit due to that good little helpmate than there is to Jimmy for any success that he may have made. And so just let me offer this as my thanks and appreciation not only on her behalf, but all you good ladies, our wives, our wonderful wives and our wonderful helpmates. I thank you.

PRESIDENT CLARK—Just a word as to the work of 1924. It will be my aim to increase the membership of the National Canners' Association. We hope during the year to increase it in such numbers that we may be able to lower the dues. We can increase the membership very easily by making salesmen out of each member, and I intend to get out a letter to you all, asking you for a period of 30 to 60 days, to make salesmen out of yourselves and sell our organization to those who have not come in. I think I am safe in saying that we now have an income sufficient to take care of the activities of the Association, so that any increase in membership will naturally work toward a decrease of dues. It is, therefore, to your interest, and I will ask your co-operation during the period named, in getting in all of the canners, bringing them into the Association, not because we need to have a decrease of dues, but because we can get so much more out of the Association by having them all in.

I have said once or twice before since I have been in Buffalo that I am rather optimistic as to 1924, with certain qualifications as pointed out to you last evening by Mr. Phelps. I do not refer to all of the qualifications stated by him, but I would like to leave this thought with you before the convention adjourns. There is one qualification which is in the minds of every industry today, and that is **quality.** I read a very interesting article not long ago by an economist who stated that we did not need to fear the year 1924 or the year 1925; no one could predict 1926 and the coming years, but we did not need to fear the next two years for the reason that probably wages will stay at the same level and may go higher, and he believes that the wage earners of this country have come to the conclusion that it was best for all to reconcile themselves to compete more for the necessities of life, or the commodities that are in life. To my

mind, even though you bring the wage-earning masses to the point where they are reconciled to these high prices, they are going to demand quality, and it does not make any difference whether it be canned foods, whether it be apparel, supplies, building material, or anything else, if you are going to continue on the high-price level you will have to have quality. So let me ask you to go home from this convention with this idea, that we as the canning industry are going to make the rest of our lives during 1924 for quality.

I have appointed the Executive and Finance Committees, which I think you are all familiar with, but I have not had an opportunity to go into the subject of appointing the additional committees, and with your permission I would like to have a week or two to make a further study and then advise you of those appointments. But as it is necessary to have the Executive and Finance Committees function at once, I have appointed the following:

As the appointment of the Finance Committee has to be up for your approval, I will entertain a motion.

MR. HUNT—I move the adoption of the President's report as to the Finance Committee as he has read it.

MR. ROACH—I second the motion.

PRESIDENT CLARK—You have heard the motion; all those in favor say "Aye"; to the contrary "No." The ayes have it and the motion is carried.

(Whereupon, upon motion duly made, seconded and carried, the Seventeenth Annual Convention of the National Canners' Association adjourned.)

NATIONAL CANNERS' ASSOCIATION
Meeting of
BOARD OF DIRECTORS
Buffalo, Friday, January 25, 1924, 2 P. M.

CHAIRMAN CLARK—Is there a quorum present?

SECRETARY GORRELL—Yes, there are 23 present.

CHAIRMAN CLARK—I am delighted, indeed, to have you as the Board of Directors for the ensuing year. I know we will accomplish some real results.

SECRETARY GORRELL—It has been the custom for some time to have the Administrative Council make recommendations to the Board of Directors. However, the Board of Directors must pass finally upon these recommendations, and your action becomes the action of the Association. I understand, Mr. Secretary, that we have some recommendations from the Administrative Council.

SECRETARY GORRELL—The first is a change in the by-laws regarding the eligibility to membership, a change in Article 4, Section 1.

(Secretary Gorrell reads the by-law.)

SECRETARY GORRELL—The addition is, "sterilized by the use of heat and complying with the provisions of the Food and Drug Act of June 30, 1906, and the regulations issued thereunder."

Which motion was duly seconded and carried.

CHAIRMAN CLARK—We have a second recommendation from the Administrative Council, recommending to the Board of Directors that there be a special rate of membership dues established for what are termed non-seasonal products. These include pork and beans, hominy, silk, catsup, soups and other similar articles. The statement has often been made that the profit on such articles as pork and beans is so close as not to permit manufacturers of those commodities to pay the regular membership dues. On the other hand, the output is very large. The Administrative Council has given this question considerable consideration.

MR. CHASE—I would like to ask if that would affect the status of any present member of the Association to any extent?

Is there any recommendation as to what the change should be in the dues?

SECRETARY GORRELL—One-eighth of a cent.

MR. HERRINGTON—If a new man comes in as a member on this reduced rate, how about the man that is in who is also packing the same commodity?

SECRETARY GORRELL—That is the point Mr. Chase made. He would, of course, come in on the reduced rate on that particular line.

MR. MOORE—Mr. Bentley and I used to disagree very widely as to the question of these dues, but the feeling today, his feeling and my feeling, are exactly in accord that it would be desirable, from the standpoint of the Association, to bring in those items that have a share in the making of our problems. We have a common ground on which to stand. Every packer of foods in tin cans has one very important element in common, and I mean by that the difficulties and troubles that emanate very muuch in connection with unfavorable publicity and evryething else. The arguments that may apply to non-seasonal products, like lima beans, pork and beans, kidney beans, etc., do not apply to all condiments. There is, however, a condition that makes it necessary to do a great deal of advertising or a great deal of sales work in order to merchandise catsup, for instance, against the competition that exists on a higher margin of profit, and the man who is spending a very high percentage of his margin in advertising and sales efforts feels that that should be taken into consideration. The same thing applies to salad dressings. They have their own problems, but they are very closely allied and are common to our industry. Some of you may have more accurate figures than those I have, but the other day I was told that a review recently completed of the soup and pork and beans business of this country showed in excess of 16,000,000 cases of pork and beans, canned pork and beans. The figures on soup had not been compiled at that time, but in the large consuming centers, such as Chicago, where they have been completed, the consumption of soup was running double the consumption of pork and bans. In the smaller consuming centers the ratio was the other way, but the opinion I gathered was that the total consumption of soup would be from two-thirds to three-quarters the consumption of pork and beans. Those two items alone are very substantial. You all have some idea of the catsup business and some idea of the evaporated milk business and its volume. Now, we were very much impressed a few years ago by the arguments of the milk people, and we were all convinced that there should be a different rate. I am glad to say, and I am sure the milk people would feel the same, that in our deliberations we had not thought of making any special rate for the pork and beans people or the milk peopple, or any for the catsup people, and so forth. We felt we could not go into the minutes of the division of these different lines, but we thought the way probably was to take our present production, which is largely seasonal in character, aand take that as the full burden-bearing production, and then bring in these non-seasonal condiments, including silk and soups and so forth, that they did not need to be enumerated, and any other items of that character, and suggest a lower rate that would be somewhat in line with its overhead carrying capacity, because of the character of the production.

I might say, Mr. Chairman, that Mr. Bentley and myself discussed this considerably, and submitted it in this way, after the subject had been thought over and discussed in the industry for a long period. We may have some mental reservations ourselves, but this is the way in which we recommended it. We felt that it was a wise thing to do. Of course, we had the thought as to whether or not it was going to bring in a substantial block. There would be nothing in it unless those units came in groups. We would want a substantial volume, so that there might be, for xample, a catsup section for the catsup people, and so forth. The same is true of pork and beans; the sam will be true of milk and hominy and all those other items. I am prepared to say, as far as the interests I represent are concerned, and as far as our competitors with whom we are in touch are concerned, there is a general feeling that a closer association in some manner is exceedingly desirable for those units.

CHAIRMAN CLARK—As I understand, the recommendation as to dues for non-seasonable products is that the dues will remain at one-eighth of a cent per case. If the dues for packers of seasonal products should be reduced to a quarter of a cent under this resolution, these stay at one-eighth.

MR. MOORE—Mr. Larmon's suggestion is if the regular dues should go up above one-half a cent, that the non-seasonal dues should likewise go up in the same ratio of four to one.

CHAIRMAN CLARK—In the form of this recommendation we do not need to cover that, because the dues are fixed at one-eighth of a cent, and that matter could be left.

MR. MOORE—I think that is perfectly fair.

MR. VAN CAMP—I might state that I am packing 60s, 12s, 24s, 48s, 100s and 200s, and the value ranges from $2 a case to $30 a case. I was wondering just what had been done too establish the units.

SECRETARY GORRELL—A case has been a case thus far.

MR. VAN CAMP—It seems to me that that is a subject we might discuss; we should find out what is a case. Say, you pack tomato paste, 200 cans to a case, and you pack some other things that are 60 to a case, and sometimes the sixty cans sell for more money than the 200 sell for. Sometimes they sell for one-tenth as much. It looks to me that this should be sort of settled.

SECRETARY GORRELL—That discussion came up some two or three years ago, and it was answered by Mr. Moore, who seems to always have an answer for everything.

MR. MOORE—You remember that we had it up at the time of the inspection and advertising, and we had quite a fight on that matter in the city of Chicago. Of course, we know there is likely to be inequality.

MR. VAN CAMP—We have had trouble in getting our packages going, and we have deliberately sometimes cut our package to half or a quarter of the standard package in order to start the goods going. It would seem to me that because I suddenly reduce a package from 100 cans to the case to 24 cans to the case, that I should begin tomorrow paying four times as much to the Association as I paid yesterday.

MR. ROACH—I did not get an answer to my question. I asked the president when I came in as to whether you had had this up with the people interested, and I don't remember that I got an answer. Have you had it up with the milk people and the cream people as to whether they were receptive or not, and what htey thought would be perhaps a fair and equitable charge?

MR. MOORE—I think we all felt we were going as low as could be reasonably expected by any substantial interest in the canning industry.

MR. ANDERSON—I think that this is a good business proposition, and even though there is no absolute certainty that they will come in, we have great reason to believe that we will get a material increase, which will increase our finances, and what I think is of even greater importance is the fact that we get the entire canning industry into our Association, and the more we get in, to that degree we become more influential.

CHAIRMAN CLARK—All in favor of the recommendation will signify by saying aye; to the contrary, no. The ayes have it and the motion is carried.

There is a further recommendation by the Administrative Council, which recommends that the Board of Directors fix the membership dues for 1924 at half a cent per case, with the suggestion that an intensive drive for membership be made at once and continued with the expectation of getting an increase sufficient to enable the Board of Directors, at its May meeting, to materilaly reduce this rate; if this effort to increase membership is not effective, the dues to remain at half a cent per case for 1924.

I want to say that the Administrative Council also gave that recommendation very careful consideration. We all feel that a great effort should be put forth to increase the membership so as to reduce the dues, but at the same time we recognize the fact that we must continue to carry on the activities of the Association. If this resolution is passed, I hope that very canner here today, and not only everyone present here, but every member of our Association will appoint himself a committee of one to interview some neighboring canner and secure his application within the next 30 or 60 days. It will get out a letter to you as to when the drive will start, and see how many will get on the honor roll which we will have up in some conspicuous place at the time of our May meeting. I know I will get two in the next 24 hours, and I hope you will all be in the same position. I will entertain a motion in order to bring this up for discussion.

MR. MOORE—I move the adoption of the recommendation.

MR. ROACH—I second the motion.

MR. GREENE—Has any suggestion been made as to what the reduction might be, if a reduction were made?

MR. GORRELL—The more members, the more reduction.

CHAIRMAN CLARK—I think I can answer that by this statement, that we feel that we have enough income at the present time to take care of the necessary activities of the Association, and that from now on every additional member will tend to lower the dues, so that it depends entirely upon the number.

MR. GREENE—Would this be in keeping, if I went to a neighboring canner and said: "I would like to have you become a member of the National Association, and we will take your membership with the provision that if a sufficiently large number of members are secured, the dues will be reduced, and you will be a member on that basis?"

CHAIRMAN CLARK—That is a matter that should be discussed. Personally, I would favor it, but I am only giving you my own personal view, but I would favor the acceptance of an application upon that basis.

MR. ROACH—I dont know if that is wise or not. I don't think it is.

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CHAIRMAN CLARK—We would like to hear from you on that.

MR. ROACH—The bone and sinew of this industry lies very largely in the success or failure of this Association, and therefore we should support it as liberally as possible. I belong to an Association that has got a surplus around $450,000 in the treasury. That is the Holstein-Friesian Association, and they spend about $450,000 a year in the furtherance of the Holstein cow and bull. Now we should make this Association so strong that no man can afford to be out of it.

MR. MOORE—Could not that be worked out very satisfactorily by giving a man the opportunity, letting him understand after he has handed in his application that if he wishes to recall it before it is acted upon, he can do so, if he does not find it satisfactory?

MR. GREENE—All I had in mind was this, that in our locality in Iowa, the greatest argument put up is that it is the expense that is keeping them out of the Association.

DR. GOERES—I am the chairman of the membership committee, and as soon as I noticed on the program that this question was going to be brought up, I took it upon myself to write each non-member in the State of Wisconsin to the effect that this matter was going to be brought up, and if I could take a lot of new names with me, that might sufficiently help to reduce the rate. Quite a few have spoken to me right here in Buffalo, and said that if they would rduce the rates they surely would come in. I told them that we could not assure a reduction in rate unless we were assured of a certain increase in membership. I think if we can take their application with the understanding that if we get a certain number of extra cases, that we will reduce the rates to one-third or one-quarter of a cent, and if we do not get a sufficient number we will have to leave it at one-half, and it is then up to them to wtihdraw, that we could make that arrangement.

MR. ANDERSON—I am in favor of that proposition. I can see a lot of gain and I cannot see very much loss. We have not got them anyway, and if they don't want to come in, we don't get them anyway, but we do get their promise on a proposition of that knid, that if the dues are reduced they will come in, and you get their application on that proposition. The psychology of the thing appears to me to be that you have made the effort and they have made the promise—you have anyway their partial promise that they will come in, and I think quite a lot of them would be very reluctant to give up and say that they would not come in. I believe you would be able to retain a lot of these, even if the dues were not reduced.

MR. ROACH—What would be the idea of the figure in reduction, You have to make a man some specific promise. I would rather go to him and sell him the proposition as a good business proposition.

MR. ANDERSON—So would I, if he could be sold.

MR. ROACH—Of course, we realize that many men in this industry are not men of trained business minds.

MR. McKINNEY—Would not the reduction be automatic?

MR. ROACH—What are you going to tell him?

CHAIRMAN CLARK—Tell him just exactly that there will be the reduction if we have the increase in numbers.

MR. ROACH—What increase?

CHAIRMAN CLARK—We are not in a position to say that we will reduce to one-fifth or one-quarter, or any other point.

MR. MOORE—Well, I would not hesitate to go out myself to people and say that we were making a drive for additional membership in the hope and with the confidence that we would get enough members to reduce the dues at least to three-eights of a cent a case; scale it in eighths. We must remember in addition to that, too, that this non-seasonal production, if we get it in, 20,000,000 cases may be big enough to make quite a little difference, which would mean quite a reduction in the dues. I would not cut the dues more than one-eighth of a cent anyway; it is a good cut for one year, and would be quite thoroughly appreciated.

MR. ARGO—Could we not make a sort of a scale that a certain number coming in, the dues would be dcreased accordingly?

MR. McKINNEY—Why could we not arrange it along the lines of a discount? Let your base be one-half a cent a case, and give a discount.

MR. MOORE—I think it is more a matter of sales presentation than anything else. I think I could go to a few people and say to them, "We have a program initiated which will bring in enough additional members so that the dues are going to be reducd to three-eighths of a cent. We may do better than that." I am not a bit afraid of tackling such a proposition.

MR. VAN CAMP—I think if I were going out to sell this proposition I would say, "We have a sufficient income, but it is not right and fair that a few of us should maintain this organization. You ought to join, no matter what the cost is. The present cost is half a cent a case, but if we succeed in increasing our income ten per cent as a result of getting new members, your bill will be rendered to you at ten per cent. discount."

MR. McCONAGHEY—I think Mr. Van Camp has hit the nail on the head. I think he has the right idea.

MR. STRASBAUGH—We seem to be talking without any figures in front of us, and I think we might as wll get the figures before us as to the total pack. I believe it is about 60,000,000 cases, say 50,000,000 cass, and half a cent gives $250,000. If we increase it to 60,000,000 at three-eighths of a cent, that is $225,000. Now, $225,000, of course, wonot go sa far as $250,000, so we would not on that basis decrease to three-eighths of a cent or even two-fifths.

MR. McCONAGHEY—I think Mr. Van Camp's suggestion is pretty fine. I think that we might work it along the same lines as the Canners' Exchange Insurance. Why could not some of you gentlemen who have been with the Canners Exchange Insurance sort of figure out a proposition so that the figures could be exact?

MR. VAN CAMP—Well, you wuold have to figure out the amount we have handed back, some $3,200,000.

MR. ARGO—I have just figured out what the saving would be here if you increased your membership by 12,500,000 cases; it would reduce your dues automatically on a percnetage basis one-tenth of one cent, and for every additional 12,500,000 cases it would reduce it that much.

MR. GREENE—I think Mr. Van Camp has a very good proposition. I think the non-members should be informed that the members of the Association are bearing all of the burden, and that it is the duty of them to join the Association, and that according to the number of new members, so the dues will be reduced.

There is another angle to that proposition. Say my pack would be 100,000 cases and the dues would be reduced to one-eighth of a cent a case. It is up to me to go out and help boost that membership because my dues would be reduced by about $125, and I could not earn $125 any easier than going out and inducing others to become members of the Association.

CHAIRMAN CLARK—I might state that the percentage reduction or percentage rebate, whatever you call it, is not covered in the resolution.

MR. BURDEN—Would it make it any easier if we sold this on an insurance basis?

MR. VAN CAMP—I am not trying to force my ideas across at all, but I think that the non-members should have it pointed out to them that the burden has been borne by the members of the Association, and it is up to them to become members.

MR. GREENE—Along that line, take the extreme, if we increase our membership 50 per cent; on that basis there would be 50 per cent. reduction on the membership. Would not that limit the amount of our income?

MR. McKINNEY—That is only during the period of the drive.

CHAIRMAN CLARK—You understand, gentlemen, that the recommendation does not conflict with the discussion we have had this afternoon. It simply states that the dues will be reduced, as is contained in the recommendation as I read it to you.

Are you ready for the question? All those in favor, say aye; to the contrary, no. The ayes have it and the motion prevails.

I want to state to you now, gentlemen, that we will have to send out invoices for the one-eighth of a cent under the rule, as we must have income. We have to live between now and next May, and any reduction can be applied at a later season.

MR. MOORE—It is up to the entire membership to get busy and help to increase the membership. Outline our policy and do the best you can along this line.

CHAIRMAN CLARK—There is one correction I wish to make in connection with the appointment of the committees. As I advised you this morning, I would appoint the various committes very shortly. I did, however, name the Executive and the Finance Committees, and in place of Mr. R. I. Bentley, of California, on the Executive Committee, I wish to appoint Mr. Elmer E. Chase.

MR. GREENE—Where will the next meeting be held?

CHAIRMAN CLARK—Either in Chicago or Washington, I suppose.

A motion to adjourn is now in order.

(Whereupon, upon motion duly made, seconded and carried, the meeting of the Board of Directors of the National Canners Association adjourned until May, 1924.)

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶1.00
12 Kinds, No. 10	3.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.15	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.55	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	1.60
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No 3, f.o.b. Baltimore	1.30	1.40
Standard, No. 3, f.o.b. County	1.25	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	....
Michigan, No. 10	....	....
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.15	Out
Maryland, No. 10, f.o.b. Balto.	3.15	4.50

APRICOTS

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz.	....	35.00
Flats, ½ lb, case 4 doz.	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz.	1.50	1.60
Standards, 4 oz.	....	....
Standards, 10 oz.	2.90	2.95
Standards, 8 oz.	Out	¶2.60
Selects, 6 oz.	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE

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Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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Vol. 47 BALTIMORE, FEBRUARY 18, 1924 No. 2

EDITORIALS

THE CONVENTION—You have probably noted that we did not make the usual introductory to the big Convention report in this year's issue, but opened the report just as the Convention itself opened—in fact, with its very words, and carried right through in the order in which the meetings were held. There are two good reasons for this. In the first place, we have commented, in previous issues, upon the big Buffalo Convention and its effect upon and meaning for the industry, and in fact this effect has already been felt by the industry, although its complete meaning to the canners of every kind may not be fully realized for some months. In the second place, the speakers at the meetings and the deliberations have furnished a degree and quality of thought provoking discussion which we are not so conceited as to believe we could improve upon. Therefore, we let the reader into the matter without hindrance or delay.

Certainly there is enough in this one issue to make any intelligent canner read and study for many days and nights, and we urge all that they give this matter their careful consideration. It is rich in valuable information for every man connected with this industry, whether canner or not. And yet there will be observed some notable omissions, as, for instance, Dr. Elwell's constructive and all-important address upon tin plates, and there are others. We have withdrawn them from the report because we want to insure them the careful attention they deserve, just as we have already published some of the principal addresses. Not that those addresses which are included here are not important, or even less important, but if we had jumbled them all together under this one cover, there would have been such a huge mass of too rich matter for any business man to properly digest. That is what too often happens—the things which ought to be read carefully and thoughtfully are passed by because the reader sees too much. If there is one thing more than anything else which the canning industry needs it is more attentive reading. When the entire industry reads better it will be better posted, and being better posted will be a better industry.

We consider it better to give these importan matters in such shape as will insure their carefu reading than to strive for the empty claim that th "convention is given all under one cover."

THE CANNED GOODS EXCHANGE PRO GRESSES—Possibly one of the best busines sessions which the old and deeply respecte Canned Goods Exchange has ever held was held o Tuesday, February 12th. The Executive Committe had some really constructive propositions to place be fore the Exchange, and the Exchange eagerl adopted them and will stand back of them to th man. The first of these is to issue a Monthly Bul letin. This Bulletin will be devoted to the further ance of the canned foods produced by members of th Exchange, and be a faithful reporter of market condi tions, crop developments and other matters havin a direct effort upon the canned foods market, fro the canners' point of view. Its constant aim is t give the real conditions, uncolored and exactly a they exist, the full truth always. Naturally its mis sion will be to give the lie to the too oft-repeated as sertion that Baltimore canned foods are poor canne foods. They are no more so than might be said o almost any other section, but it gained its reputatio from some unscrupulous canners who no longer ex ist, but which its enemies will not allow to remai buried. The Bulletin will feature Baltimore good as they are, and by what canners produce them.

Another matter was the creation of a Credit Bu reau wherein will be listed the slippery and the slic —the unfair trader—and which will be participate in by all members and be at the disposal of all suc members. The day is doomed when the unfair tra der will find Baltimore canners easy picking.

A still further move was toward the creation o a central point for the assembling of "pool cars." This has long been a troublesome matter, and th new plan promises to simplify it materially.

And so we see this fine old body moving toward improved methods in its business; of becoming mor use to its members, and it is freely predicted that thi is only the beginning. We expect to see the Exchang go on to still more progressive efforts, and to mak for itself a very prominent place among the live-wir Associations of the industry.

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, FEBRUARY 18, 1924

WEEKLY REVIEW

Market Conditions and Prices the Most Important—Spot Tomatoes Not Moving From Retailers—Jobbers Buying From Each Other—Future Tomatoes Moving—Some Growers' Prices Heard—Corn Gaining as It Cleans Out—Adjustments on Swell Claims.

SITUATION GOOD—In spite of all the mass of Convention matter, as important and as interesting as it undoubtedly is, all canners will turn to the market conditions as the real all-absorbing topic. Canners will come to Conventions and spend the week in talking with fellow-canners and will listen most patiently to the speakers, but the one thing each one of them really wishes to know is: What is the market; what are the holdings; what are the prospects, and what the indications for business in the near future. They have been fed up and overfed on factory improvement and upon technical questions relating to production; but, like all other humans, they are most keenly interested in the things which affect their pocketbooks or their bank accounts. And so this market division of the paper is necessarily added to this big Convention report.

TOMATOES—It is said that spot tomatoes are not selling from the retailers' shelves as rapidly as they should, and progressive canners are looking toward an advertising effort to make them more in keeping with other canned foods. A contribution to Canned Foods Week is needed from every tomato canner; and then a good, big, effective effort on the part of every tomato canner to have his local papers and sections know that Canned Foods Week is on, and that canned tomatoes are the leading staple of them all. Left to themselves, canned tomatoes are not the kind of food that will advertise itself and make a rapidly growing market. When the tomato canner wakes up to the fact that he has a right to do something toward moving his productions into consumption, and has no right to sit down idle and expect the brokers and the wholesalers and the retailers to sell his goods for him, we will hear no such complaints as the above.

Spot tomatoes are being largely traded in between jobbers—those having good holdings, which they bought at lower prices than now prevail, are taking their profits, and the fellow-jobber buyers find they can buy to as good advantage this way as from first hands. As a result, spot tomatoes have been quiet, but firm, the holders showing no loss of confidence in the goods. All the market recognizes that tomatoes are good property, and the jobber, buying under his new system of taking just such goods as he needs, adding his profit to the price paid, and buying again when forced to, is resting just as easy. Tomatoes will be cleaned up before new goods can come upon the market, but there is not much chance of a flurry in them, it would appear.

Future tomatoes have been traded in fairly well. The market was upset and the canners were heard to loudly complain of some very low prices quoted by canners' agents. Indiana is reported having nearly sold out its futures at rrom 15c to 20c above Tri-State prices. And sales of big blocks of goods in New York State, as futures, were reported at $1.85 and up. Such sales are making other tomato canners sit up and take notice. The future market has generally been considered, in this section, as between 90c and 95c on 2s, $1.30 to $1.35 on 3s, and $4.00 to $4.25 on 10s. But when these sellers see others getting better prices, they naturally feel inclined to boost their prices. Quotations by agents, therefore, do not rest easy, especially when they names prices ranging from 5c to 40c under these prices for the different sizes of goods. It matters but little that the canners for whom they are sold want to get some futures on their books for trading purposes. The fatality, if not the absolute assinity, of selling a mass of futures at or below cost—to get them on the books—with the intention of evening up, or "averaging up," by other sales later in the season, has come home to all thinking canners. Secretary Hoover has said that a sale at or below cost is unfair competition, and the Secretary was certainly very moderate and conservative in his terming of such an act. No canner has any right to sell any futures at a price which does not promise a profit under normal conditions. And no jobber asks any canner to do that. All the jobber asks is that you do not sell him at one price and then sell his competitor at a lower price.

There are some rumors of growers' prices having been named, and in some sections the canners report having made arrangements at about $15 per ton on the Peninsula. Over in New Jersey they will pay $20 per ton up to September 1st, and then $15 per ton thereafter. In Indiana the growers have banded together to hold up the canners, and are demanding $18 per ton, but they have not come to a decision as yet.

CORN—The West is so well cleaned up of spot corn that the market prices are advancing and the holders gaining a better opinion of their goods with each passing day. Iowa, Illinois and Indiana have about cleaned out of corn, and from Ohio comes this report: "Unsold stocks of corn in Ohio now total less than 75,000 cases—all grades and varieties. Of this amount less than 50,000 cases are of standard quality. This grade is now priced at 95c and $1.00, f. o. b. factory. There are possibly 10,000 cases available at the lesser figure. Fancy corn is closely sold up."

Now the buyer looking for 90c corn goes a-bagging, unless he comes East and finds some of the trades which one hears of at times. But even here the holders are stiffening their backbones and asking better prices. These market prices remain unchanged.

Stories are plentiful as regards canned corn this week. It is said that Minnesota has bucked Maine on quality and walked off with the order. That is a story good enough to give all corn canners pause. Then, the entrance of Golden Bantam into the

corn list at $1.80, while other corn is selling far below it, gave other corn canners food for thought. Shoepeg corn formerly was somewhat king of the roost. Most, if not all, of this is packed in Harford county, Md., and not a great deal at that. There has always been a very ready market for all the good quality shoepeg corn that was ever canned, and pretty much at the canner's price. In fact, those canners did so well, the other story goes, that last year, after paying the growers $15 per ton in the field—cutting it and hauling it themselves—they voluntarily gave these growers $2 per ton more, which made the price about $20 to $22 per ton for the corn. This year they are said to be offering the growers the $17; but whereas they got about $1.50 for the corn last year, they opened the future market at $1.40 this year, and have been cutting each other's throats until the price is now about $1.35. The buyers, of course, are laughing themselves sick over it, and why shouldn't they?

PEAS—It would seem the buyers of future peas have not been satisfied as yet, and are trying to get orders through for carloads of straight standard No. 4 Alaskas and No. 5 sweets; but the canners cannot see them. The market has moved up to $1.15 for such, but the canners say they could get $1.25 if they would take the orders. It is generally understood that most canners are well sold up on futures, but, of course, this does not mean that the future market on peas is closed. There are always some open for last-minute business.

A feature of the week has been further meetings of the Conference Committee on the matter of the swell question in New York City. The idea was to fix something definite in regard to the percentage to cover the occasional can in the retailers' hands. Reports say that all hands were agreeeable to a definite division of the goods into four classes. The first, including peas, beans, corn, succotash, etc., to allow 2/10 of 1 per cent. The second class, in which would be tomatoes, 4/10 of 1 per cent. The third class, including all acid fruits, seed fruits, etc., 6/10 of 1 per cent, and the fourth class yet to be determined upon. The chain stores took part in this and expressed their determination not to ask any allowance, but to insist upon repayment in full for all losses. The meeting was to hold its final session on Saturday, February 16th, in New York, when the matter will probably be adopted.

NEW YORK MARKET

Wholesalers Meeting Here This Week—Good Future Business in Tomatoes—Indiana Holding Spot Tomatoes High—Future Corn Selling Well—Minnesota Contesting With Maine—Peas Strong on Both Spots and Futures—Notes.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, February 14, 1924.

ANOTHER Convention—New York has its own convention this week, the New York Wholesale Grocers' Association holding its annual meeting at the Hotel Astor. Numerous topics of interest to the jobbing trade are featured, the open forum on trade problems being a unique part of the meeting. The convention closes with a banquet at the Astor. Many of the brokers are spending part of their time at the hotel to interview out-of-town jobbers here for the event, and Hudson Street consequently is rather quiet.

Future Tomatoes—Maryland tomato canners have done a good future business during the week. Some of the larger and better known packers are now booking on 100 per cent contracts. A circular from a leading Southern broker this week lists future offerings from the following well-known canners: Kenton Canning Co., of Kenton, Del.; W. H. Neal & Son Co., of Hurlock, Md.; Clay M. Webb, of Vienna, Md.; H. N. Baldwin, of Chestertown, Md.; Tilghman Canning Co., of Tilghmans, Md.; John S. Cooper, of Hebron, Md.; Robt. Jarrell & Sons, Goldsboro, Md.; Geo. R. Caulk & Sons, of St. Michael, Md., and Insley & Mitchell, of Salisbury, Md. Canners are quoting 1s at 57½ cents, 2s at 87½ cents, 3s at $1.27½, and 10s at $4.00.

Indiana Tomatoes—Indiana tomato canners are practically out of old pack tomatoes, and are holding the market firm at $1.10 for 2s and $1.50 for 3s.

Spot Tomatoes—A quiet routine market for spot tomatoes ruled during the week. Peninsula canners continue to quote on the following basis: 1s, 65 cents; 2s, 92½ to 95 cents; 2½s, $1.30; 3s, $1.37½ to $1.40; 10s, $4.75, all f. o. b. cannery, for standard quality. Canners continue to display very firm views on the situation and are confident of a demand that will clean up their holdings at full prices when the spring buying movemen commences.

Future Corn—Western corn canners report a considerabl volume of business on future corn, particularly fancy quality Fancy Minnesota corn has become, perhaps, the strongest com petitor of fancy Maine corn, and has sold in competition wit the Maine product in this market, which is quite a feat whe the great difference in freight rates from Minnesota and Main is taken into consideration. Buying of standard corn on futur contracts has been only fair. While canners continue to quot on 1923 pack corn at present prices, buyers see no incentive fo them to go deeply into the future situation. Southern corn can ners are getting a little business on futures, but most of the interest appears to center on spot stocks for early shipment Chain stores continue to feature standard corn at 10 cents a can at retail, and are getting a good business on this basis.

Asparagus—Buying of new pack California asparagus on the basis of opening prices named two weeks ago has been rathe quiet. Prices are high, and distributors are not inclined to stock up too largely in advance.

Peas Strong—The pea situation is strong, both on spots and futures. Wisconsin packers are able to offer only one or two sizes, and are not offering in large quantities on any sizes on future contracts. Buyers who are still faced with the necessity of covering on their early business are consequently looking to other markets for supplies. Maryland canners are now quoting on the full line, the market being as follows: Standards, in No. 2 cans, 1 sieve, $1.00; 2 sieve, $1.50; 3 sieve, $1.25a1.30; 4 sieve, $1.15a1.20. Extra quality No. 2 tins, 1 sieve, $1.70; 2 sieve, $1.55, 3 sieve, $1.35, 4 sieve, $1.20, all prices f. o. b. cannery. They are reported to be booking some orders on this basis.

Maine Futures—Maine canners are offering future stringless beans at $1.30 for 2s and $6.00 for 10s, cannery. Corn on future contracts is quoted at $1.45 for 2s and $7.25 for 10s, with Golden Bantam at $1.70 for 2s and $8.50 for 10s. Buyers are not in the market in a large way as yet, and are investigating reports of sales at lower prices before taking any action themselves.

Peaches Stronger—A firmer undertone is noted in the local market for canned peaches, particularly standards, and offerings in the resale markets are not large. Jobbers are carrying but light stocks, and are picking up desirable offerings wherever available. Further advances are looked for in this market before the 1924 pack will be ready for distribution. Continued export inquiry is reported from the California market.

Salmon Quiet—Outside of the routine increase in retail buying for the Lenten season, trading in the salmon market has been quiet on all grades. The Coast situation holds about steady, with some factors predicting a sharp advance in the price of pinks during the next thirty to sixty days. Reds are rather closely held, and are well maintained.

Notes of the Trade—E. L. Heebner, of J. M. McNiece & Co., left this week for a visit to the Coast.

Deming & Gould Co. have appointed Dudley & Weisl their brokers for the New York, Philadelphia and Boston markets.

Col. Richard Bell-Irving, of the Anglo-British Columbia Packing Co., of Vancouver, B. C., was in the market this week.

W. R. Morgan and E. A. Simon, of Greenabaum Bros., Inc., of Seaford, Del., were in the market a few days ago.

Royal F. Clark, of Beaver Dam, Wis., new president of the National Canners Association, was in the market this week.

Victor Carroll, of the Townsend Co., canners, of Georgetown, Del., was among the out-of-town canners here during the week.

Sanford & Timpson have been appointed New York sales agents for the Alaska Consolidated Canners, prominent Alaska salmon canners.

CHICAGO MARKET

Corn Going Well—Central West Tomatoes Cleaned Up—Futures Going Slowly—Buyers Do Not Like 2½ Tin—Some Canners Sold Up on 1924 Pack Peas—Big Demand for California Fruit—Extensive Preparations for Canned Foods Week Are Under Way.

Chicago, February 14, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

THE Market—Since my last communication the weather has moderated, and for nearly a week now, has been of such a temperature that the shipping of canned foods has been active, and quite a congestion of orders for all kinds of canned foods has been relieved. Wholesale grocers' stocks have been

reduced accordingly and buyers have been compelled to display more interest in replenishing their stocks than for some time previous.

Canned Corn—This article has been selling rather freely, and the demand seems to be especially for standard and extra standard—fancy grade being neglected. There are only a few lots of standard corn in the Central West to be had at 90c f. o. b. cannery. Nearly all the holders, except in a few instances, have advanced their prices to 95c f. o. b. cannery.

Canners seem to be confident that all their spot holdings of canned corn will be needed and in urgent demand before the output of 1924 will be available, and are therefore inclined, not only to maintain prices, but to look forward to the prospect of advancing their prices.

In futures, canned corn is selling in an unimportant way. Most of the big Illinois canners and some of the large Iowa canners have, as is customary with them, contracted with their regular customers for private label purposes; but the smaller canners and the smaller wholesale trade have not sold or bought futures freely in canned corn and will not do so for a while.

Canned Tomatoes—The supply of caned tomatoes in the Central West is practically gone. The few lots that are left in the hands of Indiana canners and Ohio canners are held at prices above the market. These prices may be obtained after a while, but just at present, buyers are placing their business with Maryland and Delaware, where canned tomatoes can be bought proportionately, freight considered, at about 5 or 10 per cent lower cost than in the Central West. Utah and California, tomatoes are not coming to Chicago in any important way, as the higher freight rate from these localities prohibits their use just at present, or until prices should advance somewhat higher than at present.

Buyers do not like the No. 2½ cans as used in Utah and California, almost exclusively, for canning tomatoes. Our consumers have become accustomed to the No. 2 and No. 3 can and retailers do not care to go to the trouble of introducing the 2½ can. They have to be retailed at a higher price than the No. 2 cans, and if they sell as a substitute for No. 3 cans, the consumer thinks he is being short-weighted.

Future tomatoes are scarcely selling at all. Buyers are not disposed to contract for them because they think that the opening price is too high, and that there is a strong prospect that a lower price will prevail as we get farther along into the season. Even in fancy grades, there is no disposition to place future orders. It has been customary heretofore for wholesale grocers, who use their own labels on canned foods extensively, to contract for a supply of fancy 2s and 3s tomatoes early in the season, as that grade must generally be packed to order.

Canners do not like to pack fancy tomatoes, as the difference in price which they receive as compared with standard and extra standard grades does not pay them for the care, pains and handling that must be utilized in packing the fancy grade.

The canners say that packing fancy tomatoes, which must be selected red ripe from the general run of stock that comes to the canneries, deteriorates the standard and extra standard grades, and makes it more difficult to sell and obtain a price for them.

Canned Peas—A few sales of spot canned peas have been reported the past week, altogether from Wisconsin canneries where they have been held in winter storage with a hope that prices would materially advance toward spring. Prices have advanced and the canners, who are holding such lots of peas, are inclined to sell them at the advanced prices and get them out of the way of their preparations for canning in the spring; and to get the money and utilize it for seed and for purchase of cans, etc.

In contracting for peas for future or 1924 output, the business has been more important than many supposed; and quite a number of canners have already sold up to their capacity for 1924 delivery. The larger houses have not bought heavily, but the buying in futures has been very general, and most of the smaller wholesale grocery houses have bought up to their full prospective requirements.

This was the case at this time last year, and it resulted in an early almost entire clean-up of the largest output of canned peas ever produced.

The Metropolitan jobbers did not believe, at this time last year, that any considerable portion of futures in canned peas had been sold; but events prove that such had been the case, and the large buyers later in the season were puzzled and troubled to find canners who were in position to accept contracts to supply their needs. It is probable that this program will be duplicated again this season.

California Fruits—A very fair demand is arising for canned California fruits, especially for apricots and peaches. The statistics from the Pacific Coast of the output for 1923 have convinced buyers that there will be a shortage in the supply of yellow cling peaches, apricots, Bartlett pears and Royal Ann cherries.

Although the prices for California fruits are high, much higher than they were in 1913 and 1914, and retailers say that on account, the demand from consumers is slow, still an enormous shortage in the staple kinds of fruits will make it quite possible for dealers and canners to close out the pack, even at the present high prices.

Contracts for California fruits for 1924 delivery are reported to be much smaller than anticipated and probably smaller than at this time last year, but the strength of the statistical situation on the Pacific Coast will soon attract the attention of buyers, and contracting will then doubtless begin.

Michigan Fruits—The supply of Michigan canned cherries, berries, peaches, pears, etc., is very small in canners hands, and consists almost entirely of small or broken less than carload lots. A few canners have some Michigan canned fruits stored in warehouses, holding them until spring and for a better price; but such supplies are not large and are off the market.

The State of Michigan at present is snow-bound, and transportation throughout that state is very much embarrassed. The protection of the snow throughout Michigan will, however, almost certainly insure a good fruit crop—unless the orchards are subjected to unprotected conditions and freezing weather later in the spring.

Michigan canners have named their prices for future delivery on peas, stringless beans, beets and several other articles, but have not yet, generally, named prices on fruits for future delivery. Price has been named on R. S. P. cherries in No. 10 cans, f. o. b. Michigan cannery, at $9.50 per dozen; but this is the only price so far that has been announced.

Canned Foods Week—Extensive preparations are being made for the observation of Canned Foods Week, not only in Chicago, but in all the principal towns and cities of the Central West. For illustration: A letter from South Bend, Indiana, tells of practical demonstrations of the value and merit of canned foods at luncheons, to be given all during Canned Foods Week, March 1st to 8th, by the Rotary Club, Kiwanis Club, Chamber of Commerce, Optimists' Club, Women's City Club, University Club, and one or two other organizations at different times and on different days during the week.

Illustrative lectures or talks will be made at luncheons held by these organizations. This is a practical way of educating the people in relation to the merit and value of canned foods. It is mouth-to-ear advertising and it is more valuable than all the other kinds of advertising combined. Inspiring the people of a community, who are leaders of thought and custom, with confidence in canned foods and the canning industry, is the truly effective method of largely increasing the demand for the products of the great industry.

ST. LOUIS MARKET

Business Is Improving—Trading Shows More Confidence—Stocks in Jobbers' Hands Getting Low—Selling Off Tomatoes Before Further Buying—Futures Quiet—Peas Improving in Buyers' Minds—Corn Is Growing Firmer—A Little More Interest in Fruits.

St. Louis, February 14, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE Market—Business in canned foods appears to be improving. There is a better feeling prevailing between the packers and the distributors and there is more confidence. There is a strengthening in prices and buyers seem to show more of an interest that have heretofore been neglected. There is a better demand for all kinds of canned vegetables and the prices are firmer. New interest is also being shown in the majority of fruits. A few however are neglected. The cause for the betterment in the situation is undoubtedly the fact that stocks in the hands of jobbers and distributors are being sold and it will be necessary to replace depleted stocks in many lines.

Tomatoes—While there is a fair demand for shipments from the factory for immediate use, buying for replacement is not extensive. It is believed that the dealers have plenty of stock in their own warehouses and they wish to unload this before they add to their holdings. While country points state that there is only a very moderate amount of the 1923 pack left unsold, it is thought that distributors have more than they have been given credit for. This opinion is expressed because they are not buying in a big way. The price for raw material for the coming season pack has not been settled on. For this reason opening prices on the finished product are more or less conditional. There has been some acreage contracted for in the Tri-States at twenty-five cents a bushel or fifteen dollars a ton, about the same as paid in 1923, it is rumored.

By the last of this month, it is thought that enough acreage will be contracted for to pretty well set the price. Prices that have been on the basis that raw material will cost about the same as last year and an allowance has been made for the increase in cost of cans and cases. Southern futures are considered too high to attract attention and dealers are inclined to wait until the season advances before committing themselves.

Peas—The situation as to peas is unchanged. Everything points to an early cleanup of 1923 pack. There is no inclination to sell freely when the goods will be needed later on and cannot be replaced, or they are being held for advances. This applies to the cheaper grades rather than higher grades. There does not seem to be a surplus in any grade of No. 2s except small lots. No 10s are already pretty nearly sold out. Future trading is being done, but cautiously. There are some difference in the reports as to the sale of Wisconsin futures. Some brokers state that first class packers are completely booked up on certain grades, while other brokers say they can get through contracts and while their clients are not clamoring for business they are not turning down offers. Spot peas of all grades are scarce and are causing higher prices. Each makes the scarcity of cheap lines more noticeable as stocks are being cut down. Buyers find they cannot insist on a special brand and in many instances are glad to get what they can if they can get it only in small lots. On Sounthern futures, buyers are going rather slow because of the high ideas the packers from that section have. It is stated that the higher Southern prices are, because peas mature early in the South and can be put on the market fully a month earlier than the Wisconsin peas and packers are able to take advantage of the extreme shortage of goods in the consuming market, which is predicted for the windup of the 1923 crop year. Buyers, however, are a little shy on Southern futures.

Corn—Country points are developing firm ideas on standard corn. A healthier consuming movement is reported, although buying is mainly for transit wants. Standards moving more freely in consumption than in several years. Fancy packs from all districts are wanted and cannot be had, unless full prices are paid, and even then the offerings are limited. The shortage of Maine fancy corn has caused consumers in the east to turn to Minnesota packs and there is now considerable competition. Minnesota is producing some fine canned corn, and this is being recognized in the eastern trade more extensively than formerly.

Miscellaneous—Asparagus, which has been offered rather on new quotations, of futures has rather a limited call. Lima beans have been farming better.

Fruits—There has not been much activity in canned fruits. The California line is now being inquired for than for some time, but distributors and packers cannot get together as to prices, and inquiries do not amount to sales. That they will result in trading later on is certain since jobbers are investigating the market and are finally coming to the conclusion that offerings on the coast are less extensive than realized. Yellow clung peaches in standard and choice grades are hardening and there are no free sellers. Apricots are steady and in fair demand. Pineapple is not moving in a big way. Apples are being held with confidence. Prospects of a shortage of all California fruits due to the extremely limited rainfall, appears to have created an interest in certain varieties of California fruits. Fancy gradings are being sought, while there is a more liberal inquiry for standards goods.

MAINE MARKET

Market Quiet—Futures Arouse Much Interest—Help Is Hard to Get—Prices on Future Corn—Stringless Beans—Apple Pack Exhausted—The Maine Canners' Association Holds Its Meeting.

Portland, Me., February 15, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

THE Market—General trading in local markets is very quiet, indeed, with only day-by-day buying and no heavy stocks on hand. It is the expressed opinion of everyone, however, that this condition will gradually change for the better, that business will soon be up to normal, and that the new condition, built on a solid base, will be lasting. Futures are proving interesting to jobbers, and the quantities already contracted for give earnest to the above prediction of good business in the near future.

Future Corn—Maine corn canners are now interested in future sales, and are finding a welcome in all markets. Some, in fact, have already gone to market, and report a very good business, indeed. Future Crosby corn is selling at $1.45 for the No. 2 size, with $7.25 the price on No. 10s from the few who care to handle this article. Golden Bantam is $1.70 and $8.50. These prices have been well maintained, and tentative efforts on the part of buyers to secure better figures have met with a firm refusal. Several firms are now sold up; one man states today that he has taken all the orders he dares risk until weather conditions become settled, and all who have offered future goods return like reports. The price of cut corn to the grower has necessarily been advanced this season, and even now the labor condition in rural sections is so acute that acreage each season grows less certain. Help is not merely high—it is absolutely lacking. And here in Maine, where the best corn land is in rolling fields and side hill land, and corn has to be hand cultivated and harvested, labor is a very important consideration, indeed. While it is already assured that the 1924 acreage will be sufficient to care for all the business taken, the matter grows more serious each passing season.

Stringless Beans—As usual, this item has been marketed coincidentally with future corn, and has likewise had a good reception from the buyers. The price seems to be universal at $1.30, with $6.00 set for No. 10s. The larger size, however, is difficult to handle successfully, and offerings are less plentiful than in other years. Beans in No. 3 cans have been put on the market to a limited extent for the past two seasons, and seem to meet with the approval of certain restaurant and hotel buyers. The recent exhibit by the Maine Canners' Association at Buffalo evidently tended to increase interest in the particular variety of stringless beans used in Maine, and the result is already apparent.

Apples—This is usually about the beginning of the season for cleaning up spot stocks of canned apples, but this year finds the market already about bare. With many months yet intervening before the earliest of early fruit comes in, it is very plain that the present small supplies can by no means meet the demand. Holders are rather indifferent at this time, not wishing to put their goods out until the price advances in the spring.

Sardines—With very small stocks at the beginning of the winter, the only wonder is that today some canners still have small amounts on hand to care for current demand. This, of course, is only possible because of the hand-to-mouth buying of the last few months. While preparations are already under way to make ready for the season which nominally opens April 15th, it is doubtful if future goods are priced out for some time yet. As for that, it is extremely doubtful if the season does open on schedule, as it is usually well into June before the fish begin to "run" in quantities to make operations profitable—and sardine canners have learned better than to open their factories until that time has actually arrived.

Notes—Hon. B. M. Fernald has been in Maine this week, and addressed the Lincoln Club of this city on its birthday supper February 12th. That a prophet has no honor in his own country is disproved in the case of Mr. Fernald, who is always most eagerly welcomed here.

The Maine Canners' Association held its regular meeting yesterday at the Congress Square Hotel, with a representative attendance. Future prices and operating conditions were discussed and plans got under way for assistance in Canned Foods Week work. The outlook for 1924 on Maine canned products is encouraging, and the trend of feeling is optimistic.

CALIFORNIA MARKET

Crop Outlook Is Brighter—Farming Operations Being Rushed—Situation Serious From Drought in Some Sections — Most Canners Have Named Asparagus Prices—Some Have Named Spinach Prices—Higher Prices Offered for Peach Crop—Pear Growers Meet—Interesting Notes From the Coast.

San Francisco, February 14, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

OUTLOOK Bright—Northern California has been visited by another rain, and the situation, from the standpoint of the grower, is much brighter than it was a couple of weeks ago. The storm centered around San Francisco Bay, but reached all sections of the State north of here. The rainfall for the season at San Francisco is slightly more than 40 per cent of the normal to date, not a very satisfactory showing, but one far ahead of that made in Southern California. The last storm was sufficiently heavy to enable farmers to commence farming operations and work is being rushed. The situation has assumed a serious aspect in the lower San Joaquin Valley and in the southern part of the State, but with rains falling in the northern section, it is likely that relief is at hand. Practically no snow has fallen in the high mountains and the outlook is for a scanty supply of water for irrigation.

Asparagus—The tentative prices named on the 1924 pack of asparagus by the California Packing Corporation under date of January 28 were followed the next day by tentative prices by Libby, McNeill & Libby. Here and there a difference of 5 or 10 cents a dozen is noted in the two lists, but in the main they are practically identical. Considerable business is being booked, as asparagus is one of the items which is never packed in sufficient quantities to meet the demands of the trade, and buyers wish to cover their requirements as far in advance as possible. This year's prices are a little higher on some grades of tips and green asparagus than those of last year, but in general there is little change. The warm rains that have been experienced since the first of the month have been of great value, and a good size pack seems in prospect.

Spinach—While some interests named opening prices on spinach several weeks ago, prices have not been named by the large operators, and the volume of business done has been comparatively small. The breaking of the protracted drought has improved the crop prospects materially, since the bulk of the California pack is made in the territory tributary to San Francisco. Opening prices on this canned vegetable are expected at an early date from the California Packing Corporation and other large interests.

Fruits—Growers of canning fruits in Sutter and Yuba counties, California, are well pleased with the manner in which last year's pack has moved off, and with the tendency of canners to offer higher prices for canning stock. One of the large canning concerns is in the field making offers of $35 a ton for sling peaches for a period of five years, with a proviso that if the market price is advanced, the company will pay 85 per cent of the increase. Last year grocers received $30 a ton, and canners were not anxious to buy even at this price. They did not enter the market until well along in the summer, and the fact that they are now willing to contract for fruit is regarded as significant.

Pears—The first annual pear growers' convention and demonstration in Alameda county was held at Hayward, February 8, under the auspices of the California Pear Growers' Association. The gathering was really a continuation of the recent fruit conference held at Berkeley and was the first of a series of fourteen such events to be held during the year in the various counties of the State where pears are grown extensively. E. K. Strobridge, of Hayward, acted as chairman, and the program included talks as follows: "The Relationship of Banker and Grower," William T. Knightely, manager of the Hayward Bank of Italy branch; "How to Improve Alameda County Pears," Arthur Manter; "What the Grower and Buyer Wants," Joseph Lemos, representing the Pacific Coast Canning Co.; "The Canning Industry," Harry Howell, representing the California Packing Corporation; "The Pear Growers' Association Work," Frank T. Swett, president and manager; "Community Interest of Banker and Grower," I. B. Parsons, president Bank of Hayward; "Pear Distribution," Wilmer Seig, secretary and manager, California Fruit Distributors; "Standardization," F. W. Read, manager of the Standardization Department, California Fruit Exchange, and "The Advantages of Education Fruit Advertising to the Housewife," Mrs. Pauline Partridge, of the Domestic Science Department of the California Pear Growers' Association.

Coast Notes—Joseph Durney, president of the Haiku Fruit and Packing Co., which operates pineapple plantations and a cannery on the Island of Maui, T. H., reports that, despite the fact that the pack of this concern was a comparatively light one, amounting to but 490,000 cases, the showing in a financial way was the best yet made by this concern. This showing was made possible by the splendid prices secured. "The Outlook for 1924 is excellent," said Mr. Durney, "spot business is very good, and while it is, of course, too early to discuss prices—they are usually determined in May or June—the increasing demand from England and Continental Europe is most reassuring. We are anticipating an increase in the pack this year to approximately 600,000 to 650,000 cases, as against 490,000 cases last year."

An interesting turn in the demand for canned pineapple of late has been the increased call for shipment of this fruit to Germany. By the time this product is laid down in Germany and the duty paid, the cost has mounted up to about 50 cents a can, or double the cost in the United States, but there is a call for it, and the quantities consumed are steadily increasing.

The Maui Agricultural Co., which now has 270 acres in pineapples near Makawao, T. H., is preparing to plant 500 acres more this year, and eventually plans to have 4,000 acres in bearing. H. A. Baldwin, manager of the company, denies that a cannery is to be erected on Maui, but states that negotiations are under way for the shipment of the fruit to a packing concern at Honolulu.

The Price Canning Co., of Oakland, Cal., which made a decision last year to enter the vegetable-packing field, has abandoned this plan and will continue to devote its energies exclusively to the canning of fruits. The plant at San Leandro is being overhauled and the storage facilities enlarged.

Preston McKinney, secretary of the Canners' League of California, was expected home from the National Convention by this time, but had been delayed at New York by a press of business.

The Kelley-Clarke Co., San Francisco, has been appointed brokers for the specialties of the Gorton-Pew Fisheries Co., Ltd., of Gloucester, Mass., packed in tins.

R. M. Hoey, formerly with the Kelley-Clarke Co., San Francisco, has joined the buying staff of Tillman & Bendel, with which firm he was associated years ago.

The jury hearing the case of the Pratt-Low Preserving Co. against Dr. C. W. Evans, a fruit grower, of Modesto, Cal., for alleged violation of a ten-year contract to deliver canning peaches, found it impossible to agree on the amount of damages and has been dismissed.

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SMILE AWHILE

"Does your wife always have the last word?"
"No, indeed. I have it. It's 'yes.'"

Rastus—If yuh had de chance, would yuh go up in an airplane?
Rufus—Neider would yuh.

A CUTTING REMARK

"No getting around it—there's one guy you've got to take your hat off to."
"Who's that?"
"The barber."—Sun Dial.

Frater—The maid only broke one dish over at our house today.
Frater No. 2—How did that happen?
Frater—It was the only one left.—Green Gander.

NATURAL MISTAKE

Algy—What do you mean by telling Joan that I'm a fool?
Percy—Heavens, I'm sorry! I didn't know it was a secret.—Black and Blue Jay.

"Where did you go last night?"
"Out riding with father."
"I didn't know your father had a car."
"He's a street-car conductor."—Green Gander.

"So you sent a dollar for that advertised appliance to keep your gas bills down. What did they send you?"
"A damn paper weight."—Flamingo.

A cannibal's existence depends upon his ability to pick men that agree with them—Moonshine.

CLEVER

Wife—How can you stand lying in bed so late in the mornings?
Hubby—I don't stand lying in bed. I'm no contortionist.—Black and Blue Jay.

Lady—My! But doesn't travel bring out all that's in one?
Experienced Traveler—Yes, especially ocean travel.—Green Gander.

He—I'm from Bermuda.
She—You look big and strong.—Punch Bowl.

"I hear Bill's taking up spiritualism."
"What? That stuff that makes the tables hop around? I thought Bill was more practical-minded than that."
"But that's just the point. Bill's in the furniture-moving business."—Pelican.

"I hear that Hank had an accident."
"Yes, some one gave him a tiger cub, and told him it would eat off his hand."
"Well?"
"It did."—Wampus.
"That was a bad slice," said the golfer as he lay sick from eating his wife's bread.—Harvard Lampoon.

"Yes," said his proud mother, "John is such a good boy, and so fond of dumb animals. Why only last night I heard him say in his sleep, 'Feed the kitty, feed the kitty.'"—Bison.

There was a thin maiden called Lena,
Who bought a new vacuum cleana,
But she got in the way
Of its suction one day
And since then nobody has seena.—Wasp.

Mrs. Newbride—Well, Henry, if anything goes wrong, I will always be able to keep the wolf away from the door by singing.
Mr. Newbride—There isn't the slightest doubt of that, dear.—Lemon Punch.

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Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

SWELLS WORKING OUT—We are glad to report in this issue what seems to be a very satisfactory solution of the long controversy over the settlement of the Swells Claims matter. You know the Buffalo Convention opened with both sides standing firm for their plan of settlement, the canners contending that it was their business and that they had a right to reclaim and pay for their goods as they thought best, and the jobbers, on the other hand, protesting that they would accept no plan except the flat allowance, and upon the terms which they dictated. Business men, however, do not deal in such a childish way, and so it is not surprising that when they met in conference the jobber saw the right and justice in the demands of the canner to follow and settle for his goods and to know why they went wrong, if he chose to know this. And, on the other hand, the canner quickly recognized the difficulties confronted by the distributors in getting back every last single can for such examination. And so they met and agreed, the jobbers to accept the Warehouse Plan for canned foods as far as the stocks in jobbers' warehouses, and the canners to allow a suitable allowance for the single cans found in retailers' hands, after the goods had passed out of the jobbers' hands.

At Buffalo most canners considered that this compromise was, in reality, an abject surrender on the part of the canners to the jobbers, contending that the jobbers would secure, in this new allowance, all that they had ever asked under the flat allowance plan, and more; and it was even rumored that officials of the Wholesalers' organizations had instructed their members to secure this cash allowance on every swell claim before returning the goods to the warehouse. This, of course, would have annulled the whole procedure and left it in worse condition than before. But here is a good example of how unreliable Old Dame Rumor is in nearly every instance. Business men of the day know that business is done upon the solid foundation of good faith; in fact, there is nothing a business man more keenly detests than the man or concern which seeks to be "slick," who has to be watched. No man wants dealings with that kind of a man, or firm, or association. They resemble too much the snake in the grass, and no human being has ever been able to warm up to a snake. The jobbers saw the canners were in good faith in their offer; that they had a high ideal in wishing to get bad canned foods off the market promptly and surely, and the jobbers joined the canners with equal good faith in this desirable work. The single can in the remote retailer's hand was a real situation and not a mythical one, thrown in to accomplish an ulterior motive. And so long as the canners continue to guarantee their goods until consumed, the only way this could be satisfactorily settled was to have the situation realized and meet it. This they have done, as the account referred to shows. Even this small allowance may be too much for many canners, because of the almost perfection with which they pack them, and carefully sort out before shipping, but it is a penalty they will continue to pay so long as they adhere to the antiquated method of guaranteeing the goods out of all reason, and it is the best that can be done under such an unfavorable condition. The trouble lies with the methods of the canners, not with the method of settlement. Most other lines of industry have marched so far ahead of the canners, in their methods of marketing and distributing their products, that the canners cannot even be seen in the dust down the road, and it is time the canners awoke to this fact, and took steps to correct it and to get up to date. Other lines of industry do not have to call upon their associations to adjust settlements for faulty delivery. Such matters are settled quickly and satisfactorily because there is a personal contact between the seller and the buyer; where men meet eye to eye there is little opportunity for misunderstanding. Establish that personal touch between the producer of canned foods and the distributors and these misunderstandings and bickerings will all fade out as mist before the sun. The buyer wants to meet the responsible canner, direct and without interference, as he does in every other line which he handles, the one who has the authority to act and settle matters promptly. The less involved the transaction the smoother the dealings, and the quicker the settlement of disputes. It must be so.

Efficient methods of production, scientific studies of processes, improved means of crop production, cost accounting and other features are all highly important and valuable, but what this industry needs now most of all is improved marketing methods, a wider understanding of market conditions and possibilities and a more personal, intimate following of the goods through all channels of distribution to the consumers.

CANNED FOODS WEEK—The big week of the year for the industry is almost at hand. The week when all the world will be told, in particular fashion, about **your** goods is here. What have you done for it? Have you contributed any small amount to the expense? Are you going to sit by me while a stranger comes into your warehouse, takes your goods out and shows them, and explain their merits to the consumers you must reach if you expect to continue canning foods? Most of you are doing just that! The party is put on for you; to help your business and you are taking no part in it. Did ever the world see such a spectacle?

Last year about 10% of the canners contributed anything, either in money or co-operation, towards Canned Foods Week. Is that record to be duplicated this year? It will be if you do not, or have not, sent your check to the Canned Foods Week Committee, National Canners Association 1739 H St. N. W., Washington, D. C. All that you are asked to give is $10 per line of canning machinery operated. A one-line plant, $10; two-line plant, $20, and so on. The wholesale grocers are spending a small fortune to increase the consumption-sale of your canned foods; they're in this Canned Foods Week, with sleeves rolled up and working hard, everywhere in the country. And the brokers are working with them. The retailers will put on the show; hundreds of men will lecture before clubs and assemblages, all telling about the merits of canned foods, and urging their greater co-operation, making more business for you. The least the canners can do is to co-operate towards the expense of the Week by contributing the small amount asked. They ought to go out and join these lecturers; to visit big retail stores and address the consumers there, cutting goods and feeding the audience; to appear before their churches and clubs and explain—just tell the real story of canned foods, and how they are produced. The whole world is hungry to know the truth about canned foods; the story is the most interesting one that could be told, and who should tell it if not the men who produce the goods, the canners? But do it!!

THE BEET SECTION—The reporter's transcript of the Beet Section got mixed up in the heavy storm around Chicago and dribbled in to us in such a fashion that we had to drop it out of its orderly position in the big Convention issue, and so having gotten out of step, we left it for this issue. There is yet to be given an account of the many amusements at the Buffalo Convention, and it is due the generous machinery and supply men who played hosts at these features that they be fully described, and they will be next week. You have had so much Convention that we thought to give you a rest. We have never known our subscribers to be so intent upon a Convention report as this year. They have been buried in it ever since last week, and are only just looking up! They have all the business of the Convention, now for the pleasure.

ARE YOU AWAKE TO NATIONAL CANNED FOODS WEEK OPPORTUNITIES?

Forthcoming Canned Foods Week Is to Be Celebrated Everywhere in the United States March 1-8, and Holds Forth Great Possibilities for Everyone Participating.

Banquets, canned foods luncheons, get together meetings of all kinds, special canned foods window trims, novel ideas for national and local advertising, and an unprecedented distribution of window streamers, mark final preparations for National Canned Foods Week, March 1-8.

Effort is now being specially directed towards Canned Foods Week luncheons by such organizations as the Rotary, Kiwanis, Lions, Optimist and other luncheon clubs.

Already 1,356 letters have been sent to Rotary Clubs throughout the United States, suggesting that they put on special luncheons during Canned Foods Week. The replies have been beyond all expectations.

Up to date about one hundred and twenty-five luncheons have been arranged for that week from the Rotary Clubs alone, and there have been many requests for speakers. Each day brings letters announcing additional luncheons. Chairman Royal F. Clark is scheduled to deliver an address at the Canned Foods week luncheon of the Chicago Rotary Club.

The National Canned Foods Week Committee has arranged a selected canned foods menu for these luncheons. There is indicated the number of cans of each commodity which will be required to serve one hundred persons. There is also included with the menu copies of addresses that might be delivered on that occasion, and likewise copy of statistics of the canning industry. This literature may be had on application to the National Canned Foods Week Committee.

All Parts of the United States to Be Reached—There will be wide use of the radio during Canned Foods Week. Availing themselves of this up-to-the-minute method of communication, speakers will reach vast audiences in all parts of the country. The talks will be strictly non-commercial in character, with the result that the facilities of the principal stations are being made available for addresses upon the excellence, wholesomeness and convenience of canned foods.

To date prospective radio speakers have advised the National Canned Foods Week Committee that there will be addresses made from New York, Philadelphia, Chicago, Minneapolis, McKeesport, Pennsylvania, and Morgantown, W. Va. One of the speakers heard from will speak in four different cities. Another will make seven talks, one each evening, from the broadcasting station in his home city.

The National Canned Foods Week Committee urges local committees to consider the advisability of securing a place on the program for a speaker in cities where there are broadcasting stations. This should be done as soon as possible, inasmuch as radio programs are made up considerably in advance. When an engagement to speak has been secured, it will be appreciated if the Washington office be notified as the committee has prepared tentative speeches, which it will be glad to forward upon request.

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Their Can Requirements

SHOULD CONSIDER

First–QUALITY—
Second–SERVICE—
Third–EQUIPMENT—

Our many years of experience in Can-making enable us to produce Cans of A-1 **Quality.**

Our large and efficient corps of closing machine experts, our location on two railroad sidings, our dock on the water-front enable us to give the **Service** required.

Our connection with closing machine manufacturers enables us to gives the latest, speediest and best closing machine **Equipment.**

Can you see any reason for not letting us take care of your requirements in the manner you desire?

Put Your Troubles Up To Us
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BALTIMORE MD. MASPETH, N. Y. BROOKLYN, N. Y.
Boyle Plant.

Meeting of The Beet Section

Hotel Statler, Buffalo, Tuesday, January 25th, 1924

[COMPLETING THE SESSIONS OF THE BUFFALO CONVENTION]

DR. T. O. GOERES, Chairman.

THE CHAIRMAN—It is only a year ago that this Section was organized. Less than a dozen companies were represented at the organization at Atlantic City. I am very much pleased to see this representation increased to such a magnificent number. It surely gives the organizers the satisfaction that their efforts have not been in vain. It gives us the further satisfaction that our fellow-beat packers agree with us that this organization is really a necessity. It gives us still further satisfaction and proof that this organization has already borne fruit.

It is only in recent years that the beet packers have been recognized as packers at all. It used to be, "Oh, we pack a few beets as a side line." Pack them any old way—yes, and sell them any old way, and the jobber surely did make "side lines" of us.

At our organization meeting we agreed to take a few subjects at a time, master them, and then take up others. The real problem that confronted us was that of standardization of grades. A committee has this matter in hand, and we will hear from them later.

I have various matters in mind that we should and must deal with sooner or later:

First—To promote intelligent labeling. As soon as we get our grades standardized and adopted by the U. S. Department of Agriculture, we ought to follow our products with labels that will tell the consumer definitely what is inside of the can. If they buy 10 over beets they should know it. If the housewife wants to serve a little luncheon and wants to use a certain sized beet, the label should inform her what can to buy. You know the whole story. You agree with me that the consumer is entitled to this information, so why not give it to him? It may make a little inconvenience in the label department, but it surely will render real service, and that is what all of us want these days—service—intelligent service.

I would recommend, if you fell that it is the proper time, that a committee be appointed to formulate some plan of intelligent labeling and report at an adjourned meeting of this convention or at the next annual convention. It would be well for this committee to confer with similar committees from other Sections.

Second—Are canned beets a food or merely a relish? Have we as beet packers ever done anything to advertise the value of beets as a food? I am convinced that the consumption of beets is on the increase. I am further convinced that if the packers and the consumers knew their real food value and the different ways in which they may be served, the consumption would be doubled. I don't recommend an expensive campaign, but I do think that our produce is entitled to more publicity than it has been getting.

I would suggest that a committee be appointed to get up a small pamphlet giving the important food value of beets and containing a liberal supply of recipes.

I would like to hear some of the other packers express themselves on intelligent labeling. Table beets take in four or five sizes, and table beets sell from 20 to 35 cents a can, and the baby beets take up the other sizes.

MR. KARCH—With regard to labeling, it seems to me that at the present time the labeling of beets is in about the same situation as the labeling of peas. We use a select label, extra select and tiny beet label. We have only the three labels and five or six or seven different combinations. It would be a very simple matter for the packer to put the count on the label. It means a little extra expense, of course, in having these different counts, but they can be imprinted at a very nominal cost and in that way we can clear the situation.

MR. MINTON—I am from the Pacific Northwest, Oregon and Washington. We have just had our Northwest Canners' Association meeting ,at which we adopted the grades and names for our beets. We have taken practically the same count that you have. We start with the 35s and over, which we call the Midget, 25s the Tiny, 15s the Baby and 10s the Ruby. Seven we just designate as Whole Beets. With this on the label it will make it very easy for the housewife to tell what is in the can. We have graded not only vegetables, but fruits to a standard grade, so that when the housewife buys our cans she knows what she is going it get.

CHAIRMAN GOERES—Is that all you have on your label, "Baby Beets", You have not the number of beets in the can?

MR. MINTON—No, and I concede that may be an advantage.

CHAIRMAN GOERES—There is one objection to that—you would have to educate your consumers as to what you mean by Baby, Ruby, etc., whereas if you put a definite number it would be a little simpler. Don't you think so?

MR. MINTON—Yes, I think it would.

MR. DELAHOY—We label our beets differently. We have a special label for every grade of beet, but we do not show the number of beets on the label. I feel that we should do that. We have been marking on the end of the can 80 or 50 or 60, exactly what was in the can, but I agree with you that the label should carry the count.

CHAIRMAN GOERES—We do not realize how our products spread. Some of these gentlemen's beets may go in the same territory where ours and yours go, and you see how confusing it is. What we want to do is to get the consumer in as good humor as possible, and please him and let him have what he wants.

MR. KARCH—To bring the thing to a head, I move that the chair be instructed to appoint a committee of three to draw up a definite labeling plan and report at the next annual meeting.

Which motion was duly seconded and carried unanimously.

CHAIRMAN GOERES—The next recommendation was to ascertain the food value of beets. I have personally taken up this matter with our university at Madison, but I could not get just what I was looking for. It was a little too complicated.

We had a committee appointed last year to take up the standardization of grades, and we will listen to the report of this committee, which consisted of Mr. Greb and Mr. Garrahan.

REPORT OF STANDARDIZATION COMMITTEE

Your committee appointed to work out a standardization plan in the packing of beets has the following to report:

After a thorough consideration and a discussion lasting two hours, it was decided upon motion of Mr. Lon Sears and seconded by Mr. Gerrahan to adopt the standard as used by the Wisconsin packers during the season of 1922, as listed below:

Cut Beets:

All beets over 2¾ inches in diameter cut to uniform size.

Sliced Beets:

Beets 2 inches to 2¾ inches in diameter sliced ¼ to 5/16 inches thick.

hole or No Count:

A can full of beets of 2 inches to 2¾ inches in diameter.

No. 2 Tins	No. 3 Tins	No. 10 Tins
7—over 1-13/16 in.	15—over 1-13/16 in.	30—over 2 in.
10—over 1⅝ in.	20—over 1⅝ in.	50—over 1-13/16 in.
15—over 1-7/16 in.	30—over 1-7/16 in.	70—over 1⅝ in.
25—over 1¼ in.	40—over 1¼ in.	100—over 1-7/16 in.
35—over 1⅛ in.	60—over 1⅛ in.	130—over 1¼ in.
50—over 1 in.	90—over 1 in.	200—over 1⅛ in.
10—over 2 in.		300—over 1 in.

The above sizes are for beets after being peeled. For beets that are graded before peeling an allowance of ⅛ to 3/16 inch should be made. The method of peeling must also be taken into consideration.

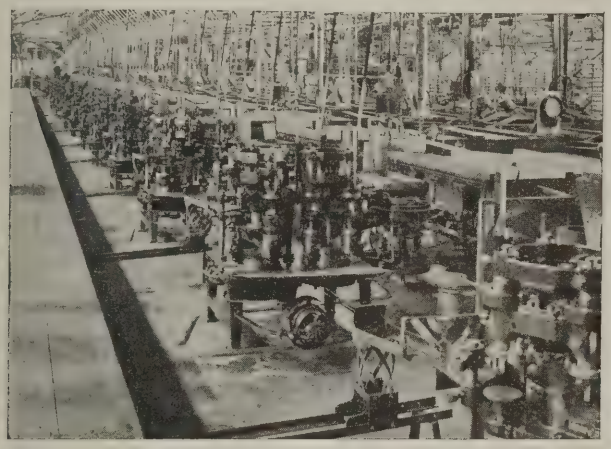
It was also decided, upon motion of Mr. Greb, seconded by Mr. Sears, to circulate this report to all packers of beets who are members of the National Canners' Association, and as many of the non-members as it was possible to reach.

By MR. A. WETTENGEL,
Chairman of Committee.

MR. HOLT—I have one question to ask, whether it would not simplify matters very much to grade by per pound instead of by can.

MR. GREB—We thought that we would not have so many figures to keep in our head. We have seven different sizes, and they make 20 different counts from the seven sizes using the

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different sizes of containers. We have some Wisconsin packers now who are labeling their beets according to this count.

MR. C. H. SEARS—Is it not true that the trade demands, in buying beets, a certain count per can, depending on the size of the can?

CHAIRMAN GOERES—That was the object of this grading and establishing the size of the screens for the information of the beet packers. We have the sizes now and everybody could adopt them. I remember at a meeting two years ago in Milwaukee I had circulars from several packers and 50 sizes of beets. Now we have brought that down to seven.

MR. HOLT—Take your first grade No. 2 cans, 50 and over. The No. 2 can practically holds a pound of beets. It would seem to me that by weight you would only have seven counts in place of 21.

MR. GREB—I might state that it would not be necessary to make the count, but if you filled your can full you would know that you had the count in every can.

CHAIRMAN GOERES—There is the point, also, that we have not a standard grader. We want to establish our grades and then some manufacturer will get up a standard grader.

MR. GARRAHAN—If you look at these jars we have here, if you fill them to the shoulder you will get the count the circular calls for.

CHAIRMAN GOERES—Is Dr. Blanck in the room? Dr. Blanck is from the U. S. Department of Agriculture, and he will doubtless give us some pointers, and we can then go on with his.

DR. BLANCK—I notice from the record of your meeting last year and from the discussion so far this morning on the standardization of beets that you are interested in the question of beet sizes, in the numerical count of these various sizes of beets, in certain sizes of cans, and that you are also interested in the so-called styles in which beets are packed.

The question, or, rather, the subject, assigned to me, "What the U. S. Department of Agriculture will do with the Standards as Recommended," might better be changed to "What the Department Can Do, etc." The definitions and standards which the Department of Agriculture adopts for use in the enforcement of the Federal Food and Drugs Act are definitions and standards that are formulated and adopted and recommended by what is known as the Joint Committee on Definitions and Standards. This Joint Committee is composed of nine men, three representing the Department of Agriculture, three the Association of American Dairy Food and Drug Officials, and three representing the Association of Agricultural Chemists. After they have considered a schedule embracing definitions and standards for food products, they recommend to the Department of Agriculture their adoption. These standards are then promulgated by the Secretary of Agriculture in the form of food inspection decisions, and then become the basis for determining action under the Federal law as to whether the product is misbranded within the meaning of that law. These definitions and standards under the Federal law have no legal standing. They are not provided for in the law itself, but they are simply formulated and promulgated for the guidance of officials in the proper interpretation of the law. In any case involving a violation of these definitions and standards it is absolutely necessary for the Department to establish the validity and accuracy of these definitions and standards in any particular contested case.

In the formulation of definitions and standards for canned beets, canned beets are, of course, in the first place, a canned vegetable. There is a definition which the Department of Agriculture adopted for canned vegetables which was recommended by the National Canners' Association quite a number of years ago, at the time when the canned pea grades or qualities were under consideration, so that I would suggest, in the first place, in your preparation of your beet standards for submission, that you give a definition as to what canned beets are, irrespective of quality or size, just a general definition of what canned beets are.

I am also impressed with what looks to me like a slight confusion which is developing in the canned fruit and vegetable industry, and that is a slight confusion in terms.

Now you are using the term "grade" here, and I think properly so, to differentiate size, because from my own experience in the field and among the canners the apparatus that separates any product into different sizes is called a "grader." I think you are correct in restricting the use of the term "grades" to size; yet the current practice to a certain extent has been used to apply that term "grade" to quality, as was evidenced in the standards for the various so-called grades of canned peas. I believe, however, that the Pea Section is going to get away from that by using the term "quality" to indicate the different qualities in canned peas.

The second point I want to call to your attention is: You have certain descriptions of cut beets, sliced beets, diced beets, etc. I would like to raise the question as to whether or not they do not represent different styles of packing, rather than the question of grade. I have in mind, particularly in the packing of corn, the question of whole corn or cream corn, etc.

There is another point there: In your question of size I am impressed that you are combining two things in your size statistics, you are combining the actual size of the individual beets that go into the can, and you have seven of those; you are combining the actual size of the beetes with the fill of the can, because when you state on a No. 2 can 15 over, you are specifying there not only the size, but you are specifying the actual fill of the can; at least, that is the interpretation I would place on this, and I would raise the question as to whether from the standpoint of definitions and standards it is necessary for you to specify the fill of the can, because the fill of the can is taken care of by every food law that I know of. From a labeling standpoint it is a different question, and for the information of the consumer the question of knowing the number of beets that are in any particular sized can, of any particular size, is an important question, and is certainly a desirable thing. But I am simply stating that under the general requirements of all our food laws, Federal and the various State laws, the fill of the can, the proper fill of the can, automatically takes care of itself.

I would suggest in the first place that you prepare a general definition for canned beets, describing them in simple, accurate language, just what canned beets are.

Then if you are so disposed to recognize the different qualities, such as fancy, or crushed, or standard, or so forth, because that seems to be the general tendency in fruits and vegetables, to indicate the various qualities to differentiate as well as you are able the difference between such qualities in the canned beets, if that is the practice, to distribute your canned beeets on the basis of quality differences.

Then, third, to define or describe your canned beet styles, if that is the proper designation of these differences between these beets, the whole beets and the baby beets, and so forth.

And, fourth, to define canned beet sizes, probably these seven sizes that you have indicated.

The question probably will naturally arise as to what the Department of Agriculture can do with such a definition or such a series of definitions and standards for canned beets. There has been a great deal of misunderstanding as to just how far the authority of the Department of Agriculture under the Federal Food and Drug Act can go. As far as the law itself is concerned, there is no positive requirement which sets a correct statement of the nature of the contents. We cannot require under that law that a packer of beets shall put on his can that the can is fancy quality or extra standard or what. We cannot require under the Federal law that he shall designate either the size of the beeets from a diameter standpoint, or that he has so many beets of a certain size in a particular sized can. All that the Department of Agriculture can do under the Food and Drug Act as it is now in effect is to require that the statements which appear on the label regarding the contents of that can are true and correct.

There is another size, however, to the adoption by the Federal Government of definitions and standards, and that is the educational value, the promulgation of such definitions and standards, reaching practically every person in this country. You are all familiar with the development and the increased interest that the housewife and thee consuming public are taking in a more intelligent labeling of canned foods or any other product, where they cannot actually see the product, and with the adoption by the Department of the definitions and standards recommended by you gentlemen as beet packers, recommended by you as representing the best trade practice, commercial practice in the canning of beets, recommended by you as recommending uniformity in the packing of that product, the adoption of the definitions and standards by the Federal authorities I believe will go a long way in the increased education of the consumer, and to the point that if they do not find what they want to find on the label, that they will come back and indicate to the retailer just what they wanted when they were buying, either from the standard of size or the standard of quality.

CHAIRMAN GOERES—I would like to appoint a Nominating Committee consisting of Mr. Karch, Mr. Delahoy and Mr. Sears.

Dr. Bigelow will now address us, having for his subject "Processing Beets in No. 2, 3 and 10 Tins."

(Dr. Bigelow's address may be published later.)

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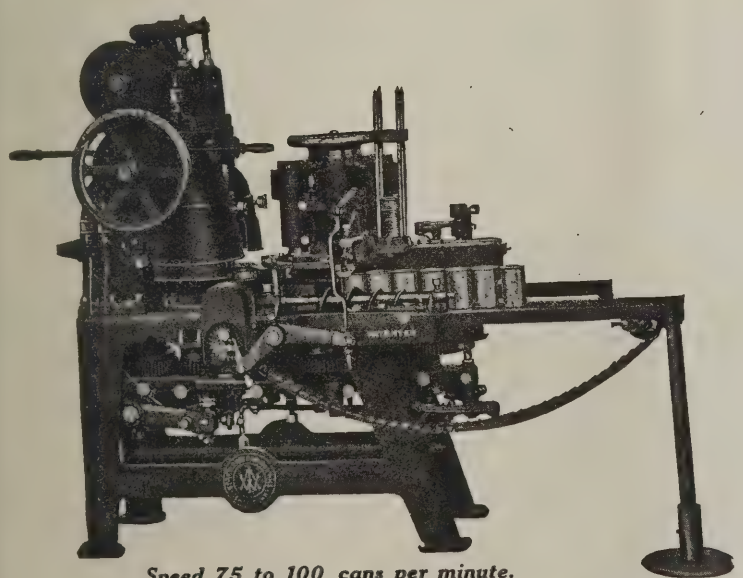
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A MEMBER—I would like to ask a question, whether the soil and seed have any influence upon the color of the beets?

CHAIRMAN GOERES—There is no question about that.

DR. BIGELOW—I am sorry Mr. Woodbury is not here to discuss that question with you. This can only be controlled when we get a law that will enable us some way to handle the seed. There is a bill that has been approved by the Department of Agriculture and the National Canners' Association has been using its efforts in its behalf, and it looks to me as if we may in the future be able to control the different strains of seed, so that the person getting the seed will know what they are.

As has been said, there is a great deal of trouble that the beet packers have as to the unreliability of seed. I saw this last summer where some canners simply rejected large fields of beets because they had no use for them. We can only control that by some systematic way of handling the seed. Many seedsmen are doing all they can in the matter in growing the seed properly and not getting it too cheap.

CHAIRMAN GOERES—We will now hear from Mr. Karch, of Hartford, Wis., who will talk to us on "Experience With Beet Toppers."

EXPERIENCE WITH BEET TOPPERS

By M. Karch

AFTER having been in the beeet-canning industry for a number of years, the Hartford Canning Co. found it necessary, or, at least, very desirable, to find some other method of topping beeets. There were two principal reasons: One is the matter of expense, and, second, the difficulty of securing labor at the proper time. We found that it cost us from $4 to $8 per ton to top our beets, the largest of this expense, of course, being for topping the largest sized beets, where we had fields of that kind, costing around $4 a ton, and for the smaller beets, $8 a ton, up to $8 a ton, making an average for the year 1922 of approximately $7 per ton. When we considered that some of our neighboring canners were having the beets delivered at the factory from $8 to $12 a ton, topped and all, we found that we were having considerable trouble in competing with them.

The second reason which I have mentioned is the difficulty of obtaining labor, which was more noticeable after the 1st of September. Up to that time we always had a large number of school children to help us, but after the schools opened our troubles began, especially in the years when there has been a scarcity of labor. Several times we were not able to pull all our beets before they were frozen in solid. Last year we decided to investigate toppers, and instead of buying a topper or renting one, we built one, and I think that this is of enough interest to others so that I will explain the way we got our topper or what we did.

We purchased an ordinary two-row corn husker. Taking a strip of wrought iron about a quarter of an inch thick, and about three-quarters of an inch in width, we wound the strip of wrought iron in spiral shape around one of the rollars, first to take the leaves off, and the second reason was we felt that the beets would be pushed to the bottom much more quickly if the strip was on in spiral form. Of course, we soon found that there was where our troubles began. The spirals would work all right until a lot of beets would be brought in that had a number of stones mixed with the leaves, and it would be necessary to shut down. The capacity on the large beets when dry went up as high as 15 tons during a ten-hour day. When the beets were wet and small, and carried considerable mud, the capacity ran down to three or four tons a day, and as the capacity ran down, the grief increased. One trouble with wet beets is that they clog and stop the machine. I saw one machine working that had a stream of water playing on the roller while we were there, and it seemed to help, although it made a terrible mess around the machine. Of course, that could be improved by having a suitable flushing arrangement. At the present time we are working with another party, and we are hoping to improve our machine to the point where it will work much more efficiently, and where the expense will be much less.

I am not representing the Hansen Canning Machinery Corporation at all, but I want to state that there is a circular published by that company in which they are advertising a small beet topper, and they claim that since they are using worm gears which are run, they won't have the trouble of the gears being stripped; that trouble has been overcome. That is the representation of the manufacturer, and they claim that one machine has a capacity for 15 acres, their plan being to place the machine in the field, and one canner who used a machine similar to this last year had it placed on a low truck, and had the truck fastended to a regular wagon, the elevator from the machine extending over the wagon, and both trucks being pulled through the fields. As I understand it, the machine was on so low a truck that the people in pulling the beets did not have to raise them very far to get them into the topper. Just how successfully a scheme of this kind would work we do not know.

A MEMBER—Does it take the tops off close to the beet, or is there a part left on?

MR. KARCH—Not as close as the hand topping does. It leaves sometimes three-quarters of an inch, sometimes an inch, and when the beets are wet and muddy the tops will be still longer.

A MEMBER—What experience have you had with the topper as regards the small beets—are they crushed or damaged excessively?

MR. KARCH—No, there was very little trouble in that respect. Of course, it did damage some of the small beets, but not enough so that we would really pay any attention to it.

A MEMBER—Do you know how many tons you ran through the machine a day?

MR. KARCH—We run through as high as 20 tons a day. Of course, our beets were all very similar.

CHAIRMAN GOERES—We now come back to the standardization proposition, and I would suggest that as long as we have some difficulties that we postpone this and keep the same committee in force, and let us take this up again next year. Let us experiment further and see how our crops come out. Don't let us get discouraged. All these things take time and experience to come to a conclusion.

MR. THORNE—With regard to the 2½ cans, there is quite a large agitation to substitute 2½ instead of 3, and I would suggest that we might consider that size.

THE CHAIRMAN—The suggestion is well taken, and I think the Committee will be glad to consider that.

If there is no objection, we will have this Committee continued and give their further report at the next annual convention.

We will now listen to the Nominating Committee and elect our officers.

THE ELECTION

MR. KARCH—There are two reasons for giving the report which we are giving—one, that the present officers have done such efficient work during the past year that we as members of the Committee felt that they ought to be continued in office another year; and the second reason is, that a large part of this work has not been completed, and the present officers are better able to continue the work than new officers would be, so the Committee recommends that Dr. Goeres be again elected chairman, and Mr. Greb secretary. We would like to suggest, also, if the by-laws provide, that Mr. Wittingill be elected vice-president.

We present this report and move that the same be adopted.

(Which motion was duly seconded and carried, and the above-mentioned officers were declared elected for the ensuing year.)

(Whereupon the Beet Section adjourned.)

OFFICERS OF BROKERS' ASSOCIATION ELECTED FOR 1924

At the annual convention held in Buffalo the following officers of the National Food Brokers' Association were elected for the current year:

President—Charles P. Whiteman, Interstate Brokerage Co., Oklahoma City.

First Vice-President—Walter B. Timms, Warmington, Timms & Co., New York.

Second Vice-President—Lewis R. Donelson, Jr., Donelson & Poston, Memphis.

Third Vice-President—H. A. Fleager, Kelley-Clarke Co., Seattle.

Treasurer—Robert H. Dietz, C. L. Dietz & Co., Indianapolis.

DIRECTORS

Alabama—Rivers F. Ross, Rivers F. Ross, Selma.

Arizona—Gouley N. Burcham, The Gouley Burcham Co., Tucson.

Arkansas—Willis W. Johnson, Johnson & Cooper, Little Rock.

MAX AMS Closing Machines

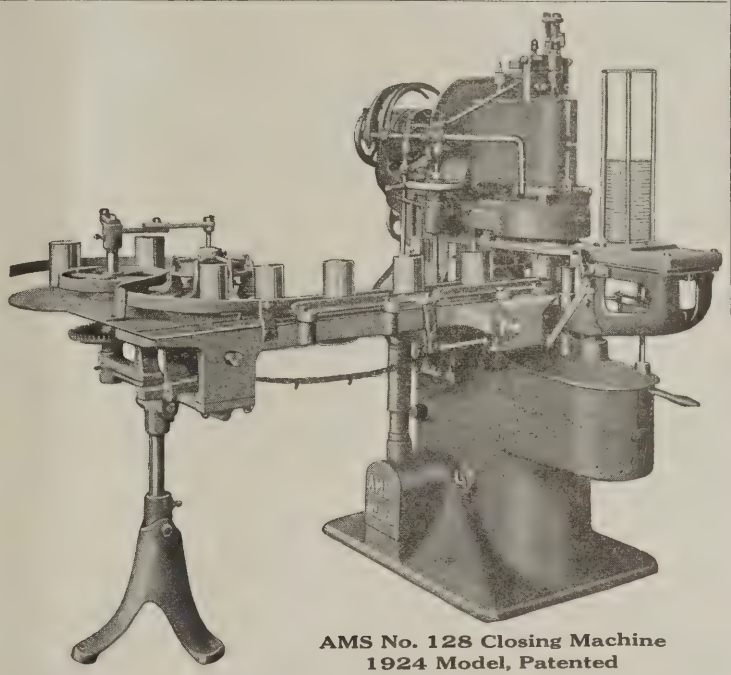
for Sanitary Cans--- "Standard of the World"

There is an AMS Closing Machine for Every can closing need; and an AMS machine for every can making operation.

—o—

The Max Ams Machine Co.
101 Park Avenue
New York

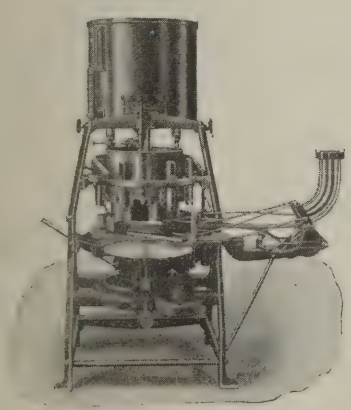
BRANCHES: Chicago and London, England.



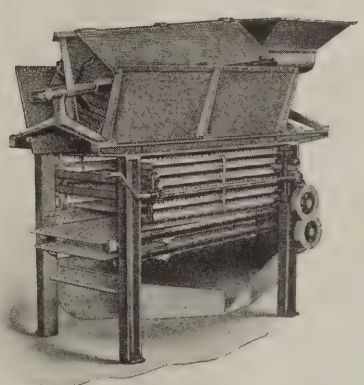
AMS No. 128 Closing Machine
1924 Model, Patented

Corn, Pea and Tomato Canning Machinery

"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

California—W. J. Withers, W. J. Withers, San Francisco.

Colorado—William O'Neill, William O'Neill & Co., Denver.

Florida—George W. Thomas, Jr., Baker & Thames, Jacksonville.

Georgia—James B. Chidsey, James B. Chidsey, Rome.

Illinois—Luman R. Wing, Jr., Luman R. Wing & Co., Chicago.

Indiana—John F. Sake, J. F. Sake & Co., Evansville

Iowa—James F. Keevers, The L. H. Lyford Co., Cedar Rapids.

Kansas—W. E. Boyan, Crum & Boyan Brokerage Co., Wichita.

Kentucky—J. S. McAllister, J. S. McAllister & Co., Louisville.

Louisiana—D. A. Weil, Weil & Trapani, New Orleans.

Maine—James J. Hughes, James J. Hughes, Portland.

Maryland—J. Cecil Smith, Hanna & Smith, Baltimore.

Massachusetts—W. F. Childs, W. F. Childs Co., Boston.

Michigan—P. F. Pfeister, Spackman & Pfeister, Detroit.

Minnesota—H. E. Lincoln, Love-Lincoln Co., Minneapolis.

Mississippi—R. Weil, R. Weil & Son, Vicksburg.

Missouri—Ward Goodloe, Ward Goodloe & Co., St. Louis.

Montana—Thos. F. Casey, Casey & Lanphier, Butte.

Nebraska—Wm. Sachse, O. W. Eldridge Brokerage Co., Omaha.

New Mexico—R. P. Woodson, Jr., R. P. Woodson, Jr., Albuquerque.

New York—Harry A. Faulkner, George A. Mendes & Co., New York.

North Carolina—Joseph Taylor, Moon-Taylor Co., Greensboro.

North Dakota—H. F. Daum, Geo. R. Freeman & Son, Fargo.

Ohio—A. R. Hoge, A. R. Hoge, Columbus.

Oklahoma—J. D. Law, Love & Law, Oklahoma City

Oregon—F. W. Ariss, Ariss, Campbell & Gault, Portland.

Pennsylvania—Wm. L. Walton, Walton-Cooper Co., Pittsburgh.

Rhode Island—Arthur L. Fletcher, Arthur L. Fletcher Co., Providence.

South Carolina—S. S. Booker, T. S. Southgate & Co., Charleston.

South Dakota—Ward H. Patton, Ward H. Patton Co., Sioux Falls.

Tennessee—T. H. McKnight, Webb & McKnight, Memphis.

Texas—W. D. Kennedy, Kennedy Brokerage Co., Dallas.

Virginia—George T. Lewis, George T. Lewis & Co., Richmond.

Utah—Ross D. Bagley, Bagley-Nelson Co., Salt Lake City.

Washington—Charles Whitney, P. E. Harris & Co., Seattle.

West Virginia—Sam B. Sayre, Willison-Sayre Co., Huntington.

Wisconsin—Sherman Stevens, W. H. Stevens Co., Milwaukee.

Canada — Milton Oppenheimer, Oppenheimer Bros., Ltd., Vancouver, B. C.

(The office of Secretary is not elective, the present incumbent having been previously appointed for the year by the Executive Committee.)

Convention Notes.—A report of the proceedings of the Convention will be printed and mailed to the members as soon as the transcript can be furnished by the official reporter.

The attendance at the Convention broke all previous records. More than 600 brokers were registered, including the non-members. The registration of canners, machinery and supply men, wholesale grocers and others interested in the gathering brought the total Convention attendance well about 4,000. Two special trains, a total of 26 cars (the Brokers' Special Train) carried part of the crowd from Chicago, and there were special train and special car movements from many other points.

THE AMERICAN KRAUT PACKER AGAINST IMPORTATION OF EUROPEAN SAUERKRAUT.

(Translation of an article which appeared in "Die Konserven, Industrie.")

It cannot be denied that the American Food Industry in recent years has made tremendous progress. The American food products have no reason to be afraid of competition from foreign countries now, because of the stringent regulations and protection which the Pure Food Law offers them. European products are now being attacked sharply, if there seems to be any reason to suppose that they do not conform in any respect with the Pure Food Laws. This is particularly true of the American sauerkraut industry. This industry in the past had to fear especially competition of German products. However, this industry has succeeded in raising the quality of its own product so that it has been able to expand and secure practically entire domestic market.

The National Kraut Packers Association have an agreement whereby all sauerkraut is shipped in new barrels. This association has established the fact that European kraut exporters are using old lard barrels in which to ship kraut into the United States. They are advertising the fact that the kraut which is packed in old lard barrels has a disagreeable and even harmful smell, due to the rancid lard. This is dangerous to public health, as the consumer has no means of establishing whether he is buying imported or domestic sauerkraut. The National Kraut Packers Association is making a thorough investigation of the qualities of sauerkraut shipped in old lard barrels in order, if necessary to start vigorous action against inferior imported kraut.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

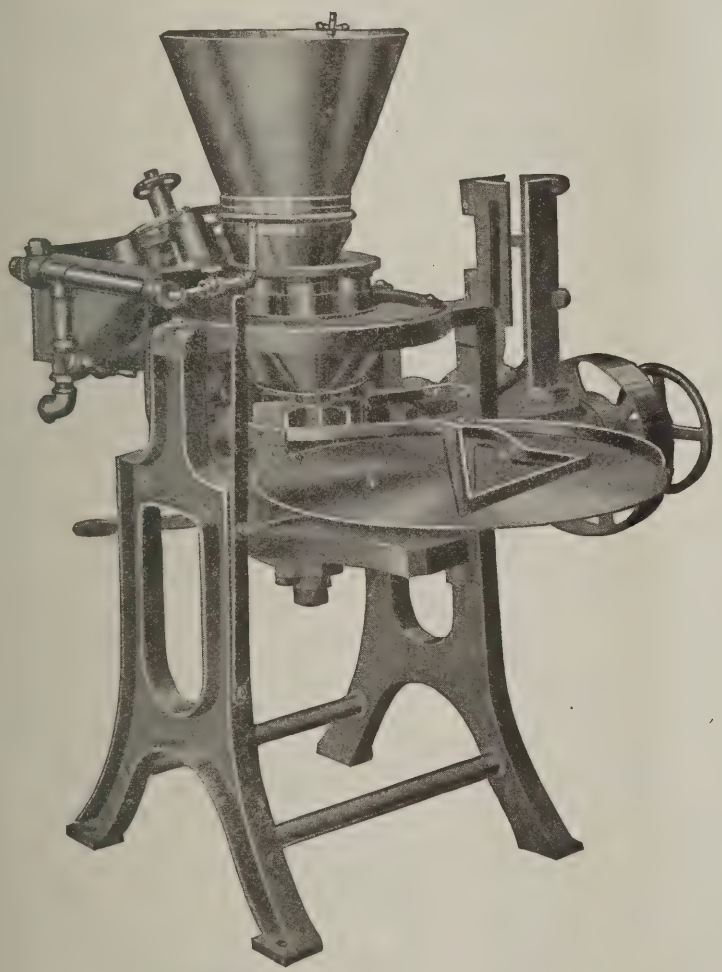
Howard E. Jones & Company

406 Water Street, Cor. Custom House Avenue

Brokers CANNED FOODS

BALTIMORE, MARYLAND

AYARS 1924 MODEL
New Perfection
PEA and BEAN FILLER



This Model Made For No. 1, 2, 3 and 10 cans.

REVOLVING HOOPER

New design, straight side, large at the bottom. The peas do not stick to one side and get cold. They are always level in the hopper at all heights and do not require any agitator.

HAS POSITIVE CAN FEED

CIRCLE SPRAY IN NECK OF HOPPER

SPLASH PLATE over cans so peas will not wash out on floor.

Brine goes in cans hot. Large heater in brine tank.

CHANGING GRADES.—Filler stops and all filled cans deliver to closing machine.—LARGE DELIVERY DISK— NO CAN NO FILL.—WILL NOT WASTE BRINE.—NO RUBBERS to catch cans after they become worn—FILLS ABSOLUTELY ACCURATE—DOES NOT CUT PEAS—BAKED BEANS—Only filler for baked beans. Has separate measure and seperate saucer. If measure fails to drop part or all the quantity of beans the can will show slack to inspector.

Ayars Machine Company SALEM NEW JERSEY

Present Status of the Spoilage Claims Matter.

What has been done---The results of recent conferences--- Allowances agreed upon for certain articles

Summary—1. Full recognition by distributors of the right of the canner to guarantee against all losses in his products and to the adjustment of the claim either by shipment to zonal warehouses for examination, so far as existing laws will permit, or by any other proof which will be satisfactory to the buyer and seller.

2. The impracticability of a definite decision on the part of the Conference Committee of the National Canners Association as to the proper percentage allowance for different products and immediate reference of this question to smaller units of the industry for investigation.

3. While in all previous conferences the National Chain Store Grocers Association has not officially participated, the unanimous approval of the present recommendations by the Conference Committee of that Association was secured. The Chain Stores Association has heretofore stood for a flat allowance of one half per cent on all products.

4. The desire of both manufacturer and distributor that present trade relations be not interruptel in any way which would injure or impair distributive arrangements or future contracts which are vital to all interests.

5. Should buyer and seller jointly agree upon a cash allowance in lieu of full guarantee the division of canned foods for the present into two classes, one carrying one-quarter of one per cent. allowance and the other one-half of one per cent.

6. Immediate efforts on the part of the National Wholesale Grocers Association, American Wholesale Grocers Association and National Chain Store Grocers Association is to co-operate in every way possible with national, state and municipal food officials to see that the present plans are fully carried out.

General Statement—The question of adjustment of spoilage claims between canner and distributor has become especially acute since the issuance of S. R. A. 381, prohibiting the return of spoiled canned foods to the manufacturer. This subject has been the sole topic of discussion with the Conference Committee of the distributors' organizations at every conference held since this regulatory announcement of the government was issued. The industry is familiar with the results of these conferences held in 1923.

On January 19th, 1924, a joint conference called by the officers of Association of State and National Dairy and Food Commissioners was held in Chicago, attended by representatives of the National and the American Wholesale Grocers Associations and a committee representing the National Canners Association. This conference adjourned without any positive action, and, meeting again during the Buffalo Convention, unanimously adopted the following resolution:

"The Conference Committee representing the National Wholesale Grocers Association, the American Wholesale Grocers Association and the Conference Committee of the National Canners Association,

"Approve as a principle the canners' warehouse plan as applied to wholesale warehouse stocks only, as far as permissible under federal, state and municipal food laws.

"Approve as a principle for the purpose of the wholesale grocer crediting the retailer for spoils which must be destroyed when and where found, that the wholesale grocer is to receive from the canner an allowance mutually agreed upon between wholesale grocer and canner at the time of purchase, or in the alternative, the adjustment of such losses to be left to the contracting parties.

"Approve Aug. 1st followiing year of purchase as the expiration of the guarantee period of sales for delivery from future pack, and the period of six months on spot sales, for both the wholesale and retail stocks."

This resolution recognizes the principle of the canners' warehouse plan, as applying to spoils in the hands of the wholesale distributors, but the exceedingly delicate and difficult problem of adjusting losses in retailers' hands was left to the contracting parties for settlement.

Fany canners express entire satisfaction with the resolution and have signed up their future contracts, carrying 100 per cent guarantee. Other canners have experienced considerable trouble and have urged upon the National Canners Association the necessity of further conference to decide on uniform recommendations which would apply throughout the country to the different commodities in case of cash allowance in lieu of general guarantee.

An informal conference was held in New York on Saturday, February 2nd, at which for the first time the Conference Committee of the National Chain Store Grocers Association were active participants. A tentative understanding was reached and the whole subject was fully discussed by the Conference Committee of the National Canners' Association at a meeting in Chicago on February 6th.

At the request of the National Chain Store Grocers Association, National Wholesale Grocers Association, and American Wholesale Grocers Association a formal conference was called in New York on Saturday, February 16th. Representatives of the three classes of distributors and the Conference Committee of the National Canners Association were present, and after a lengthy discussion the following resolutions were adopted:

"The Joint Conference Committee recommend:

"The approval and reaffirmance of the guarantee by canner of his products against swells and spoils and his right to require the return, provided return can be made under existing food laws and regulations, of same to zonal warehouse, or otherwise as may be desired, so far as swells and spoils are concerned, which develop in jobbers or in buyers stocks as accepted by the Buffalo conference.

"Recognition of the difficulty of combining with a canner's guarantee a cash allowance in lieu of full compensation for retaile rswells and a recommenda-

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling **West Virginia**

NEW YORK OFFICE
Room 1313-32 Broadway

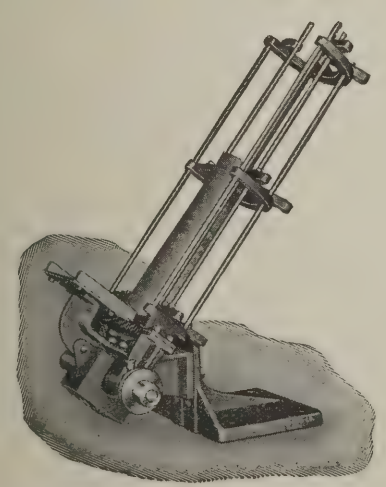
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

END STACKING MACHINE



The End Stacker shown is designed to be placed adjacent to any of our various sanitary end producing machines where it is desirable to stack ends as discharged. It is also well adapted to any work such as baking powder, lye or cleanser bottoms, or any ends having straight or curled flanges. This device is built in two sizes, and being entirely automatic, receives and places the ends in a neatly stacked form. The object of this Stacker is to eliminate hand stacking and possible damage caused by excessive handling.

Adjustment is also provided to vary the height of the intake chute so as to correspond with the discharge of the machine to which it is attached. The can ends as received are stacked automatically from the bottom. The hopper has sufficient capacity to accommodate 36'' of ends and is so constructed that they may be removed without interfering with the continuous operation of the machine. The adjustment for different diameters is very simple and can be accomplished in a few minutes. The complete apparatus requires very little floor space and is provided with grooved pulley that allows it to be operated direct from the adjoining machine

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

tion that this provision be eliminated from the guarantee provision.

"That it is the sense of the Joint Conference Committee that there is a desire on the part of the seller to fully protect the buyer against spoils loss, and that buyer does not wish any profit or loss to accrue from said cash allowance made in lieu of normal swells.

"Recognizing this principle, it is apparent that the members of the Canners Conference Committee are not in position to fairly determine the different classes in which the different products should be placed when buyer and seller desire a cash allowance in lieu of normal spoils.

"That the final decision of proper allowances be immediately referred to the sections representing peas, corn and tomatoes; the Canners League of California, the Northwest Canners Association, the Hawaiian Pineapple Canners Association, and the Association of Pacific Fisheries, for immediate investigation and conference with distributors.

"That in order trading in canned foods be not interfered with the following percentages be recommended to meet the present situation:

Class 1. Allowance one-quarter of one per cent. Commodities: Peas, corn, beans, pumpkin, squash, apple sauce, spinach, beets, succotash, tuna fish, tomatoes, red Alaska salmon, medium red salmoon, pink salmon, chum salmon, pachs.

Class 2: Allowance one-half of one per cent. All other canned fruits, fish and vegetables, excepting sauerkraut and pork and beans, which the N. C. A. is not in position to pass upon.

The above percentages are in lieu of normal swells."

The above approved by:

The National Canners Association, Royal F. Clark, president; James Moore, Acting Chairman, Conference Committee.

American Wholesale Gorcers Association, J. H. McLaurin, President; George E. Sloan, Chairman, Conference Committee.

National Wholesale Grocers Association, J. W. Herscher, President; Arthur P. Williams, Chairman, Conference Committee.

The National Chain Store Grocers Association, Charles Parr, Chairman, Conference Committee; Alfred H. Beckman, Secretary.

It will be seen from these resolutions that the agreement is tentative and that no attempt has been made by the Conference Committee to settle this question in a final way. The committee were impressed, however, with the fact that in many distributing centers future contracts were being held in abeyance, awaiting the outcome of this conference. The recommendations which were finally adopted are not satisfactory to everyone, but the present uncertainty and the consequent interference with future business was so apparent that action of some kind was absolutely necessary to prevent imperiling the entire 1924 output of canned foods. The question is held open with the hope of final settlement when the necessary data can be obtained.

The members of the Conference Committee of the National Canners Association felt that they could not fairly express the views of the canners of the different products, and the resolution recommends that so far as each product is concerned data be collected by the commodity sections of the N. C. A. or by local organizations representing particular products. Immediate action is urged in getting this data collected as quickly as possible. The information desired is a collection of detailed figures showing the actual amounts of swell and spoilage claims paid by individual canners over a period of years. As soon as this information is secured arrangements will be made for conferences between representatives of the commodities sections or local organizations with the distributors.

ARK.-MO. FUTURE TOMATOES.

Springfield, Mo., February 11, 1924.

Dear Sirs:—It is a fact beyond dispute that it will cost more money to pack tomatoes in 1924 than the cost of packing last year. This is due to the advance in prices on packers' cans, and the further fact that canners are compelled to contract for tomatoes at about $2.00 per ton over the price paid in 1923.

Although prices were not named on future tomatoes by any of the canners of our district until about thirty days ago, the sales to date are the largest we have ever known for so short a time. These orders for futures are much larger from each individual buyer than they have been at any time since the period of the great World War. Quite a few of our canners have already sold to their limit on futures and have withdrawn from the market.

We quote below opening prices on future tomatoes for our district, and are prepared to handle orders for account of old, established and absolutely reliable canners, whose packs are of a quality we do not hesitate to recommend. These quotations are subject to canners' confirmation:

48 No. 1 Standard 10-oz. Hand Packed Tomatoes, 60-62½c. dozen.

48 No. 1 Talls 15-oz. Hand Packed Tomatoes, 76-77½c. dozen.

No. 2 Standard Hand Packed Tomatoes, 90c. doz.

No. 2 Extra Standard Hand Packed Tomatoes, 95-97½c. dozen.

No. 2½ Standard Hand Packed Tomatoes, $1.20-1.25 dozen.

No. 3 Standard Hand Packed Tomatoes, 1.30 doz.

No. 3 Extra Standard Hand Packed Tomatoes, 1.37½-1.40 dozen.

6 No. 10 Standard Hand Packed Tomatoes, 4.25-4.50 dozen.

Most canners will only sell futures on pro rata delivery contract. A few canners will guarantee 75 per cent. delivery.

Jobbing grocers located in district where the car rates of freight are very advantageous on shipments from our packing district should feel perfectly safe in covering for a large part of their future tomatoes while we have offerings for the account of old, reliable and well-established canners. We earnestly solicit correspondence from jobbers in the market for future tomatoes, as there might be times when it would be possible to handle same business at slight shade in prices. As we have many canners who do not care to sell for buyers' labels, it is very necessary that we have full information if buyers desire to make purchases for shipment under private labels.

Jobbers receiving this letter can make their purchases of future tomatoes through our office with every confidence of receiving satisfactory service.

W. D. MASSEY BROKERAGE CO.

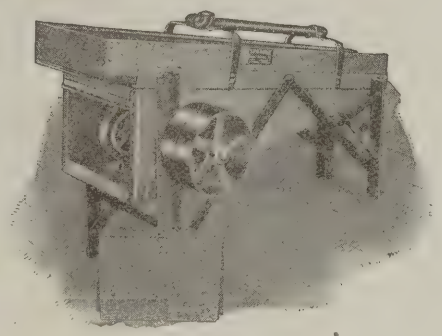
S and PEERLESS

Sprague-Sells Pea Washer (Glass Type)

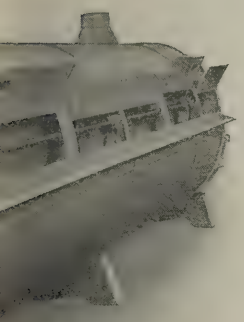
For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation desired.



Sprague-Sells Pea Washer
(Glass Type)



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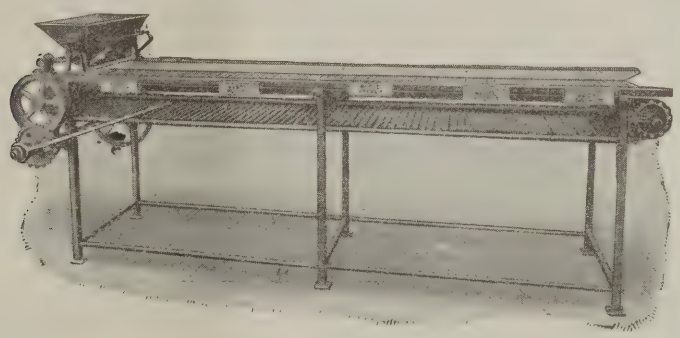
atisfy you—
to do so.

UALITY

Sprague-Sells Picking Tables

Illustration shows our metallic apron Picking Table, on which the peas are carried in straight rows in the depressions so that splits, stones and other foreign matter are easily seen and removed. No cracks or crevices to accumulate dirt. Easily cleaned and sterilized.

We also build rubber belt type tables in any size desired.



Sprague-Sells Picking Tables

The products of both our factories are sold through the General Sales Office in Chicago. We can supply from our own plants practically any machine you may need.

Whenever you are planning any changes or additions to your equipment, let us submit a proposal covering your requirements. When quick action is necessary, telegraph or telephone at our expense.

Address all inquiries on both lines to

Sprague-Sells Corporation

General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

MACHINERY

, Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

A Good Canned Foods Week Address.

By Royal F. Clark, of Beaver Dam, Wisconsin, President of the National Canners Association, Before Buffalo Rotary Club, Thursday Noon, January 24.

A working Model For Speakers during Canned Foods Week.

I WANT to say at the outset that I am very grateful for this opportunity of telling you something of the work of the National Canners Association. which organization is devoted to the ideal and has within the spirit that is the very life of Rotary. Although I am an infant Rotarian, I appreciate and feel the thrill of Rotary, and the great principle that is its guiding star, service above self.

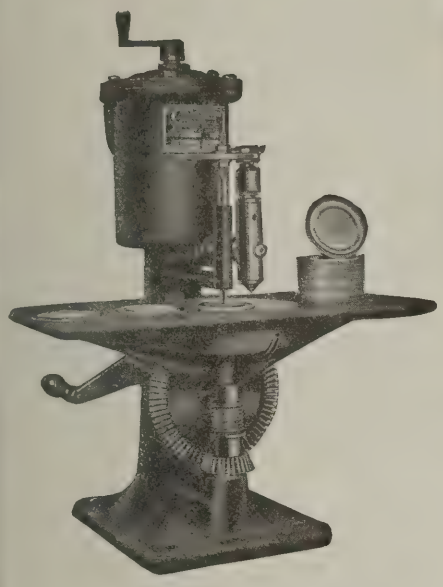
The purpose of the National Canners Association is industrial co-operation for service to the canner in promoting the welfare of the industry and increasing the consumption of canned foods, and service to the public in providing wholesome canned foods of great variety at all seasons of the year.

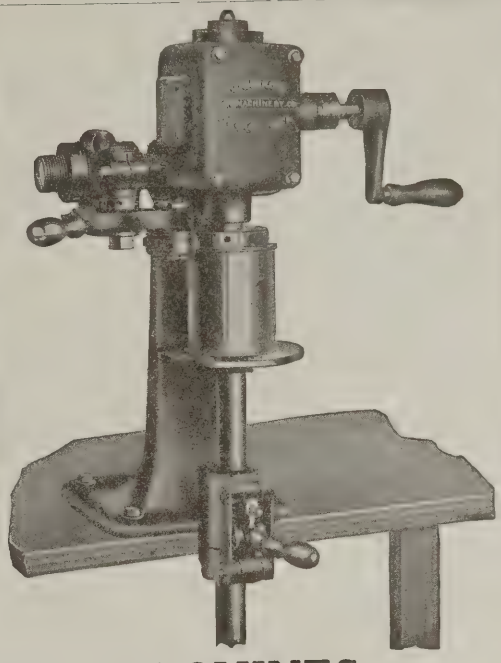
That you may know the magnitude of the canning industry, I desire to give you a few brief facts. There are approximately today 4,500 canneries in operation in this country and Hawaii, with an annual output of over 200,000,000 cases, and well over one billion dollars in value. Over two hundred different products are now preserved in either tin or glass containers. The commodities are divided into vegetables, fruits, fish, milk, soups and meat, thus conserving all of the necessities of life with the exception of grains. Of course, I am speaking in reference to those commodities preserved in hermetically sealed cans, and am not attempting to mention the many products, such as cereals, coffee, and so on, which are distributed in tin containers, but not hermetically sealed.

The canning industry has grown by leaps and bounds during the last decade, and particularly has production and consumption increased since the World War. While it is necessary to overcome certain prejudices in the marketing of any product, the growth of this industry has in the past been particularly menaced by a deep-seated prejudice in the minds of many consumers about the use of canned foods. This prejudice has been largely overcome by broadcasting the truth in reference to the preparation and canning of food products, in which the National Canners Association has played an important part. The greatest activity of the Association in production of canned commodities was during and since the war. Canned foods became an important factor in the feeding of the armies and caused a temporary shortage throughout the country. At about this time very rigid standards of sanitation were adopted by the National Canners Association, which have been followed since. The by-laws of the Association require a member to maintain sanitary canneries and operate them under sanitary conditions. The Association has adopted a code for the guidance of its members and the operation of their canneries, and provides such inspection as it deems practical for the purpose of keeping in touch with existing conditions and advising members of the problems of sanitation. In addition to that, many states have gotten into line by the promulgation and enforcement of rules of sanitation, assuring the consumer first of all that the commodity preserved is clean, fresh and wholesome.

One of the greatest menaces to the canning industry is the publication and circulation of false reports relative to food poisoning. Special research work on food poisoning was begun in 1917, in co-operation with Harvard University, and has been carried on since that time in co-operation with the United States Public Health Service and three other colleges, namely, Stanford, California and Chicago. These investigations have been of great value, not only to the industry, but to the medical profession and business at large. Results of the research work of the Association are published in bulletin form and in the scientific press.

The research work of the National Canners Association has likewise been in progress for many years. The laboratories in Washington at the headquarters of the Association occupy three floors, and ten trained scientists are now employed there. The chemical, bacteriological and physiological research includes studies of canned foods and canning methods. The research work covers problems in every stage, from the container to the finished product. Much attention has been devoted to the study of the principle of sterilization of canned foods, with a view of putting this important study of the canning business on a sound practical basis. The same principle which guided our ancestors in the conservation of food commodities by canning is likewise applied to commercial canning, that of heat sterilization. However, to make doubly sure that the product is safe and will not spoil, it has been necessary, through scientific research work, to establish the thermal death point of bacteria, so as to make spoilage a very small factor in the industry. One of the special problems included in the research work is a study of the tin plate used in the manufacture of cans, including the effect of the acidity of food on sterilization, the effect of the consistency of food on sterilization, and the vitamin content in canned foods. New problems arise almost daily, and but a short time ago certain scientific men in the colleges and high schools of this country made the announcement that vitamins in certain com modities were completely destroyed under the process of commercial canning. Immediately our trained men at our laboratories, in conjunction with laboratories in colleges, with whom we had made arrangements to study specific questions, commenced an investigation, which is now being carried on. This investigation has progressed to the point where it can be safely said that the statements thus made are not in accord with the facts. For instance, it has been proven that more vitamins are destroyed by the boiling of cabbage in the open kettle than by the process employed in canning. I have no fear in making the statement that when these investigations are com-



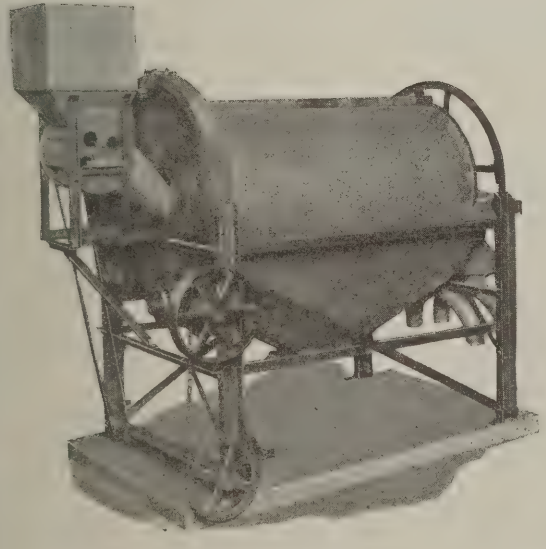


CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A. 23

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

pleted we will be able to prove, not only through our own men, but through scientific research in the colleges of this country, that the vitamin content is conserved rather than destroyed in canning.

It has taken a great deal of work on the part of the Association, and many thousands of dollars have been expended, to prove that canned foods are safer than fresh foods sold on the market—that they are pure, wholesome and nutritious. To the users it is a reality; the future work is one of advertising and ultimate conversion of the non-user.

The National Canners Association has a Bureau of Information, keeping the members advised of laws and rules relating to the industry, pending legislation, and of other matters which are of interest to canners, excepting only those relating to question of price. It promptly investigates complaints where canned foods are concerned, and up to date has investigated 1,130 charges. The results of these investigations show that a large majority are without foundation, false, and are due to misrepresentation, deliberate extortion or blackmail. It has a raw product research bureau, which is carried on in co-operation with various agricultural organizations and institutions designed to improve varieties, use of improved seed, control of plant disease and blight. It has a foreign trade committee which works in co-operation with the Department of Commerce to increase and develop foreign trade in canned foods. It has prepared and distributed to the canners systems for the classification of canners' accounts which have been found to meet practical requiremets. It issues bulletins from time to time and other publications relative to the research work of t Association, and in addition popular and trade bull tins are issued. It publishes annually statistics the pack of certain canned foods and an annual dire tory.

In order to secure more intelligent and unifor labeling the Association is continually working on de nitions for various grades of foods, but here is whe the Association has a vast amount of work ahead. T Food and Drugs Act proved to be a blessing in di guise to the canner, but this act has many limitation Neither the Bureau of Chemistry nor the Departme of Agriculture has the power under the existing la to make definitions covering quality of goods, dealin only with what is known as "misbranding." In oth words, the Government is clothed with authority seize foods misbranded, but has no authority to defi quality of the goods labeled. The past system of l beling, to a great extent, led to confusion in the pu chase of canned foods from the retailer, and one crit cism directed against the industry has been again the system of labeling. An industry which has esta lished and proven to the world the purity and whol someness of canned foods must let the label reflect t true contents of the can, and at this convention it expected that the details of standardization of labelin will be agreed upon and followed in further distribu tion of food products, so that housewives will be ab to make intelligent purchases.

Other great factors in the increase in consumptio of canned foods have been convience, economy, an

HAMACHEK IDEAL VINERS

Tests and comparison of packs have clearly demonstrated the importance of more efficient hulling. Experienced packers have replaced over One Hundred viners of other manufacture with Hamachek Ideals.

Hamachek Ideals are the best constructed viners on the market. They are built of durable material, require less power, their up-keep is small, and they have the greatest capacity.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

Peas, Beans, Corn, Beet, Tomato, Cabbage

All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.
CAMBRIDGE, N. Y.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

necessity. Convenience, because the contents are cooked and ready to serve. Economy, because we eliminate the waste and are able through large production and distribution to bring to the consumer the same quantity of food at less cost than the same commodity fresh. Necessity, on account of the large increase in population in cities—apartment dwellers—shortage of domestic help. And as the bulk of our population moves towards centers will the necessity increase, and thus we are engaged in conservation, the watchword of the American public.

You have heard much about conservation of forests, water power, and resources, but very little about the conservation of food.

From time immemorial civilization has rested upon three factors, namely, food, shelter, and clothing. wars have involved one or more of these factors. Progress depends upon the abundance in reserve, but the greatest of all is food, and yet America, styled as the land of plenty, has paid very little attention to the food requirements of the future. While the farmers, due to increased efficiency of methods and larger acreage, have temporarily choked their market and strangled their own prosperity, they have awakened to the fact that their attention must be turned to quality, and quality decreases production in any line of endeavor. Twenty per cent. of the total farmers have left their farms during the last decade, and the same rate may continue during the next, but economists tell us that cities can absorb the influx without disturbing industrial conditions.

We have but one crop of agricultural lands, and by far the greater part suitable for profitable quality products is now being farmed. What of the increase in population, sure to bring us soon to 150,000,000 in the United States? In this the canner visualizes his future, but already has realized that his success lies only in quality production and intelligent distribution, and in this we are not different from any other industry—quality must be the slogan.

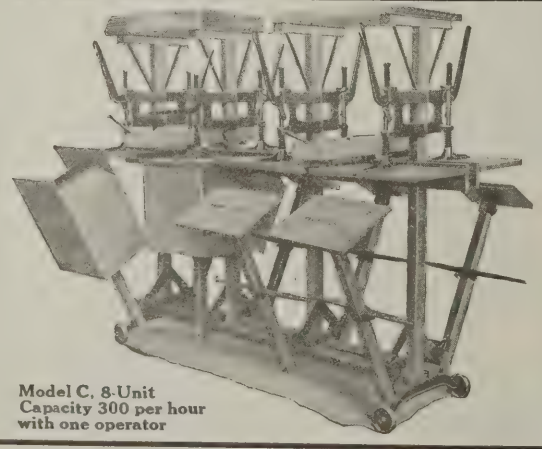
I am optimistic as to business conditions during 1924, if quality is put into industry, although manufacturers must avoid overproduction. Wages will not go down and may advance, likewise costs of manufactured articles will advance, and wage earners must reconcile themselves to increased prices. I have greater faith in America today than ever before—faith in her ability to grapple and solve industrial and social problems upon the new plans of activity and life. Professional politicians, having in mind only their own advancement, out of touch with the real problems of industry, and leading the voters into chaos by their radical schemes, must be turned out of office and sent back to their homes to work like the rest of us. Capital and labor, hand in hand, must work out their own destiny by favoring laws that will protect all of the people and make real the possibilities that are so easily within their reach.

While we must give attention to foreign trade—cultivate it, reach out for it—we must remember foreign trade amounts to but ten per cent., and our real business is home business. Home business can be increased only by working in harmony, not by strife and deception. Protection and full guarantee of the rights of all the people must be proclaimed and maintained.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.


Model C, 8-Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER
Patented Nov. 5, 1918
C-8-UNIT $210 C-4-UNIT $115
Above Prices are Freight Prepaid to Destination.
Most *Efficient, Simple and Economical* machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. *Descriptive matter on request.*
McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co.

New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶1.00
12 Kinds, No. 10	3.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	1.20	¶1.20
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.15	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.55	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	1.60
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No 3, f.o.b. Baltimore	1.30	1.40
Standard, No. 3, f.o.b. County	1.25	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	....
Michigan, No. 10	....	....
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.15	Out
Maryland, No. 10, f.o.b. Balto.	3.15	4.50

APRICOTS

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.80

CANNED FRUITS—Continued

PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.35	2.35
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz.	....	35.00
Flats, ½ lb, case 4 doz.	....	....
Flats, ¼ lb.	....	....

OYSTERS*

Standards, 5 oz	1.50	1.60
Standards, 4 oz	....	....
Standards, 10 oz	2.90	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, FEBRUARY 25, 1924

WEEKLY REVIEW

Rumor Trying to Induce Lower Prices—Reason Dictates Just the Reverse—Buying Steady and Continuous With Advance—Futures Selling Quite Well in All Lines—Some Sellers Impatient—All Indications Point to Growing Strength of Market.

STALKING THE MARKET—Most too much is being made of the apparent belief that prices will soon be lower on all canned foods—spots and futures. It is said that the buyers are taking but few goods because they feel that lower prices will soon be seen. A timorous seller of futures who is induced to lower his prices, even very slightly, causes all buyers of futures to hesitate and to wait, because there may be a lowering of prices, it is said. Market influences need not be reasonable; sometimes the most flagrantly foolish things are causes for declines or advances in market prices, and the present condition would seem to present one such situation. What real cause can be pointed out for a lowering of prices on spot canned foods, particularly? Why should they be lower? The consumption of canned foods is upon a really immense scale today. The people know the goods and are eating them to their heart's content. The retailers are not complaining of the way the goods are moving off their shelves; and even if this were not true, there is rapidly approaching an occasion which will quicken that consumption—Canned Foods Week, with its nation-wide appeal to all consumers to speed up on canned foods consumption. And if you are of the doubting kind, and discount the effect of Canned Foods Week in toto—though one must be a crass fool to make such a discount—then just consider that the heaviest consuming months of the whole year are just beginning. From now on is the time when the country eats most canned foods, a fact proven by long experience. What, then, is going to bring about this reduction in prices? Is it because the stocks of goods are top-heavy? You laugh at such an inquiry, and you do well to laugh.

It is just an empty, unreasoning rumor that tries to disconcert the holders, and to help the buyers get a little better bargain in supplying the urgent wants they feel. There is not a foot of ground upon which such a rumor can rest for even a moment. It is not our mission, nor have we any desire to "bull" the canned foods market, but any other view of the present situation than a bullish one is the direct opposite of the real condition. That is so far as spots are concerned. Of course, anything might happen as regards futures. There have always been a lot of canners who can grow record-breaking crops, bring all the product to waiting factories and produce it for far less than any definit figures could show—and such canners, working while the snow is on the ground (in their imagination), and months before even the seed could be sown, often rush out to sell futures before the whole bottom drops out of prices! There is no way to account for them. But sensible canners are not proceeding upon any such theory. And if there are any buyers who would like to contract for their supply of goods with the other class, they deserve what they may get.

TOMATOES—There is no gainsaying the fact that spot tomatoes are being traded in upon a most conservative basis. The buyers are taking what goods they need for present wants, and by their apparently disinterested action are succeeding in holding down the spot market. We do not know but what it is a good thing that they are holding down the market. If it ran away now, as it might very readily do, there would be such a deluge of futures sold and so many men get into the canning game that next fall there might be "the devil to pay." Big operators in the market say: "The market on spot tomatoes, while not active, is holding firm and stocks are being gradually reduced." All over the country, it would seem, the jobbers prefer dealing among themselves for what tomatoes they need, but this cannot go on forever. These buyers know that practically all canned tomatoes are in the Tri-State territory, and what are there are held by men who do not have to sacrifice. We know of only one block of tomatoes held on speculation; the rest are held by canners who know the value of the goods and intend to hold until they get it. And they will get it. It's a long time between now and tomato-canning time, and the people will continue to eat canned tomatoes.

Futures seem to be worrying some canners. The bargain hunters in future canned tomatoes should seek that certain trade which must sell a large proportion of their expected pack at this time if they expect to be financed during the season. It is out of this class that the mistaken idea was spread that the canners are forced to sell futures to finance themselves. Just the reverse is the truth—the canners that are "financed" have their futures sold for them to cover loans on seed, cans, cases and such supplies as these loans are made, and hence there are often forced sales at below market quotations. If the jobbers will clear this class of future sellers out of the market, all the industry will rise up and bless them. And they are usually pretty good buys. Because the canners have an additional compelling force behind them to see to delivery, and that if they do not deliver that they pay the additional price—it's always an additional price—on the quantity of goods by which they fall short. These fiscal agents take no chance of a pack of goods put up by a financed canner remaining unsold. The market just now, in tomatoes, is suffering from these, so-to-call-them, forced sales, but the drive will soon be over and the market for futures will then improve most likely. The future market in this section is quoted a little lower this week—No. 1s, 57½c; No. 2s, 87½c; No. 3s, $1.27½c, and No. 10s, $4. These prices are for standard quality. Extra standard ranges from 2½c to 10c, as to size, above these figures. The canner who is not forced to sell may be wise to stay out of the market for the present.

CORN—From all sections come reports that spot canned corn is cleaning up rapidly. The market in the West has been very strong on corn for some time. The East is beginning to follow suit. Corn at low prices is now looked at twice before buying, and, of course, there is a reason. The better grades of corn are firm and held with confidence. There are no changes to report in prices this week, but the feeling is growing stronger with each day.

Future corn is variously reported. Some say that it is not selling as freely as it should be; others that now the swell claim matter has been satisfactorily settled, the buyers are coming in for their requirements. It has long been known that large orders for known quality corn have been placed, without haggling on prices. A report from Iowa shows how futures have been selling there, when one firm has to buy out other well-known canneries to get production to meet demand. They are booking orders here for standard "crushed" corn at 90c, standard shoepeg at $1.15, extra standard shoepeg at $1.25, and fancy shoepeg at $1.35. This latter might easily be on a par with fancy Golden Bantam, in the opinion of many.

PEAS—Latest indications are that the canners believe that it would be wise to sell no more futures, but to hold what prospects they may have for the open market, as promising almost certain better prices as spots. We have always believed that not to exceed 60 per cent of any pack should ever be sold as futures. Peas have often exceeded that mark, but now the canners seem to be coming around to that opinion, if they have not already passed that figure. It means, however, a strengthening in the future prices and that any orders now accepted will have to carry better prices. Both spot and future pea prices are largely nominal today.

OTHER ITEMS—Stringless beans are bought, as futures, with confidence, and business has been fairly good in them. Most canners in this section have sold as many ahead as they care to, and have advanced their prices to check demand. But it does not seem to stop business. Demand for spot goods of all kinds has been continuous, though not in large blocks. But the visible supplies are being steadily eaten away, and holders are asking premiums for what goods they have. No item in the list shows any alteration in prices this week, but it will not surprise anyone to see higher prices from now on.

NEW YORK MARKET

Steady Buying Movement—Tomato Buying Quiet—The A. & P. Offers Prizes—Local Trade Will Heartily Support Canned Foods Week—Future Peas Wanted—Future Corn Is Quiet—Fruits Show Strength—Asparagus in Good Demand—Notes.

New York, February 21, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

STEADY Buying Movement—There has been no developments of a sensational character in the New York market during the week, but a healthy buying movement is in progress, with the price undertone steadily strengthening. Local distributors are not carrying large stocks, and buyers are in the market right along for replacement goods. Chain stores are featuring canned foods in all of their advertising, and are quoting some very low retail prices on the various grades offered.

Tomato Buying Quiet—Demand for tomatoes has been quiet during the week, with no quotable change in the price basis. Buyers aree fairly well covered on their spot requirements, and do not intend to be stampeded into any heavy buying movement which might have the effect of shooting prices upward. In some quarters it is reported that distributors are showing more interest in futures than in spots.

Wheeler Bureau Moves—The Wheeler Service Bureau has moved into larger and more commodious quarters in the same building at Chambers street and Broadway. The Bureau has made substantial progress during the year, and is now an extremely important feature of the canned foods trade, from the standpoint of both distributors and packers. "Singin' Ed" Greenwood and Mr. Lind, of Minnesota, are doing field work for the Bureau at the present time, with F. C. Wheeler in charge of the office force at headquarters.

Five Thousand Dollars in Prizes—The Great Atlantic and Pacific Tea Co., leading chain store organization, has aroused widespread interest in New York City by offering $5,000 in prides for the best suggestions as to how it may improve its service to consumers.

Canned Foods Week—With the swells dispute settled, for the current year at least, jobbers' support in the Canned Foods Week campaign is assured, and the local trade is making ambitious plans for the conduct of the campaign March 1-8. Retailers are being lined up for their co-operation in the movement, and jobbers are planning to placard all of their delivery wagons and trucks with Canned Foods Week signs and streamers. It is expected that the chain stores will feature canned foods in their advertising during the week.

Future Peas Wanted—In the face of a steady demand for future Wisconsin peas, more packers are withdrawing daily, and it looks as though many buyers who normally get their season's supply from Wisconsin will have to seek elsewhere for a good part of their stocks this year. Canners are not turning down business because the assortments ordered do not suit them, as was the case a month or so ago, but are refusing to take the orders ffered because they have sold up to the limit of their expected pack. This situation has naturally made for a stronger market for peas of Michigan, Illinois and Ohio packing, as well as Eastern packs.

Southern Peas—Maryland and Delaware pea canners who have named future prices on peas have booked a substantial amount of business, and the market outlook is strong. The Southern packers are in a fortunate position, in that they will be able to be delivering peas just at the time the Wisconsin packers start canning operations. Being thus able to put their goods on a probably bare market, they will be able to command better prices than they otherwise would.

Future Corn—Maryland corn canners are not believed to be doing much in the way of future business on standard corn. With the market on spot corn hovering between 92½ and 95c, factory, there is little incentive for buyers to commit themselves to futures on the same price basis. Reports from Western points state that canners are quoting spots at 95c to $1.00, mostly the latter price. It would seem, however, that if this is the case the Southern packers would be getting more mid-Western business than they are now receiving.

Fruits Are Strong—While demand for fruits has continued rather routine during the week, the market is showing increasing strength. This firmness reflects to a great extent distributors' confidence in the statistical position of the market, borne out by the reports of light holdings in California. Many of the trade believe that the start of the 1924 fruit canning season in California will witness bare floors in canners' warehouses, and quite possibly bare floors in many jobbers' warehouses in the fruit sections.

Future Fruits—California canners are not rushing in with their prices on 1924 fruits, as there are several factors which they must first take into consideration. Cans and other raw materials have increased in price. The sugar market is giving chief concern just now, however. Higher sugar prices will, of course, mean higher fruit prices. At present writing the outlook for future California fruits is that prices will be as high as they were at the 1923 opening on most items, and that on some lines they will be higher.

More "Grass" Business—There has been an increased demand for future California asparagus during the past week, and sales by the better-known canners have been heavy. The opening of the Corporation has been shaded by about 10c in at least one instance, but the value of the advertised brand of the Corporation offsets this lower price in the minds of many of the buyers.

Salmon Dull—Little buying interest has been shown in salmon during the week, and the anticipated Lenten buying spurt has so far failed to materialize. The Coast situation is strong, however, depsite current quiet in this market.

Personal Trade Notes—Georgia Pimento Canneries, Inc., of Atlanta, has appointed Arnold & Montgomery, Inc., its New York sales representatives.

J. W. Herscher, of Charleston, W. Va., president of the National Wholesale Grocers' Association, was in the market last week.

Charles E. Farriss, well-known broker in fancy Japanese crabmeat, is on a visit to the Pacific Coast.

C. A. Lumb, of the J. K. Armsby Co., is on his annual visit to the Pacific Coast this month.

J. E. Barr, of the Minnesota Crosby Corn Exchange, of Minneapolis, is visiting in the local market.

D. H. Stevenson, of the Torsch-Summers Co., of Baltimore, was in the market during the week.

Among the up-State canners in the market this week was S. C. Osborn, of the Livingston County Canning Co., of Hemlock, N. Y.

C. W. Baxter, president of the Portland Packing Co., of Portland, Me., was visiting along Hudson street this week.

CHICAGO MARKET

Good Shipping Weather Hard to Hold—Demand for All Goods Very Active—The West to Celebrate Canned Foods Week—Inquiry for Fruits Improving—Pineapple Demand Improving—Corn Cleaning Up—Tomatoes Must Come From Tri-States—Marshall Canning Co. the Leading Producer.

By "Wrangler,"
Special Correspondent "The Canning Trade."

THE Weather and Shipping—We have had shipping weather for canned foods now for nearly ten days. Snow and ice have laid on the ground, but the weather has not been severe enough to prevent shipments. At this writing it is snowing, and the snow appears to be getting heavy and deep. It may turn cold after the snow is over and again prevent shipments and cause an accumulation of orders.

Canned Foods Week—The demand for canned foods of all descriptions is very active, and the activity is attributable to the buying by retail grocers in order to replenish their stocks and complete their assortment, preparatory to the trade which they anticipate from Canned Foods Week, March 1st to 8th.

This sales event will be very generally observed all throughout the Central West, and an enormous quantity of canned foods will be disposed of by the retail grocers, for which they are now making preparation by purchases.

Fruits—The inquiry for California canned fruits is improving and orders are going to the Coast, so I understand, for numerous carload lots. The buying is especially in extra standard and fancy yellow cling peaches and apricots.

There is a reaction noticeable in canned pineapple. The market has been slow for some time past, but is now very much improved. The holders who have had stocks and who were anxious to dispose of them seem to have had a change of heart, and are now not offering. Several kinds have increased enormously in price on account of the demand, especially crushed pineapple in No. 2 and in gallon cans, sliced grades, which have been dragging a little bit, but have now apparently revived and are selling well.

The depression in pineapple, it appears, did not come from speculation, as but very few speculators were permitted to buy any of the pack of 1923; but on a sag of the market a number of small holders who needed money were inclined to close out at opening prices so that they could use the money to better advantage in goods that were more active.

It is claimed by well-posted packers and operators in pineapple that the price for 1924 will be a little higher than the price for 1923. The extensive plantings which have been made in the islands will not come into bearing until 1925. The price of cans and the price of sugar will be considerably higher, and this will bring about the necessity for the slightly higher price of canned Hawaiian pineapple for the pack of 1924.

Corn—Canned corn is cleaning up well. It is now difficult to find any standard corn at the former market price anywhere in the Central West.

Tomatoes—This market is relying entirely on Maryland and Delaware for its supply of canned tomatoes, as the resources of the Central West are entirely exhausted, except as to a few lots which are being held for speculative purposes.

Peas—Occasionally a spot lot of canned peas is found in less than carload quantities, and the brokers do not find much trouble in placing them with the jobbers, who are all looking for certain grades and qualities, and who are all short on canned peas.

I have seen several letters recently from Wisconsin pea canners advising their brokers to the effect that they have sold up on futures and do not want any further orders for future peas of the 1924 pack. It is remarkably early for activity of this kind, and it shows the trend of things.

The Marshall Canning Co., Marshaltown, Iowa, has just bought the Kelley Canning Co., of Waverly, Iowa, and will operate the plant for the 1924 season and afterward. This establishes the capacity of the Marshall Canning Co., so it is said as the largest producer of canned corn in the world. The company will operate for 1924 the following plants:

Marshall Canning Co., Marshaltown, Iowa, output	120,000 cases
Marshall Canning Co., Hampton, Iowa, output	120 000 cases
Marshall Canning Co., Roland, Iowa, output	60,000 cases
Marshall Canning Co., Ackley, Iowa	40,000 cases
Marshall Canning Co., Waverly, Iowa	120,000 cases
Total	460,000 cases

The Marshall Canning Co. was compelled to add the Kelley Canning Co. at Waverly, Iowa, to their producing facilities for the reason that their sales of canned corn for future or 192 pack have gone beyond the capacity of their other four canneries. This is remarkable for so early in the season. The Marshall Canning Co. specializes on extra standard and fancy Evergreen canned corn and on fancy Country Gentleman canned corn, and on account of careful attention to quality has built up a patronage that is taxing their capacity. They state that their sales of the 1924 pack are now encroaching upon the probable output of the newly purchased factory, and may necessitate the purchase of other plants.

ST. LOUIS MARKET

Market Quiet This Week—Future Buying Slows Down in Hope of Lower Prices—Buying Spots Only for Immediate Wants—Weakness in Tomato Futures Halts Business—Peas Continue to Gain Strength—Corn Is Firm for Fancy, Standards Steady—Fruits Quiet.

St. Louis, February 21, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

MARKET Quiet—The movement in canned foods has been rather quiet the past week. This applied not only to spot goods, but to futures as well. The distributors have been placing some small business for immediate shipment and larger contracts for future deliveries. There has been a healthy demand for spot shipments as to vegetables, while futures have sold in quantities that have exceeded expectations. Buying of vegetables of 1924 pack is inclined to go slow, as jobbers want lower prices than those now quoted. Spot goods of all kinds have been slow sellers, as they are now taken principally for present requirements only.

Tomatoes—A falling off in the consuming demand for tomatoes is hardly explanable. There has been a fair business until only a short time ago, and some interest was shown in futures. Then, too, the fact that concessions have been made on some future business has had a weakening effect. Less future buying has been reported since. The general range of the market is unchangeable. Southern tomatoes are selling in a limited way for factory shipment, and then mostly in 2s, with very few gallons. Traders are drawing upon private and public warehouses for most of their goods for current use and are not so interested in future shipments. There is some buying in the country, but it is restricted and is confined largely to small orders. Canners have no cheap ideas, because they feel able to clear their stocks without trouble before the season closes. Some future business is being booked, but sellers and buyers are still too far apart in their views to get together. Some operators maintain that jobbing stocks are heavier than canners have realized, and that while country points have sold out, the big pack, the output of 1923, has not yet reached the consumers.

Peas—Brokers say that it is getting more difficult all the time to get through future orders of peas at going prices in all districts. Canners are fortified by the favorable results of the past three or four years, leading at present to a well-sold-up condition on 1923 lines and further strengthened by the higher packing costs of 1924. No canner has cheap ideas, as he is able to get his prices and sell his anticipated pack. Canners in the South think that their goods will be needed for early distribution to fill the positive gap in stocks of 1923 lines. Spot peas are firm in all grades, and are sparingly offered mostly in small lots and wholly in a resold way. Restrictions as to assortments and suggested average prices along with advances on straight standards have not limited the business in future peas. There is a free movement among packers who have heretofore limited their

offerings, the business being divided between Wisconsin, New York and other Mid-Western packing points. Southern peas futures are not so attractive, although there has been a fair volume of business concluded. Wisconsin packers have been withdrawing from the market. Those who are still taking business in futures are demanding assortments of 75 per cent fancy and extra standard grades. Spot peas are difficult to find.

Corn—Spot corn is firm in fancy lines, which are scarce and steady in standards. There is not a large supply of the latter on the spot, and while it can be had at a price, holders insist on full quotations. Moderate interest is shown in new packs.

Miscellaneous—Asparagus has been disappointing, although the total of the business booked to date is not by any means small. Orders have been for limited quantities for the most part. Future string beans, spinach of the spring pack and succotash are in fair demand, but the volume is not excessive.

Fruits—The fruit line is inactive. There is no speculative demand for any item for even a normally good seller like pineapple is not moving in its usual volume. The pineapple market is rather depressed by reports of low-priced offers of good brands, which often are not vailable at figures mentioned. California fruits have had a better demand during the past few weeks. Although the markets have not bought heavily, the aggregate business from the entire country reaches sizable proportions. It is probable that 1923 pack fruits will be cleaned up before the new pack is ready, and it may be expected that 1924 prices may be somewhat higher. Peaches, pears and cherries are featured in the trading, with a limited demand in evidence for fruit salad. Berries are less active. Tentative openings on Oregon and Washington fruits, and berries have attracted little interest.

CALIFORNIA MARKET

Crops Are Doing Better—The Growing Season Now On—More Rain Badly Needed—Canned Foods Week Bigger Than Last Year—Some of the Work Being Done—Business on Spots Active—Good Business in Asparagus—Notes.

San Francisco, February 21, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

THE Crops—The rains which visited Northern and Central California early in February did an immense amount of good and enabled farmers to plant crops which should have been in the ground much earlier. They were followed by warm weather. The growing season may now be said to be definitely under way. However, much more rain is needed if crops are to be anywhere near normal, and conditions in the southern part of the State have reached a critical stage. Even when the rainfall is normal there is none too much water in California, owing to the rapid development of irrigation facilities and the wide use of wells, and when the precipitation is so far below the average as this year, the situation cannot be anything but alarming, particularly following a series of dry years. The rainfall for the season at Los Angeles has been but 1.81 inches, as compared with a normal to date of 9.66 inches; that at Fresno is but 1.81, as compared with a normal to date of 5.89 inches, and San Luis Obispo has had but 3.77 inches, instead of an expected average of 12.30 inches. Further north a better showing has been made. San Francisco having received 9.34 inches, as against a normal of 14.55, while Sacramento has had 6.43, as compared with a normal of 12.37 inches. Growers and canners are taking comfort in the fact that the late rains are the ones which do the most good, but the fact remains that the situation is about the most serious of its kind ever faced in California. The late rains saved the spinach situation and enabled growers to plant peas, but came too late to permit the planting of the acreage that had been contemplated.

Canned Foods Week—Much interest is being taken in Canned Foods Week on the part of canners, jobbers and retailers, and there is every indication that this will attract much more attention than was the case last year.

Newspaper stories are commencing to make their appearance and retail grocers are being lined up for window displays, which promise to be out of the ordinary. In directing attention to this special event, Joseph Durney, of the Griffith-Durney Co., San Francisco, recently said:

"In 1922 canners, jobbers and retailers started a campaign called Canned Foods Week, setting aside one week in the early spring to feature canned foods of all kinds. During said week wholesale and retail grocers devoted practically their entire time toward interesting and explaining to consumers the wonderful merits of canned foods.

"In endeavoring to educate consumers we explained to them that practically everything put up in cans is better than the fresh article ordinarily bought in the market. For instance. canned salmon: When one is able to buy fresh salmon in the market, one never knows how long it has been caught or how long it has been in the refrigerator, and the longer it has been on ice, the less flavor it has; whereas, salmon is canned within a few hours after it is caught.

"It requires very little demonstration to prove to any consumer how much better canned asparagus is than that in what we call the fresh state. If there is one vegetable that is more delicate than another and which loses flavor and becomes more or less fibrous after it is cut, it is asparagus. It is true that there is nothing more delicious than fresh asparagus if it is grown in one's garden and cooked within a few hours after it is cut; but most asparagus bought in the fresh state has been cut from thirty-six hours to two days, is ungraded both as to color and size, some has even gone to flower, and is in no way comparable to the canned article which is canned within a few hours after it is cut.

"Then, consider pineapple. The bulk of the fresh pineapple brought to the United States is grown either in the Hawaiian Islands or in the West Indies. It is picked and shipped green, and ripens after it is picked; whereas, canned pineapple is packed from fruit that ripens on the plant and is canned within a few hours after it is harvested. For one's own satisfaction he has only to buy a fresh pineapple in the market and compare it with that in cans.

"On canned fruits the foregoing remarks equally apply; in fact, more so for the reason that canners for years have been buying the choicest part of the crop; whereas, the bulk of the fruit marketed fresh is what we call second grade. I have only mentioned a few of the interesting points connected with the work we do during Canned Foods Week to show the consumer how much better and really cheaper the canned article is when the labor, time and expense of cooking in the household are taken into consideration. In other words, Canned Foods Week is now recognized as a week devoted to educating the consumer, and I am pleased to say we have met with marked success."

The Market—Spot business is quite active on almost all lines of California canned products, with the export demand quite an interesting factor once more. In California canned fruits Bartlett pears are being given considerable attention, and some holders are asking higher prices. Apricots and cling peaches are also moving well, and some grades are in very light supply. Most orders are for assortments and immediate shipment is specified, indicating that stocks are low.

Asparagus—An excellent volume of business has been booked on asparagus at the tentative prices named recently by several of the large packers, and it is anticipated that much of the pack will be disposed of by the time that canning is commenced in March. It is expected that the formal opening prices will be the same, or practically so, as the tentative prices announced.

Tomatoes—While formal opening prices have not been named on future California tomatoes, some business has been done locally on the basis of $1.10 to $1.15 for No. 2½ standards. Spot stocks are moving off in good shape, with many packers out of the running.

Coast Notes—The California Packing Corporation, San Francisco, is having plans prepared for a very large plant at Sacramento, Cal., which will represent an investment of about $1,000,000.

The Tulare Co-operative Creamery Association and Riverdale Co-operative Creamery Association plans the erection of a $75,000 powdered milk plant at Tulare, Cal.

The H. J. Heinz Co. is preparing to enter the Greater San Francisco field, according to reports. It owns property at Oakland and has asked permission to close two streets to enable the erection of a building to cover two city blocks.

E. G. McDougall, of Libby, McNeill & Libby, Chicago, is visiting the San Francisco offices of this concern.

The Van Camp Sea Food Co., Inc., experienced a very satisfactory year in 1923, according to the annual report, a net profit of $302,675 having been made. Sales for the year totaled $2,061,322.35.

MAINE MARKET

Business Shows More Activity—Promise of Early Spring—All Spot Goods Very Scarce—The Future Corn Prices—Not Offering No. 10 Corn Freely as Futures—Stringless Bean Future Prices—Canners Are Buying New Machinery.

Portland, Me., February 22, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

WHILEbusiness has been very quiet all through the winter, the past fortnight has seen rather more activity and a more optimistic feeling pervades the local market. The weather so far has been mild and open, so that rural dealers can now be assured of an early spring season, and are buying more freely. (It is possible that this confidence in the weather may be misplaced, as this week has brought a touch of real winter storm, almost the first we have had.)

Spot Maine canned foods are surprisingly scarce. Beans were cleaned up, of course, at the close of the canning season, with short deliveries on about ninety per cent of the contracts. Blueberries are also gone, with the call still coming in for this line of goods. On Maine apples I doubt if there are half a dozen cars left in first hands, and those are not being pressed on the market now, as May and June are sure to bring a demand at good prices. There are several lots of Maine corn held, owned in small blocks, and comparatively little of real fancy grade. On the other hand, the quality runs very good, much better than ordinary standard, and it is steadily going into consumption—like all spot stocks today it is moving often in smaller lots, but is steadily disappearing. The strictly fancy is also finding a good market.

Future corn has now been offered by all Maine canners, and the prices heard at the Convention are still in force. Crosby corn is $1.45 and Golden Bantam $1.70. There are still some who think these figures too low and who are asking $1.50 and $1.75, and, as usual, there are one or two "weak sisters" who will grant concessions if pressed.

Although the demand for No. 10 corn increases each year, there are fewer Maine canners offering that size today. When offered the prices are $7.25 and $8.50 for the two sizes.

Stringless beans have been put on the market simultaneously with corn, at prices of $1.30 and $6.00 for 2s and 10s. There is a steadily growing demand for these beans and a consequent increasing interest on the part of the canner.

Much new machinery has been purchased this season with a view to maintaining the present high standard of quality while increasing the volume.

TOMATO IMPROVEVENT WORK TO BE ENLARGED.

Money Appropriated and Other States Induced to Cooperate—The Allotments.

ACCORDING to notice duly given, the Executive Committee of the Tri-State Packers' Association met at Wilmington, Hotel Dupont, on the evening of February 14th.

The principal business at this meeting was to devise, if possible, means of increasing the membership. The plan of assessing each member so much per case on his pack, which had been suggested at a former meeting, was gone into rather thoroughly. This plan contemplated raising such a sum of money as would enable the Association to employ what might be called a field man, or full-time secretary, to traverse territory, gather statistics of the crops, conditions of the crops· packs, stocks on hand, etc., and to send them in to the Secretary, who should compile them and send the result to the members.

This was considered in its various details until quite late at night, but no definite conclusion was arrived at. The meeting, therefore, was adjourne until 10 o'clock the next morning. When the matt was taken up again and the Secretary submitted son figures bearing upon the proposition, but no defini conclusion was reached by 11 o'clock, at which tim the Association had an engagement with the Agricu tural Committee and the heads of extension work i the three States of Delaware, Maryland and New Je sey.

Upon opening the session with the Agricultur Committee and others, Dr. Symons presented a stat ment showing what had been done in Maryland durin the past year with the funds put in his hands by th Association to be expended for better tomato growin

Dr. McCue, of the Delaware Extension Servic stated that excellent results had been obtained in De aware by following largely the same lines of procedur as had been followed in Maryland, but that they di not go into it to the same extent as did Maryland.

A representative of the New Jersey Extensio Service was also present, and stated that, while th plans adopted in Maryland had not been generally pu into practice in New Jersey, yet he was satisfied tha in some localities where it had been used great benef had been derived.

The question then came up as to how much mone the Association would be able to appropriate toward better tomato growing, as well as to the eradicatio of diseases in corn. After considerable discussion, i was thought that if the Association could be assure of $1,000 at least from the can companies who had s generously aided in this movement last year that th Association would pledge itself for $1,400, making th sum of $2,400 to be applied to agricultural objects i the Three States.

This sum of $2,400 was apportioned as follows:

For corn growing and eradication of diseases	$5·000.0
For better tomato growing in New Jersey	200.0
For better tomato growing in Delaware	500.0
For better tomato growing in Maryland	1,200.0
Total	$2,400.0

Dr. Symons introduced Mr. Metzger, a corn spe cialist, who detailed the method of securing the bes seed corn and keeping up the strain. It seemed to b conclusive that corn could be saved in different locali ties and kept pure provided sufficient care was em ployed. This seemed to have been the practice of som canners for a number of years who had maintaine the quality of their seed stock, but of course great car must be taken both in selecting and propagating th stock.

The matter of saving tomato seed was also brought up and generally discussed, and it was agreed that canners who were properly equipped with pulp ing machines, and would take the proper care in se lecting their tomatoes in the field· bringing them t their factory and extracting the seeds and drying them properly, could very easily secure seed of a high grade and suitable for their uses. It was thought that this could be made a paying proposition to the canners who might devote sufficient care to the saving of the seed.

It was thought wise to increase the membership of the Agricultural Committee, and accordingly Messrs. C. L. Reckord, Greenwood, Del., and Orrell S. Saulsbury, Ridgely, Md., were added, making the committee consist of F. A. Torsch, Lucius Hires, Harry L. Cannon, C. L. Reckord and Orrell S. Saulsbury.

A NEW EDITION

OF

"A COMPLETE COURSE IN CANNING"

SOON TO BE READY

Thoroughly and completely revised, in every detail, by the highest authority and leading food technologist of the world.

OFFERED

¶ As the finest, most comprehensive and most authorative treatise ever published on the canning, preserving and pickling of all food products, and for the making of condiments, preserves, frust juices and specialties.

READY ABOUT MAY 1st, 1924.

¶ A HISTORY—There were about a dozen books on canning on the market at the time "A Complete Course In Canning" was first published, 1902; and several have attempted the market since; but they all failed for the same reason: they were either a mere collection of formulae (the times and ingredients) or were too highly technical and scientific for ordinary use. As its name implies, A Complete Course In Canning was written to cover the entire subject, from the building of the cannery, the contracting of the crops, and their procedure through the factory to the warehouse, and in such language as the variest beginner could understand. It was based upon the best proceedure of that day, and in the four revisions since, has been kept well up to the most modern methods. This latest revision brings it not only fully abreast of the times, but rather in advance of them. There is no man in the business but what will find this work a welcome visitor to his desk-—a real necessity.

¶ We published some of those other works for the authors and we have known them all, and we unhesitatingly recommend this new edition of "A Complete Course In Canning" as the finest thing ever offered the industry.

IN THE MEANTIME.

¶ The old edition of the book has been exhausted, except for one case of books which was caught in a flood, caused by a bursting City main. We have rebound these books, the only damage to them being a slightly wrinkled appearance to some pages. We are offering these at $4. per copy, instead of $5. the price of "A Complete Course In Canning".

The price of the new edition will probably
be $10. though this is not definite, as yet.

Published by

THE CANNING TRADE,

Baltimore, Maryland.



SMILE AWHILE

PAGE THE OLD SCRATCH

The daughter of a certain strict principled old deacon ha attended a dance the previous night, much against her father wishes. When she appeared for breakfast the next morning h greeted her with the words:

"Good morning, daughter of the devil."

To which the maiden respectfully replied:

"Good morning....father."—Jack o' Lantern.

HIS HORRIBLE MOTIVE

The respectable tramp knocked gently upon the door.

"Madam," he began, touching his cap to the lady who ap peared, "a while back you gave me three doughnuts. Would yo mind adding another one, to make four?"

The lady was all gracious.

"Gladly," she answered, smiling, as she wrapped one up an handed it to the tramp. "So you like my doughnuts, do you?"

"No, Mum," replied the truthful tramp, "but me and som friends down in the holler wants to have a game of quoits."— Voo Doo.

She—Mandy, did you sweep under this carpet?

Mandy—Yes, Missus Jones, I sweeps everything under tha 'ere carpet.—Punch Bowl.

A negro had heard his parson tell the story of Daniel i the lions' den. He doubted the story very much, however, so h decided to see the parson about it.

"Pahson," he questioned, "am it true dat Daniel was throw in de lions' den and dey didn't eat him up?"

"Yas, suh, Brudder Smiff," answered the parson, "dat ar de fack."

"Den dey must have been circus lions."

"No, suh; de Bible say just de kontrary."

"It do?"

"Yas, suh, it do. Don't it say dat it happened 600 B. C.?"

"Yeah it do say dat."

"Well, don't B. C. mean befo' circuses?"—Black and Blu Jay.

She (back from a honeymoon from Switzerland)—Don't yo remember that wonderful gorge in the Alps, dear?

He—Sure do, it was the squarest meal I ever had.—Roya Gaboon.

CONSERVATION IN EXTREMIS

The dying man shook his head tearfully and maintained "I won't take it, no, Ikey, it tastes awful."

"But, mine dear fren," groaned Ikey, "you can't die an leave all these expensive medicines wasted."—Bison.

WOMANKIND IN THE MAKING

"How long before she'll make her appearance?"

"She's upstairs making it now."—Royal Gaboon.

IN DEEP

Smith—It must take a lot of money to follow the radi craze. I hear you have a new outfit—what kind of receivers ar you going to have?

Smythe—I don't know. The court hasn't appointed them yet.—American Legion.

OUGHT TO BE SATISFIED

Wife—It says here in the paper that there was a marriec couple in Omaha who didn't speak for ten years and then got a divorce?

Husband—Why?

ANOTHER ALIBI

"What's the idea of driving all over the place?" demanded the traffic cop, sarcastically. "I suppose the road looks that way to you."

"Not a-tall, officer," replied the slightly befuddled motorist "I'm awright. Road's awright. But thish is new car and just got christened. Champagne went to th' steerin' gear."—Ameri can Legion.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE . . . . . Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

THE WEEK "THEY" CELEBRATE---Under the Food and Drugs Act we are not allowed to label this paragraph "we," as it would seem it should be named, because, if you will recall, there is a provision therein which says that the article must be named after the predominant ingredient, or in other words after the one which is most in evidence. Now Canned Foods Week is essentially and wholly a time when canned foods (the products of the canners) are called particularly to the attention of the consumers, and this ought to make it "our week." But as a matter of fact other than canners are putting the week on, and the canners are taking only a very minor part in it, so it is "the week They celebrate."

Frank H. Langsenkamp, the well-known maker of the equally well known tomato handling machinery, copper kettles, etc., has jumped into the week with characteristic energy, and is making Indianapolis, his home town, know that canned foods are good to eat. He has the newspapers of that town up on their toes, talking canned foods, boosting them, and he even went so far as to introduce William Clendenin, the apostle of sauerkraut, the man who invented the kraut cocktail, and who, himself, admits he wrote "Paradise Regained" (the discovery of sauerkraut) to come down to Indianapolis and to tak to the various clubs. Between them they are going to address every club and civic body in their section during this week, and will hand out samples of tomato paste in cans to all the members. The brokers, wholesale grocers and jobbers are joining him heartily in the good work, and we trust at least some canners are running along with him.

Out in Cincinnati that aggressive and progressive bunch, the United States Printing and Lithographing Company, who supply such a large proportion of the labels for canned foods, have issued one of the most attractive circular announcements of the week that we have yet seen. It is done in colors, and announces radio talks by the Cincinnati Canned Foods Week Committee: H. J. Esterman, chairman; J. C. Kerr, Ben Schmidt, Aug. Janszen, George Bauer, G. T. Mougey, John Flach, G. V. Lewis, Henry Helmers, E. F. Klum, Nic Janson and W. H. Gersie. The circular shows Station W-S-A-I (309 meters) broadcasting talks beginning March 1st, showing likenesses of the speakers (the committee), and then, on the other end, the country receiving the messages, headed by the likenesses of J. A. Anderson, F. E. Gorrell and Royal F. Clark, each one topping a can of foods and backed up by the listening multitude. It is a catchy, attractive, expensive announcement, and a credit to Cincinnati and its committee.

Everywhere, in all sections, the peons of praise of canned foods as the best foods fed the people are welling up to the skies, and it is hoped the voices of the canners are heard in chorus with those of their friends. Canned foods will receive this week such an impetus as they never received before. May the shade of Sam Haserot, who first dreamed of such a reality, feel comforted that his dream has come true.

HOW WE HAVE GROWN—"There are 4,200 canneries in Indiana; Pannsylvania has but 3,000; Illinois 3,600 and Ohio 2,900 * * Indiana canneries produce six cans of tomato products every working second of every working day in the year, and leads other states of the Union in the tomato canning industry." Mr. Clendenin is speaking before the Service Club at a luncheon in the Hotel Lincoln, according to the Indianapolis Star of February 26. We think we know Mr. Clendenin most too well to believe that he made any such wild statements, and we attribute them to the enthusiasm of the newspaper.

And yet President Royal F. Clarke, in addressing the Rotarians at Buffalo, said htere are 6,500 canners in the business. Just what Secretary Gorrell and his staff of secretaries can be doing when they publish, in their annual directory, hardy 3,000 names of canners, may become a matter for investigation, now over-popular in Washington, unless, of course, there are only just that many firms or individuals in the business. There has been a lot of wild-eyed talk among the machinery and supplies men, coming from inexperienced parties, seeking to make them believe there are

anywhere from 5,000 to 10,000 canners in the business, and this is most unfortunate. The Directory published by the National Canners' Association, to which we have referred, is the best and most authentic list of men in this business published and more nearly correct than any other possible list. For the sake of sanity and fairness to all concerned let this be understood once for all: there are just about three thousand canned foods packers in the business, operating approximately 4,000 factories, and if we add all items, including fish, fruits, vegetables, meats, milk and all the specialties, the total number may run to 3,300 canners, producing approximately five billion cans of foods yearly. The world wants to know more about the industry of canning, but it expects its members to agree on what they say. Let's get together.

For the supply man and the man seeking business from the canners, if he has a list showing 5,000 names, as some boast, the best thing he can do is to throw it into the fire and get an N. C. A. Directory; and when the advertising solicitor offers you any such immense field you will be safe in judging his game by the manner of its presentation. There is need of this statement, it would seem.

The speed in which we live—The Buffalo Convention passed into history six weeks ago!

Man needs little here below—and the less he has the more he bellows.

THE DEMANDS OF THE CANNERS---Time was when the Association canner paid his dues of $5 or $10 per year, religiously packed a clean collar into his little hand grip and traveled to the Convention; there sat and listened to all that was said, resoluted with his fellow-canners, that the record might read "unanimously passed,' and returned home and forgot all about whatever may have been done at the meeting. To have his name mentioned as a member of some committee was about the height of his ambition, and the extent of his work, on behalf of said Association. They met, passed resolutions, appointed committees—and the committees carried out the resolutions—and buried them as a rule.

Does this satisfy the canner of the present day? Not as a rule. They are now beginning to ask, what do we get for our dues? Why pay even $5 per year for the privilege of attending an annual Convention, when we can attend it without paying? And the inquiries are coming because a great many canners' Associations are now giving their members "something' for their money. Their secretaries have become fiscal or business agents, serving all members faithfully and well, and making of the Association, as it should be, a real business assistant to every member. As more of them take on this new life, more Associations want and demand this style of service, and it cannot be denied them. Not if it is expected to keep the Associations alive. The Association can be a mighty power of help and the day has come when it must be that. Those that cannot answer up to that requirement will do well to look to their status. There are still some canner organizations which should take this advice seriously, and others that are beginning to adopt it. Men are spending dollars more freely than they ever did before, but they are, also, beginning to ask more pointedly, "What do we get for this dollar?" And this demand is but reasonable.

VIRGINIA CANNERS TO MEET MARCH 5th.

The Virginia Canners Association will assem at the Chamber of Commerce, Roanoke, Va., Wednesday, March 5th. Speaking of this, the lo paper says:

The next annual meeting of the Canners' Assoc tion of Virginia will be held here on March 5, it w decided at a meeting of the board of directors of t Association, which also discussed plans for the co vention. The board met at the Chamber of Commer in the assembly room of which the annual conventi will be held. One of the features of the conventi from an entertainment standpoint, will be the lunche served the visitors by the Virginia Can Company he and the Bedford Can Company. The full program w be announced later.

The meetings of the canners have always been inspiration to them, it was said. The meeting th year is expected to be one full of interest and t canners are expected to derive much benefit from it. large number of canners throughout the State a expected to attend.

These present at the meeting this morning we A. L. Murray, W. G. Spigle, C. G. Reaburn, J. V Gillaspie, B. F. Moonmaw, B. R. Ikenberry and L. Johnson.

The Virginia Canners' Association was organiz fourteen years ago at Fincastle, with a small numb of charter members. It now takes in practically canners of the State. Roanoke, being centrally locate is a logical place for the convention, it was said.

Officers are: B. R. Ikenberry, Daleville, presider and W. J. Spigle, secretary-treasurer.

Tomatoes are the principle products of the canner Around 800,000 cases were canned last season, it w stated. The chief markets are in the South and in th coal fields of this State and West Virginia.

H. W. FREEMAN BRANCHES OUT.

After having been in active charge of the Fo Sales Corporation, the well known brokerage house Newark, N. J., for some years, H. W. Freeman h decided to launch out on his own hook. He h named his company Harry W. Freeman & Co., and h offices at 671 Broad St, Newark, N. J. He says th they will conduct a strictly brokerage business. H large circle of friends will be glad to know of thi and, we predict, continue to entrust him with the business.

MORRAL BROS. ISSUE A CATALOG.

The Moral line of canning machinery is quite we known among all canners, especially corn canners, an there are a great many who use it. The Morral sing and double corn husker are particularly well known an used extensively. The Morral corn cutters have bee on the market for even longer, and have advocates wh praise them far above all others. These machines, t gether with the various styles of cutters—for recuttin double cutting, and the Morral labeler are all shown i a new and handsome catalogue just recently gotten ou In this they call attention to their ability to cut Golde Bantam corn with ease and precision and this will lea many to investigate this line further, and to their ad vantage. These machines win on their own merit They are made in the town of the same name—Morra Ohio.

All Packers—

Before Placing Contracts for
Their Can Requirements

SHOULD CONSIDER:

First–QUALITY—
Second–SERVICE—
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Our many years of experience in Can-making enable us to produce Cans of A-1 **Quality.**

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Tin Plate and Its Defects from the Canners' Point of View.

By Dr. W. E. Elwell, Chairman Tin Plate Committee.

IT IS an interesting fact that the manufacturers of food products preserved in containers made of tin plate are indebted to the enterprise and public spirit of a manufacturer of men's clothing for a comprehensive and authoritative review of the tin-plate industry.

As a result of prizes offered by Messrs. Hart, Schaffner & Marx, of Chicago, in an effort to draw the attention of the American youth to the study of economic and commercial subjects, numerous essays were submitted, among them one by D. E. Dunbar on "The Tin-Plate Industry," which was awarded first prize by a committee of university professors. I have taken much information from this essay as an introduction to what I have to offer you on the subject of tin plate as we canners use it when made into tin cans for the preservation of food products. Let me make acknowledgement now to the author of this book for his valuable contribution to a subject, always of importance to canners, which has become of increasing importance as our industry has developed, and includes the ever-increasing variety of food products that we offer to the consuming public. This book was published in 1915 by the Houghton Mifflin Co., and is entitled: "The Tin-Plate Industry—A Comparative Study of Its Growth in the United States and in Wales."

In a parliamentary document published in 1912, which consists of a report on the conditions of employment in the manufacture of tin plate by E. L. Collins, her majesty's medical inspector of factories, it is stated that the tinning of iron plate had its origin in Bohemia; that in 1620 the Duke of Saxony obtained the secrets of the industry and introduced the manufacture of tin plate into Saxony. It was from this country that England learned the process in 1665, but no commercial application of this knowledge was made until 1720, "when the manufacture of tin plate began its career in Wales." The history of the industry in Wales is an exceedingly interesting story, altogether too long to even review in a brief address of this kind. It is sufficient for our purpose to say that by 1890 the Welch manufacturers of tin plate had secured an almost world-wide distribution of their product, which had been adapted to a constantly increasing variety of domestic and commercial utensils and had a virtual monopoly of the business.

In these days of rapid and enormous production it is interesting to know how the product of 1890 differed from that of the present time. The Iron Age of January, 1892, gives the following description of manual tinning as practiced at that time:

> "After the second bath in sulphuric acid, the sheets remain in water until ready for tinning, which is done by the 'five-pot' process. The top of a long brick dresser contains five oblong troughs heated by fires from below. Standing in front of the dresser are three men, known as the tinman, the washman and the riser. They are flanked by several girls, called 'branners' and 'cleaners.' Into the first pot containing boiling palm oil the tinman places the sheets one by one and leaves them immersed from **one to five minutes** in order to clean the surface of all impurities and make it absorbent. Next, he transfers the sheets to the second pot which holds the molten tin. They remain immersed from **two to five minutes**, and their surface forms an amalgam with the tin. In the third pot the tin is purer and hotter, and here the sheets receive a second coating. The washman removes the sheets from the third pot, and, placing them on the hearth in the middle of the dresser, brushes them with hemp, to take off surplus tin. Then he dips them in the fourth pot, which contains the purest tin. Finally, the riser immerses the sheets in the boiling grease of the fifth pot through a pair of revolving rolls. The pressure of the rolls regulates and makes uniform the coating of tin."

It will be seen from the above that up to 1890 the bla plates were dipped in tin three times. The present practice Wales and this country in the manufacture of coke plate is pass the steel sheets quite rapidly, by means of rolls, throu the molten tin **but once.**

The McKinley Tariff Act was passed in October, 1890, b the clause relative to tin plate did not go into effect until July 1891. This provided for a duty of 2.2 cents per pound on t plate imported into the United States and was intended to pr mote the establishment of the industry in this country. Th this proved to be a timely and constructive piece of legislati is shown by the fact that the United States is now by far t largest manufacturer of tin plate in the world and has tak much of the world trade in this product from Wales.

The Welch manufacturers in anticipation of competiti under the McKinley Act began, as early as 1890, to give serio attention to improving their methods of production, largely wi a view to economy in manufacture, and are responsible for ta ing the initiative in the development of more or less automa machines for tinning purposes, but the American industry we them one better by constructing much larger machines. T Welch developed rolling machines weighing some 7 tons, b since 1895 American machines have been built weighing 14 to with rolls 28 inches in dlameter, as compared with the ea Welch rolls of 19 inches in diameter.

A review of the history of the tin-plate industry in t United States makes it clearly apparent that there has been constantly increasing demand for this product, which has be due, in no small measure, to the really remarkable increase the confidence of the public in the wholesomeness of cann foods, and the present dependence of the people, in a large pa of the civilized world, upon food products sterilized and pr served in containers made of tin plate.

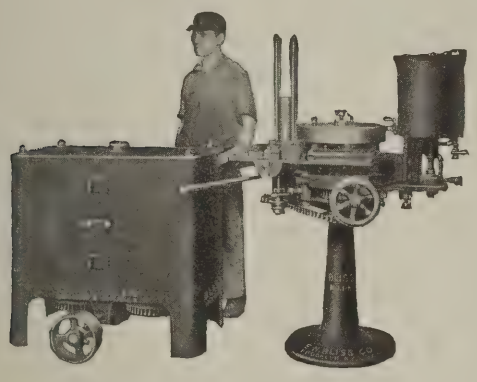
There is no doubt that much credit is due the Americ steel and tin-plate manufacturers for the prompt and efficie way in which they have responded to the demand for produ tion. This has been the ever-pressing and, up to the prese time, the most serious problem with them.

It is but natural that in meeting the larger problem of pr duction, by the development of machines and changes in meth that some change in quality should result. In considering t question of present-day quality of tin plate, which has becor so serious a problem for canners, it is always important to gi first consideration to the character of such improvements have been made and full credit to those who have labored earnestly in the production end of this vast industry.

Economy has been introduced in connection with the rollir and cutting of the steel bars from which the plates are roll to meet the demand for a very wide and somewhat unnecessa variety in sizes of cans with a minimum of surface loss. Metho have been adopted for passing the plate through the tinning rol in such a way as to avoid loss of tin from its excessive accum lation upon the edges of the plate, and rolls have been made wi great care and engineering skill to permit of maintaining a tr surface under varying degrees of expansion from heat at t center and ends of the rolls. The object of this is to insure coating of tin as nearly uniform in character as possible, so th there may be no waste resulting from excessive tin at the ed of the plate caused by greater expansion at the center of t rolls and separation of the ends.

Mechanical devices of various kinds that have permitted economy in labor are in general use in tin mills, and there ar no doubt, other improvements of methods in mechanical oper tions that only those who use them can adequately describe.

Bliss Compound Applying Machines



Ends Compounded Without Air Bubbles

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

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No. 390

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
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Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

What, then, of the product as the canner finds it today made into cans which he uses as containers for the numerous food products which he endeavors to preserve for future use?

Cans cost from 4 to 22 per cent of the cost of the finished product, but in some respects are the most important article he uses. His success depends, to a very large extent, upon the stability of the container. If the container fails for any reason, there is lost with it from 78 to 96 per cent of the total cost of the product.

Practically all of the food products which the canner seeks to preserve, when once sterilized, exhausted and adequately sealed, are imperishable for many years. When spoilage occurs in goods treated in this way it is due to the defects of the container, either leaks, cracks or perforation, or discoloration from metallic salts produced from the action of the contents upon the metals from which the container is made.

Canned foods are not perishable; in fact, the object of canning is to make perishable articles imperishable. It is the container that is perishable, especially when made of defective plate.

If all containers made of tin plate reacted uniformly to the strain put upon them incident to processing and transportation, and to chemical and electric reactions set up by their contents, the problem arising as the result of spoilage would be greatly simplified. It is a well-known fact that they do not. Fortunately the majority of the cans used give reasonably satisfactory service so far as the tin plate from which they are made is concerned. If all cans were made of plate that is as defective as some that finds its way into canners' cans, there would be no canning industry.

Our problem, then, is to ascertain in what respect a given sample of tin plate differs from another, and why. It is not necessary to set up the fact that tin plate as now made is of variable quality, for it is freely admitted that from 15 to 20 per cent of the plate made is of inferior quality and is classed as "seconds" or "wasters." In addition to this, there is considerable variability in gauge and ductility. Let us consider the latter qualities first.

Reasonable accuracy and uniformity of gauges for cans of different sizes can be secured by adequate methods of sorting plate. This would, no doubt, result in some surface loss because of the difficulty incident to rolling accurately to gauge and the fact that exceptionally thin plate sometimes occurs in rolling bars cut for sheets for cans of large sizes. It is thought that these thin sheets should be sorted out at the source and cut to the sizes for which their gauge is suitable before tinning. This would be a far smaller economic loss in the end than now results from making cans and covers of plate that is so thin it buckles, cracks and panels.

The open top can of today imposes narrower limits upon the platemaker and the canmaker in the matter of gauge and ductility than cans of the old cap-hole type. The acute bending of the plate in locking seams and rolling tops and bottoms demands that a reasonably soft plate be used. Brittle plate is a fertile source of cracks and leaks. This can be eliminated, first, by proper annealing and, second, by proper sorting, and to do this at the source would result in less economic loss than now results from cracked and leaky cans when filled with food many times the value of the can. These two defects are comparatively minor faults that can be eliminated promptly; in fact, just as soon as canners realize their rights as purchasers and insist upon them.

Right here the canner can perform a real service for his friends and canmakers, who, we are convinced, have many serious problems of their own, for it is only by demonstration that the purchaser insists upon certain qualities that the canmaker can persuade the tin-platemaker that his product must be adequately sorted and graded before delivery.

We now come to the more serious and difficult problem of securing plate that is uniformly and completely coated with tin of a quality best adapted to protect the steel from the action of the contents of a can of food of any kind.

It is admitted by all that coke plate, which is the plate used for making most of the cans used by canners, is never completely coated with tin. When examined with the microscope the surface shows innumerable small openings and voids which are of two kinds. First, pinholes which sometime look like small volcanoes and are caused by the escape of hydrogen gas when the tin is in a molten state. Hydrogen results from the pickling of the plate in dilute acid to remove the scales and clings to the steel surface in condensed form which expands from the heat of the molten tin. When defective steel is used, there are other small openings through the tin exposing the plate which are generally somewhat larger than the pinholes. These are due to failure of the tin to unite with the steel, either because of su face scale, pitting or other minute defects in the surface son times of a spongy or porous character. It is these small ope ings through the tin, more especially those which, for want o better term, I have referred to as microscopic waster spots, th are primarily responsible for perforation and discoloration.

First, as to discoloration, which is, perhaps, the least of t two causes of loss. Leaving out of consideration all of the tec nicalities and theories that have tended to obscure the questi the fact remains that all who have studied this problem agr that the iron in the iron sulphide comes from the steel base pla Just why the quantity of iron sulphide appears to vary in d ferent cans containing identically the same substance is a tec nical question concerning which there is some difference of opi ion. It may be stated generally, however, that where the su face of the steel is well finished and homogeneous, iron sulphi may and does eventually develop where the pinholes leave t surface uncovered and is widely distributed rather insoluble a clings to the surface. When, however, there are certain defec in the surface of the steel, which result in the formation of m croscopic waster spots, the altered, spongy or scaly conditi of the steel seems to invite union with sulphur which is prese in a considerable number of food products as a constituent protein and is liberated by the decomposition of the protein the heat necessary to sterilization. Without regard to these d tails, if the surface of the steel was uniformly and complete covered with tin, the iron sulphide would not be formed.

As to perforations: Tin is more resistant to the chemic action of the acids that occur in fruits and berries than ste The small openings through the surface of the tin coating coke plate permit of access to the steel by the acid contents the can, especially when they occur over pitted areas of the ste surface which may extend from one-quarter to one-third throu the steel sheet.

This contact of an acid solution with two metals of differe electric potentiality forms a battery cell. Tin and steel a such metals and under certain conditions that may exist in a c made of coke plate and filled with fruit or berries, the steel the pole of the battery where destructive disintegration occu with resulting perforation.

While it is probable that perforation may result from d structive chemical action, independent of electrical action, t formation of a battery cell as above described is believed to the principal cause of perforation.

Again, if we could secure steel plate uniformly and cor pletely coated with pure tin in the right form for resisting cher ical action, there would not be sufficient loss from perforati to be noticeable.

That you may see clearly the pinholes, waster spots, di coloration, etc., I call attention to micro-photographs of t plate, coke plate, charcoal plate, etc., which, for your conven ence, will be thrown on the screen. (The room was darkene and the photos shown on a screen.

These micro-photographs of sections of tin plate as mad today show clearly conditions that are important factors in ou problem, but which are scarcely discernible to the naked ey When, however, defects are magnified to the extent of 200 dian eters, their character may be readily seen.

The important question is, can they be eliminated? Th problem has been studied for some years, but is so completel involved in the question of present-day rapid production that n practical solution has as yet found application in commerci practice. To go back to the old practice of dipping three time would eliminate the pinholes and most of the microscopic waste spots, but would add very greatly to the cost, because of th interruption of the process and the increase in amount of ti used.

Unfortunately, tin is not a very abundant metal. It is foun in comparatively few localities in sufficient quantities to b mined profitably, and the very great increase in its use tend to advance the price. It is, therefore, highly important that i considering this question we recognize the fact that if we woul have a much thicker coating of tin than is used at present, w must pay a very much greater price for it. The amount of ti now used, if evenly and continuously distributed over the whol of the surface of the steel plate, would have better service valu

How can this be done without increasing the amount of ti used? We have been told emphatically more than once tha there are no methods by which it can be, and that we must b satisfied with the product as now produced. We are not conten with this dictum, and many others are not, as is evidenced b research work that has been carried on during the past year.

I am pleased to show you another set of micro-photographs

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

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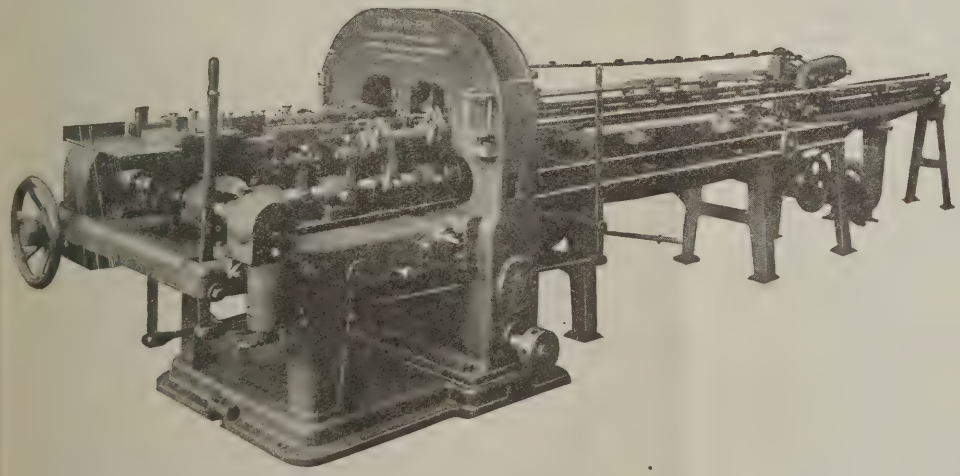
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High speed Body Forming Machine, with side seam Soldering Attachment.



Speed 200 to 225 finished can bodies per minute.

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You have tried the stunt of standing a penny on edge. The trick can be done with the TROYER-FOX running at top speed.

Substantial heavy design with all reciprocal movements balanced.

Machine will run for long peroids of time with no change in adjustments. No vibration the cause.

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Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

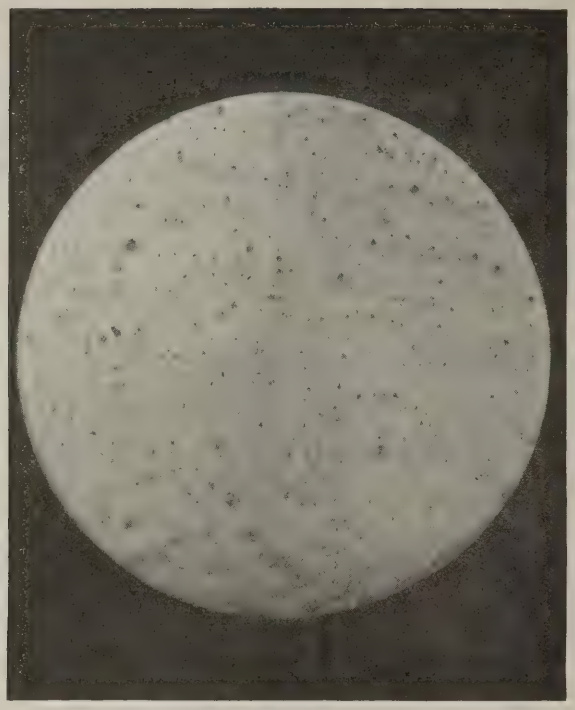
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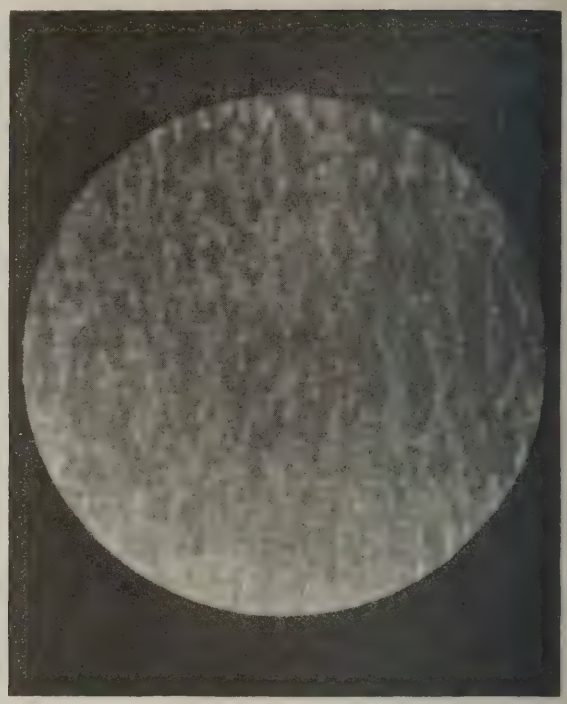
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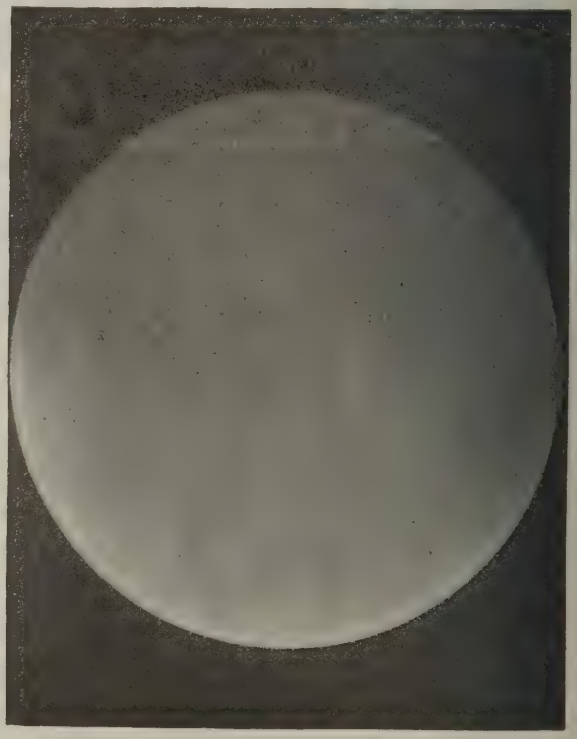
A. This is a picture of steel plate as now prepared for tinning by the pickling process. Note the irregular and scaly char-character of the surface.



B This is a picture of steel plate prepared by a new process which, briefly, consists of removing the scale and changing the character of the surface by scratch-brushing it with rapidly revolving wire brushes. Steel plate has been prepared in this way for tinning because of a theory advanced by Bielby, which is to the effect that in polishing a metal surface the crystals flow, and the soft crystals flow more than the hard, so that in polishing steel a ferrite surface is obtained. By a ferrite surface is meant a surface of pure metal The advantage of having a surface of pure metal is that it will unite more thoroughly and readily with tin.



C. This picture is from a micro-photograph of steel plate pre pared by the scratch-brush method and electroplated with very small amount of tin, about sight ounces to the base bo The plate has a soft and attractive appearance to the unaide eye, but the microscope seems to show that the tin has bee deposited upon the ridges and not in the valleys. The hop of the inventor that he could make good plate with even les tin than now used on coke plate does not seem to be born out in this instance. A practical method for electroplatin steel with tin has, however, been discovered that gives prom ise of improvement and economy in making tin plate.



D. This is also a picture of plate prepared by the scratch-brus method, but tinned in the usual way with no more tin tha is found on coke plate. Note that there are no pinholes. Sev eral sheets of this plate have been furnished me by the in ventors, and seem to have some advantages. For instance

MAX AMS Closing Machines

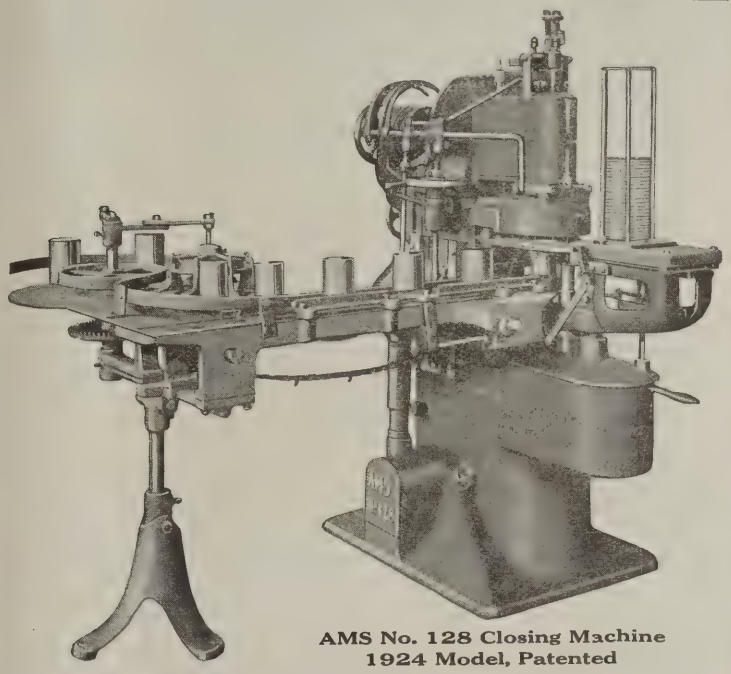
Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

The use of AMS Closing Machines and AMSCAN Certified Sealing Fluid — The Golden Band — is the best Tight Seam Insurance.

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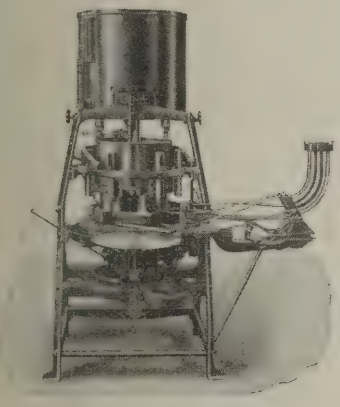
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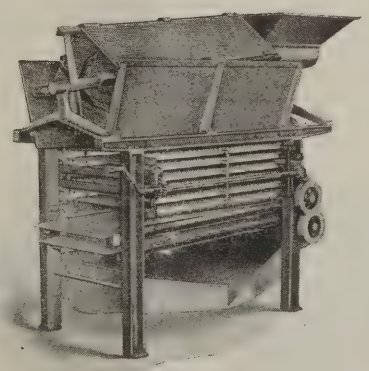
AMS No. 128 Closing Machine
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Corn, Pea and Tomato Canning Machinery

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CORN COOKER FILLERS



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it is possible in preparing in this way to cheapen the process by eliminating the second annealing and possibly the pickling. If carried on in the manner designed by the inventor, the plate will be prepared without strain hardening. This is very important if we are to use a thin coating of tin. If the surface of the plate is hardened so that it is in the nature of a crust, it cracks and splinters when the plate is acutely bent or stamped and comes through the thin coating of tin. If, however, the surface is free from this strain hardening and the plate is reasonably soft, splintering does not take place and the coating of tin is left intact. It is claimed by the inventors of this process that when once installed plate can be made more cheaply than by the present process, and quite as rapidly. It is further claimed that the method permits of an easy ocular demonstration of defective spots, due to corrosion and impurities in the steel. Being at once apparent, this defective plate, that will not take tin uniformly, can be rejected before tinning.

Some years ago the paper industry was confronted with complaints because of the occurrence of defective sheets in the paper offered to the trade. These sheets were spotted, discolored, and sometimes torn. To eliminate this trouble the parties interested appealed to the Bureau of Standards, which rendered valuable assistance in arriving at methods that would eliminate the defective paper, with the ultimate result that paper can now be secured in which the defective sheets have been reduced to one in ten thousand.

Is it not probable that the Bureau of Standards could aid us in doing equally well with tin plate?

One of our greatest troubles has been the disposition on the part of those representing the tin-plate interests to minimize the disadvantage of using waster plate in canners' cans, and even to defend its use. I do not know of a single canner who would willingly have cans made of waster plate, but the present practice of tin-plate manufacturers, which follows an old custom, requires the purchaser of tin plate in quantities in this country to accept the wasters arising. Much of this defective plate gets into the cans which are distributed to canners notwithstanding the somewhat crude efforts on the part of canmakers to eliminate it by sorting. Canmakers ought not to be required to do the difficult work of sorting out waster plate, and that plate reasonably free from wasters can be furnished is evidenced by the fact that such plate is shipped in the export trade. It is, however, designated "all primes—no wasters," as distinguished from "prime" as sold in this country and carrying a considerable percentage of wasters, sometimes as high as 10 per cent, and in addition to this there is from 12 to 15 per cent of acknowledged wasters which must be accepted by the can manufacturer. Under present conditions of rapid manufactur in canmaking plants this ancient practice is no longer justifie This would not be necessary if a method was adopted that woul permit of detecting at the source the defective steel plates whic do not take, under any kind of treatment, the tin throughou their whole surface area, and, as stated before, it is claimed b the inventors of the scratch-brush method of preparing plat that these defective plates can be readily recognized and re jected when finished by their method.

Let us see what might be accomplished from an economi point of view of the defective steel that makes waster plate wa eliminated at the source.

The Department of Commerce reports that 2,707,648,71 pounds of tin plate were manufactured in the United States dur ing the year 1922—the last year for which final statistics ar available. If we take the moderate figure of 15 per cent for th wasters accruing, we have more than 4,000,000 base boxes o waster plate produced. This waster plate carries approximatel 6,000,000 pounds of tin. It is a conservative statement that a least 20 per cent of waster plate cannot be economically use for any purpose and must be scrapped. We, therefore, hav scrapped with it approximately 1,200,000 pounds of tin.

There certainly seems to be a considerable leak here tha might be stopped. In fact, this looks like an inexcusable wast of tin. In addition there is a large loss from freight paid upo this heavy material when shipped from tin plate mills to vari ous points, where it is cut up and part of it used—too often fo canners' cans.

Certainly the saving of this tonnage of tin and freigh charges, which would amount to not less than $1,000,000 a yea would seem to be worth while. A million dollars as conserva tively used as is tin for coke plate would go a long way towar paying the cost of detecting and eliminating defective steel plat at the tin mills, if not at its source. Such steel could, of course be melted over again and used for some purpose just as defec tive paper is returned to the pulp tanks.

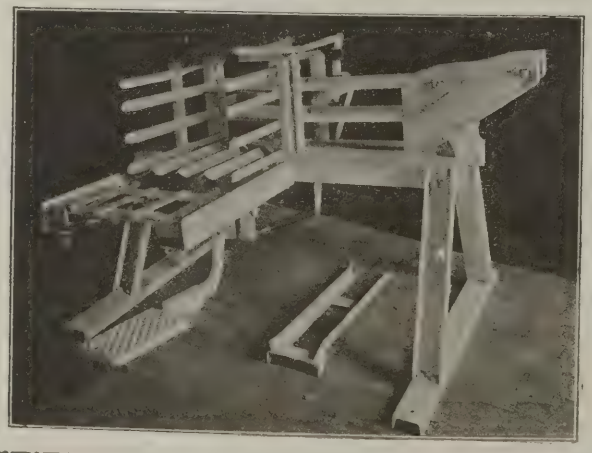
It is not to be expected that radical changes in the metho of preparing and tinning plate can be introduced immediately i the tin mills of this country. There must inevitably be a ver long period of experimental work connected with developin machines and organization of methods to carry out any chang of practice, and if finally a new method is found to be advan tageous, it will take another long period of at least two year to make and install machines. We cannot, therefore, expect plat to be prepared for us by an entirely new method within a fe months. We can, however, take some courage in the knowledg that efforts have been made to improve the method of preparin plate and that some success has been obtained in an experimenta way.

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The New KYLER BOXER.

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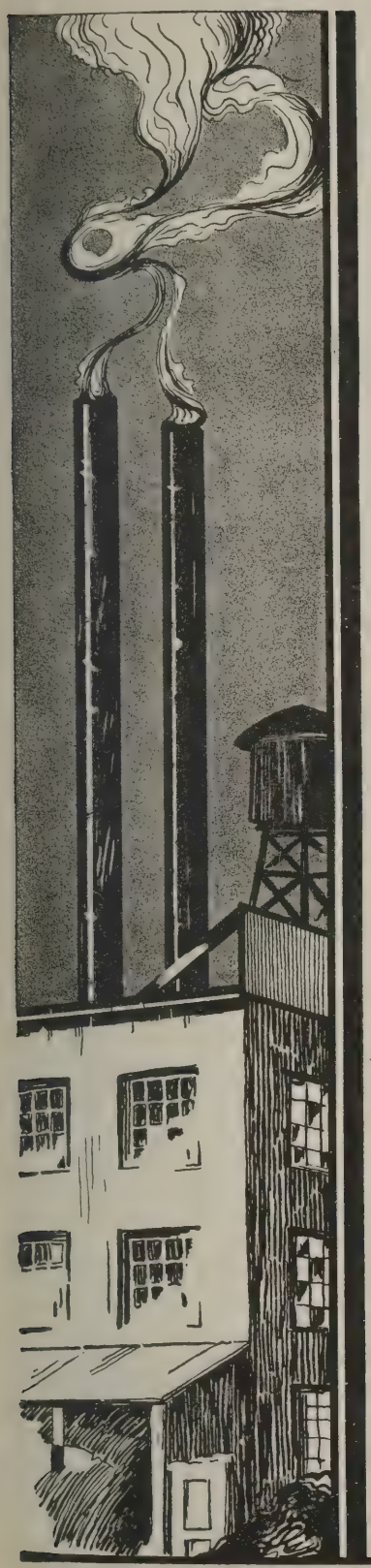
BALTIMORE, MD., December 6, 1923

It is with great pleasure we write you regarding the performance of the Boxing Machine we purchased from you this season. The features of this machine are too numerous to mention in this letter, but if you have, at any time, an interested prospect who desires to communicate with a present user, we will be only too glad to tell them of the many advantages we have found in using this machine. As a labor saver, it cannot be beat, and its construction could not be better, in our estimation. Very truly Yours J. H. Roberts & Co.

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This is the platform upon which Sprague-Sells and Peerless Canning Machinery is offered. We believe it will win the instant and sincere commendation of everyone intimately associated with the Canning Industry.

From our two plants, at Buffalo and Hoopeston, we can supply practically every item of canning equipment.

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General Sales Office:

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FACTORIES:

Peerless Husker Co., Inc.
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Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y. and the Sprague-Sells Corporation, Hoopeston, Illinois

SPRAGUE-SELLS and PEERLESS CANNING MACHINERY

It is not to be expected, however, that much progress will be made unless canners generally make it manifest that they earnestly desire it, but this desire must of necessity be tempered with patience and tolerance in view of the very great difficulties incident to the radical changes in a large industry.

In connection with research work that is being carried on with a view to improving tin plate, there is another important problem, and that is the quality of the tin used. To give the best results it must be reasonably pure; that is to say, it must be free from an excessive amount of lead which is rather a common impurity in tin. It is a matter of common knowledge that the tin plate of today discolors independently of iron sulphide and more especially when iron sulphide is not formed. This discoloration is said to be due to tin sulphide, but may sometimes be in part due to the black salt of lead from the impurity of the tin. The question has been repeatedly raised by canners as to why the cans of today are so generally blackened inside when such was not the case with cans of a former period to anything like the extent that it now occurs. It has been explained that the acid zinc flux used in considerable quantity on the old-style can inhibited the formation of tin and iron sulphide. There is, no doubt, some justification for this statement, but it does not cover the whole case.

The cans of a former time when made with rosin flux did not give as much trouble from black discoloration as the cans of today, and there are cans now made, with no more acid flux than is used on the cans in this country, that do not blacken as much as American plate blackens. Some study has been made of this question which brings out the interesting fact that tin, like carbon, occurs in several allotropic forms, and one of these forms is not quite as soluble or subject to electrical action as the other. This question of the different allotropic forms of tin and the characteristics of each of these forms has not as yet been fully investigated; in fact, there seems to have been less research work in connection with this than the importance of this subject to canners justifies.

I recently submitted two sample cans of peas to one of the professors of the Institute of Technology in Massachusetts. They were both modern cans, sealed without solder, except so far as the side seam was concerned; both cans packed a year ago last summer—one can packed in Belgium and the other in the United States. The inside of the can packed in Belgium remained bright; the American can, as is commonly observed, was pretty thoroughly blackened. The analyst makes the following report in regard to these two cans:

> "On etching the two samples of tin plate, one from a Belgium can and the other from an American can, it was found that a water solution of ferric chloride had no effect on the Belgian can, but gave square patterns on the American can. This shows the stained American can was more easily attacked than the other, and from the form of the pattern this might be due to the presence of rhombic tin. The metallographist suggested, however, that it is more probably due to impurities in the tin, especially lead, which is a common impurity and which gives a black sulfide. If you wish to have a chemical analysis made which would answer this question, please send several cans of each kind. The tin could probably be removed by melting. In case you wish to have the analysis carried out, please also let me know whether you wish qualitative or a quantitative analysis. I should think qualitative analysis would be sufficient for the present.
>
> "I have paraffined the backs and edges of the two samples and set up the following cell:
> "American stained tin plate.
> "10 per cent sol. of stannic ammonium chloride.
> "Belgian tin plate.
>
> "At first there was no difference in potential or electromotive force at all, but within an hour 0.04 volt had developed, with the American plate the negative or soluble electrode. If the two different kinds of tin were present in the surface of tin plate, this would be enough difference to cause one to dissolve or form some compound such as sulfide. I do not care to put much weight on these few preliminary measurements, however."

This is, of course, a preliminary statement and cannot be taken as conclusive until considerable research work has been done. Canners can have this work done if they are sufficiently interested to ask for it.

I believe it is of great importance that we should have de nite knowledge as to the purity of the tin used on the plate fro which our cans are made, and that we should know definite which form of tin is the most resistant to chemical action.

It has been more than once reported to me that cans th have been carried over a year show less tendency to blacken a perforate than cans that are freshly made from new plate. such is a fact, we should know why. At present we can on guess. This, too, can be determined by adequate research wor

It will be seen, therefore, that while the situation as to t quality of plate from which canners' cans are made can be som what improved promptly by an adequate system of sorting a classification at the source, the real problem of securing pla free from this large percentage of wasters and free from t pinholes which are inevitable in plate as now made is a difficu one. We cannot expect the manufacturers of tin plate and ca to undertake to solve this problem unless we make it appare that we earnestly desire it and are willing to lend our hone co-operation.

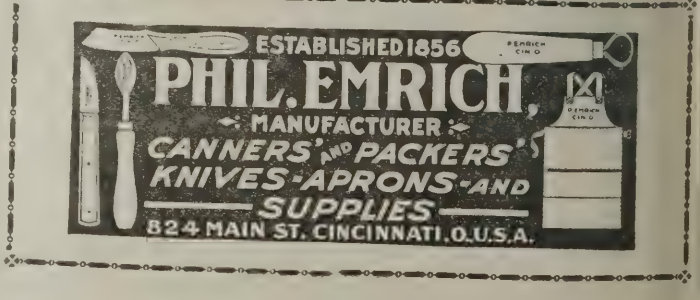
Current controversy with grocers over the question of spoi age gives emphasis to the importance of this question and fu nishes an adequate reason for earnest effort on our own part search out a method that, while permitting plate to be mad rapidly and in great quantities as it is made today, will still giv us plate that is better protected by a uniform coating of tin tha that which is now generally manufactured as coke plate and so universally used in the making of canners' cans.

No committee of your Association can do this for you with out evidence of your earnest interest and support. If you be lieve that it is altogether worth while that research work shoul be continued, especially from the canners' point of view, yo must emphatically and clearly make it manifest, and you mus further show willingness to bear your part of the expense inc dent to this research work. We have been, perhaps, too pron to lay down and "let George do it for us" in the matter of ti plate and tin cans. Cans, however, should be considered lik any one of the other raw materials that we use. We must kno enough about them and their quality ourselves to be able t specify what we want in order to get it. This is really not a difficult as it seems if we once put our minds to it.

Let us refuse to remain in this quagmire of spoilage and it resulting contentions with our good customers. A problem o the kind that confronts us is not unlike disease. No disease ca be cured by treating the symptoms. The cause must be foun and eliminated. When once an accurate diagnosis has beeen ar rived at, it is comparatively easy to fulfill the indications; tha is, a definite line of action reveals itself. Now, until we ar satisfied and can satisfy others that our diagnosis as to th cause of that class of spoilage which occurs after goods reac the trade—one or two cans to the case here and there, which i the kind of spoilage that is giving us the most serious trouble we will not be able to eliminate that source of loss and worry that has been the bete noire of canners for the past few years The warehousing plan is a good temporary expedient, and will no doubt, if properly carried out, help to arrive at the facts but in the meantime we should not neglect other methods tha will make our diagnosis acceptable to all parties concerned.

Let me emphasize again that we must take up this matte with a spirit of patience and tolerance. We must recognize the great difficulties involved from the manufacturing point of view—that up to the present time the greatest problem of the manufacturers of steel and tin plate in this country has been that of adequate production. This has been creditably solved.

Let us now insist that the same energy and enterprise that has made the United States the largest producer of tin plate in the world be turned toward improving its quality, and let us further agree that we will lend all practical assistance and retain an open and friendly mind until our object has been obtained.



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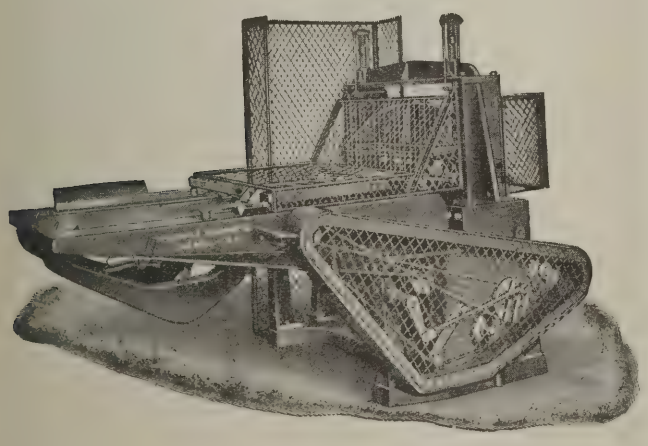
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An original machine used to cut strips in staggered formation for the making of can ends in our Automatic Strip Feed Presses. This method of staggering permits greatest economy in material, and maintains the high output established by our Presses.

The machine accommodates stock up to 30'' x 30'' and has sufficient capacity to supply strips for several presses. The material is automatically cut and trimmed while being produced A safety device is provided, which prevents accidental starting of machine, and all working parts are carefully guarded. For all can ends up to No. 3 size the economy of scroll strips exceeds all other methods and shows a saving amounting to as high as 7% according to size handled.

Upon request we will be glad to furnish detailed particulars showing the saving in material this process affords.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

THE AMUSEMENT FEATURES

The Canning Machinery & Supplies Association Generous Hosts. The American Can Company Entertains—President Phelps Speaks Wisely of the coming Year.

THE Buffalo Entertainment Committee for the National Convention said in announcing the Convention: "We promise you that every minute of the National Canners' Convention not devoted to business will be crammed to overflowing with wholesome fun." And the unanimous verdict is that they made good on this promise.

This committee, and all Buffalo, certainly did everything that could have been expected of anyone to make the Conventionites comfortable, and then stay enjoyable; in fact, the whole town seemed to take part in entertaining the visitors. We have commented upon this fact before, and we repeat it here because Buffalo is entitled to this credit. And to make good they had to battle against Old Boreas and all his legions, for the weather was bad, to say the least.

It is not possible, of course, to recount the pleasures of the Convention. There were dinner parties, theatre parties and small and large group meetings for the purpose of entertainment every day and almost every hour, so this account covers only the set, or formal, entertainments. We set a new standard for Convention reporting this year, making it all business and nothing else but business. This was disappointing, we know, to many who hoped and expected to see their pictures and a few words of commendation and praise in the "Convention Issue," as had always been done. In fact, that is the only reason a lot of men ever look at a Convention issue—to see their pictures and to learn what seven-day wonders they are, and just in proportion to the degree of that wonderment—and the "goodness" of the picture—is the Convention issue "the best ever" or—worse. There is always so much "bull" of that kind spread by the others that we thought it wise to sow the seeds of wisdom as we did.

There is one man, however, who deserves special mention and the publication of his photograph, and that is Millar W. Sells, Chairman of the above-named Entertainment Committee. And here he is. He anticipated every want or convenience of the Conventionites; was in constant touch with everything that was going on—busier than any proverbial bird-dog anyone ever heard of, and through it all kept smiling and working. And if you think it isn't work, just try it once. President Englehart, of the Canning Machinery and Supplies Association, at their annual meeting, praised him as he deserved. You have read that on page 34 of our Convention issue.

LADIES FIRST, ALWAYS—That seemed to be the motto of the Entertainment Committee, and everyone agreed with them. So the ladies, whom they knew had come to the Convention for amusement, while the men worked—the standing joke since the first Association was formed in 1882—were taken in hand early Tuesday afternoon and given a delightful luncheon in the Fillmore room, and there was no attempt at a pun in the selection of that particular room. A handsome special menu, in blue and gold, contained the very things calculated to tickle the hearts of the ladies, and about 275 of them would cheerfully testify that the hotel surpassed itself in its service. Afterward they were escorted downstairs to the Ballroom, where an elaborate musical program was rendered, with Buffalo's leading soprano as the soloist, Mrs. Agnes Preston Storck. This musical was broadcasted by WGR, and the next day Mrs. Storck called Chairman Sells to say that she had had approximately 15 telephone calls from people who had heard her over the radio, and who stated that the music and singing came through clearer than any other concert they had heard. There were about 325 present at this concert and all showered praises upon the Committee as representing the Canning Machinery and Supplies Association, who were the hosts. Mrs. Daniel G. Trench presented the appreciation of the guests by calling upon all to rise in honor of their hosts.

VISIT THE CANNED FOODS SHOW—Again the ladies the Convention were the guests of the Supplymen, w provided autos to take the entire party to the Cann Foods Show in Elmwood Music Hall. This took place Wednesday afternoon.

THE BIG DINNER DANCE—Wednesday evening the N tional Canners' Association held its subscription Dinr Dance in the great Ballroom, and every seat was tak It is necessary to limit this affair to 400 people—not THE 4 particularly, but because it is not possible to seat and wait up a great number than this. They ate and danced to a late ho and the handsome women, gorgeously gowned, passing throu the surging crowd of brokers, canners and others lent an air festivity which all enjoyed. It is to the credit of the Committ



MILLAR W. SELLS

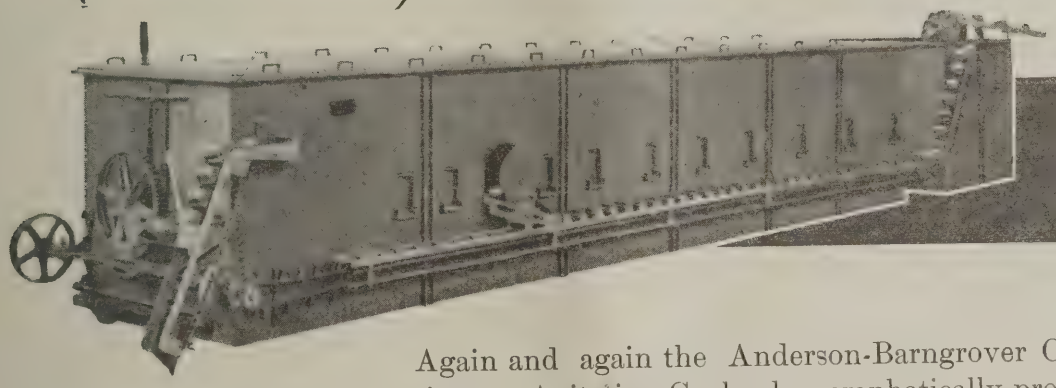
Who put the Buffalo Convention on the map. A real host.

that for the first time since the Hotel Statler was built th were able to induce the famous Vincent Lopez Orchestra to lea the dining room and come into the Ballroom. Mr. E. C. Gre manager of the Statler, did this as a token of his appreciati for the Convention.

THEY GO TO NIAGARA FALLS—You know I am not or getting a lot of you fellows who refused to bring "t wife" to the Convention into serious trouble telling abo all these good times and the way the Canning Machinery a Supplies Association lavishly entertained the ladies, but am ris ing my own neck. But the truth must be told, in justice to the generous hosts. Not content with all they had done thus f they had Millar Sells turn off the wintery blasts and put on t Spring Song sort of weather, so that the ladies might view Nia

'TATING COOKING and COOLING

duces *Perfect* Cooked Foods Unsurpassed *Uniform* Appearance



Again and again the Anderson-Barngrover Continuous Agitating Cooker has emphatically proved its ability to deliver unmatchable cooked foods as the indisputable proof we hold over authorative signatures shows.

For them A-B Continuous Agitating Cookers put quick, uniform heat penetration into every can thereby conserving nature's own color and appearance–nature's own flavor.

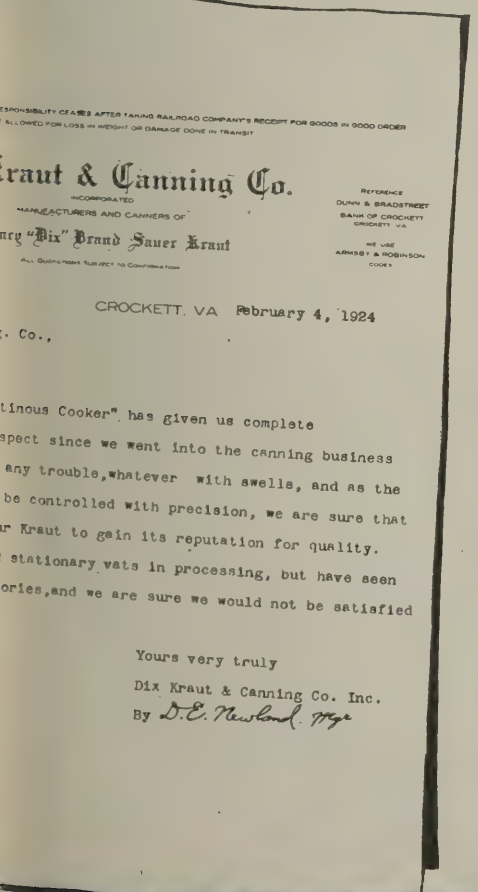
Coolers of similar design make sure the cook is stopped before the cans are stacked, eliminating the uncertainty of air cooling. With every cooking expense largely economized, some entirely eliminated, A–B units give their users a finer product, at enough less cooking expense to return them the initial cost – in other words, their Cooker cost them nothing.

Are you looking for a good cooker for nothing ?

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...tinous Cooker" has given us complete
...spect since we went into the canning business
...any trouble, whatever with swells, and as the
...be controlled with precision, we are sure that
...r Kraut to gain its reputation for quality.
...stationary vats in processing, but have seen
...ories, and we are sure we would not be satisfied

Yours very truly
Dix Kraut & Canning Co. Inc.
By D. E. Newland Mgr

YOU · OWNED · ONE

ara Falls in all its winter beauty, but in the balmy weather which the ladies enjoy. They were taken to the Falls, shown all that is to be seen, and given a neat luncheon at the Falls, and then brought back in time for the Theatre Party. A veritable cavalcade of autos was commandeered, the weather had turned warm and delightful, and the ladies had "just one grand, good time." And talk about a bargain—which the ladies so dearly love—it never cost them a cent! And they had no sooner gotten back to the hotel and began to dress for the theatre, than Old Boreas got busy again and sprinkled snow from then until the end of the Convention.

THE PRESIDENTS' BALL—We are bringing this in ahead of the big theatre parties on Thursday night, because the above-referred-to unfavorable weather took a decided hand in this, the most pretentious thing a Canners' Convention has ever attempted. The idea was to honor all Presidents of the Associations, and a really grand affair was planned, and was enjoyed by all present, many remaining over particularly to do honor to those to whom honor is due. We are told that there were about 400 there. It was held in the great Ballroom. About 11 P. M. the Committee lined up all the present Presidents and as many Past Presidents of the three Associations as were present, and a Grand March was started, that everyone might pay his or her respects to the men who had done so much for this industry. The Presidents formed a reception, or reviewing, committee, and the marchers filed past them, and they beamed their pleasure at this homage.

THE THEATRE PARTIES—The American Can Company, in its always generous manner, took the whole Convention to the theatre on Thursday evening, some of them to see, or to hear, Bitzi in "The Magic Ring," and others to "The Greenwich Village Follies." The Convention always waits for this treat, and it is never disappointed.

President Royal F. Clark spoke the thanks of the Convention, and President H. W. Phelps responded, adding some timely advice that will be found very well worth serious reflection. President Phelps said:

TAXES MUST BE REDUCED

Address of President H. W. Phelps, American Co.

MR. PRESIDENT, Ladies nd Gentlemen: I thank you from my heart, Mr. President, for those cordial words of introduction. I assure you that in behalf of our company, my associates and myself, I bid you a most heartfelt welcome. It hardly seems a year since I stood before you, but it is. I know we are a year older. I hope we are a year wiser. I hope you are several years richer, and I believe you are. I believe that I can come before you, gentlemen, and congratulate you on the year 1923 and its results. I believe your market condition is good. I believe your bank accounts are good. I believe you are in good shape as an industry and as individuals. I certainly congratulate you and I certainly wish that the year 1924 may be even kinder to everyone of you than the year 1923.

I believe in the year 1924, as the President has said, but I am a kind of reservationist, and I believe that there are a few reservations, or, at least, a few sober thoughts with regard to 1924, bright as it may seem. One of the wisest men and one of the best friends I ever had used to say "when the sky is bright, look out for storms." I believe that is a wise thing to do. We sometimes do not watch so closely when we are in the car and the going is good; we drive a little fast and do not see the skiddy places until we hit them—therefore, I believe that all of us, you and I, the industry that you represent and that I do, which are so closely interwoven, should look out for the skiddy places and drive carefully, although surely and brisky and well through 1924. Within this country we are prosperous, but we are fictitiously high. Labor is high, taxes are high, transportation is high. These three things make the cost of living high. Ladies and gentlemen, they have got to come down. The world demands that they come down by the law of supply and demand and competition, and unless we bring them down we cannot compete with the rest of the world.

A proposition has been made by a man who I think is a wise man—I think the greatest Secretary of the Treasury that the United States has ever had, not even barring Alexander Hamilton—and he has shown us the beginning of the way. I say the greatest and mention Alexander Hamilton, who put the affairs of the United States for the first time upon a sound financial basis advisedly. Alexander Hamilton did wonderfully, wisely well in the day in which he lived, but Alexander Hamilton did not have the problems that Andrew Mellon has had to face. He might have faced them just as well—I don't know—but I do know that among other things the United States has been blessed for the last three years with a wonderfully wise, sagacious man at its financial helm. I believe he has shown the way to a reduction in taxes which means a reduction in the cost of living. I believe it is the beginning of the end. I believe that taxes will be reduced because I believe that the plan that he has outlined commends itself to the sturdy, hard common-sense people of the United States. I believe wages will follow. I believe transportation must follow, because transportation means wages. Then, the cost of living comes down, and we come nearer to competition with the rest of the world, where we must be if we live anything but an isolated life. That, I think, is the condition internally. We are rich; if anything, we have too much gold. Perhaps we are too prosperous, but at the same time that is our picture. As I look it seems to me that we occupy this side of the horizon upon which the golden bow of promise shines. It seems to me that there are in the many colors of that bow, peace, happiness, prosperity, and as it hangs over us we see its light, and we gain hope for 1924 and for the years to follow.

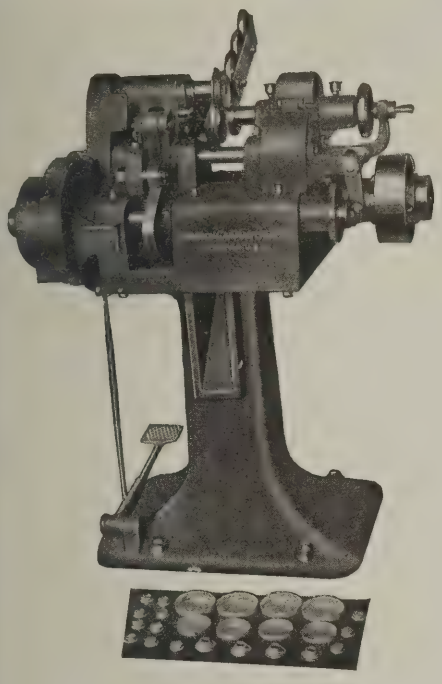
But, ladies and gentlemen, look on the other side of the horizon. Over there, lying low, but unmistakable, are some dark, sinister clouds that roll up and down, black and forbidding. In the middle there is Germany, desperate, hopeless, helpless, money gone, credit gone, energy gone, ambition gone, thousands and thousands of eyes looking out with the light of desperation from starving faces. That is a black cloud, indeed, and there at the side of it, a little lighter, perhaps, but still dark and gray, is France—currency running down by the minute, credit strained to the limit, feet entangled in the Ruhr and nobody knows how to get them out, unable to pay her debts or the interest on her debts, talking about an increase of 20 per cent in taxation upon a people already taxed to the limit. What of her? I don't know—do you?

Over on the other side, England. A little lighter cloud, it is true, seething, however, and writhing with unemployment, hundreds of thousands of people out of work, hundreds of thousands of people clamoring for something they know not what. That is shown in the change they have made in the last week, taking up the experiment of a Labor Government for the first time in history so far as the civilized world is concerned, except Australia, a minor province. It is an experiment. Will it be for her good? Will it increase her financial responsibility? Will it make her credit better? Will it give employment? They have an engineers' strike, paralyzing the railroads, staying manufacturing, a strike out of the hands of the labor unions or the Labor Government. Are conditions there such as to be a reflection of that rainbow? And back of it all, dark, deep, somber, lies Russia, a very large proportion of the world in black, disorganized despair. We read in the papers that Lenin is dead. Lenin, who has written his name upon the pages of history as a man of indomitable courage, of fanatical determination, of enormous ability, but the record stands there as simply another story of what those characteristics mean when they go wrong and it is written in letters of distress, trouble, starvation, the wreckage of a people. And what after Lenin? Do you know? I do not. God alone does.

Now, ladies and gentlemen, I am not painting a fancy picture here. Those clouds are there in their blackness and sinister colors just the same as the rainbow is over here, and because we happen to be under the rainbow we are inclined sometimes to look straight up and think it covers the earth. Now, I am not a prophet of evil. I do not say all this because I am a pessimist. I am not. When you and you and you and I rejoice in our present prosperity and look about us and think we are happy, we are doing well—we have finished a good year, we are coming to another, so we hope and so we believe, but back of it all there is the truth that we are part of the world. I believe that our Government wisely has decided to stay out of the entanglements going on under those clouds. I don't advocate going in there. I don't believe we can do any good if we do. On the other hand, nobody can stop the influences of those clouds upon us because we are a part of the world.

Now, will those clouds mount and mount and mount until they shut off the sun which is the source of the light of the rainbow and thereby extinguish that light or will the light of that rainbow with the beneficial help of the sun finally dispel those clouds? I don't know, do you?

I believe the thing for us to do is to help that rainbow spread by optimism, by courage, by industry, by frugality, by saving, to use the influences that we have in a proper way to bring about a dissolution of those clouds and to spread the sunshine that gives life and health and happiness on all horizons. May that be the endeavor and achievement of the canners and their allied industries and friends during the 366 days of 1924. (Loud applause.)

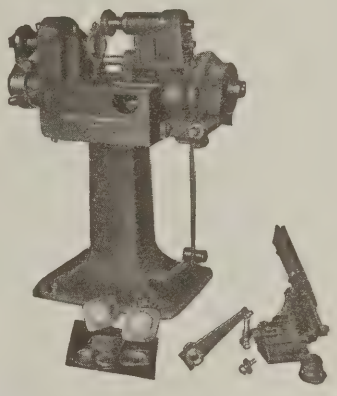


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

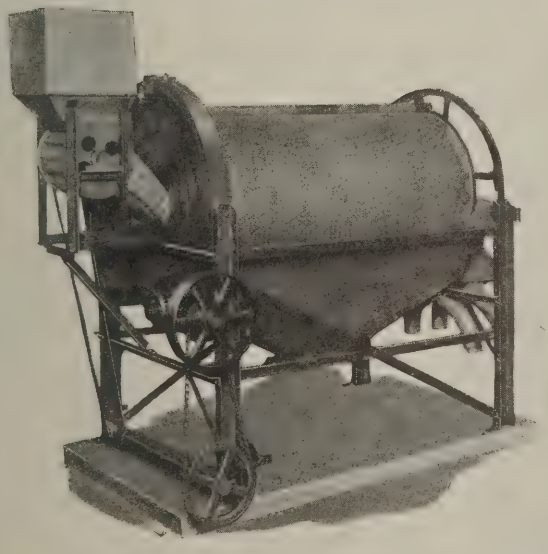
We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

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Baltimore, Maryland.

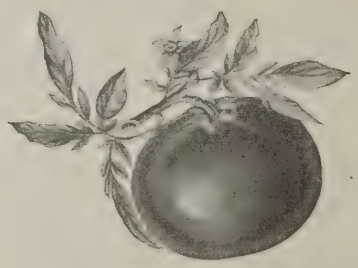
Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

THE MACHINERY SHOW—The Machinery Show does not belong in the list of entertainments, and yet it is the most popular entertainer of the whole Convention, and admittedly is the drawing card which attracts the crowd to the Convention. To describe the Machinery Show, or the individual exhibits, now, a month after the Show has passed into history, is about of as much value as to describe a circus after it has left town—it makes good material for testimonials, but is of no other value to the exhibitor. We described this big Show in our issue of January 14th—before the Show—so that the visitor to the Convention had an opportunity to visit and see the exhibits. We helped the exhibitor make a success of his exhibit, and we know this was appreciated.

In justice, however, we must say that this year's Show was one of the best ever put on. It was well housed, despite the extreme cold weather of Monday and Tuesday, and the snow and inconvenience of Friday, the day when the exhibitors hoped for a real day's business. It was so very cold Monday and Tuesday that it was a real discomfort to travel to the Hall, and while many did so, most did not. Friday, with its snow, made the Conventionites largely seek the trains, and thus the best Show was not as successful, from a financial point of view, as others, and this is unfortunate. No one heard a wimper out of any exhibitor —they are not that kind—but it is unfortunate that the crowd could not freely visit the Show, take its time examining the exhibits, and then leave with the exhibitors the orders which they would have left under more favorable conditions. It would have been a record for business, we believe, if it had not been for the weather. Ultimately the exhibitors will reap the benefit, we believe and hope.

Buffalo and the Committee surpassed themselves, each individually, and everybody is loud in praise of this, but the usual mid-winter lake weather set in to undo the well-laid plans of all. It was so the last Convention in Buffalo, in 1906, and it was so in Rochester a few years later. It is benerally so in all these northern tier cities at this season of the year, and that is why so many men, who previously derided Atlantic City, urged us to advocate Atlantic City as the future Convention City without change. We promised to make known their wishes, and we have done so, and we believe that the committees having charge of the next Convention City will do well to listen to this general and insistent demand. All now realize how important is good weather, and experience has shown that no place furnishes so much of it, or in such fine quality, as the seaside resort, with its ample hotels and splendid exhibition hall. The vote at Buffalo was all for Atlantic City.

25 Million Tomato Plants



LET us grow your tomato plants this season. We still have enough acreage left to book about 25 MILLION more. We can give you fine field grown plants, grown on new land free from disease and will guarantee them to reach you in good condition. If interested write or wire us for contract prices. ∴

J. P. COUNCILL CO., Franklin, Va.

TOMATO IMPROVEMENT WORK TO BE CONTINUED DURING 1924.

Similar Work to Be Carried on With Sweet Corn.

A MEETING of the Tri-State Packers Association Executive Committee, representatives of the Extension Service from Maryland, Delaware and New Jersey, was held in the Du Pont Hotel, Wilmington, Delaware, Friday, February 15th, to discuss plans for conducting Tomato Improvement Work and start similar work with corn during 1924.

Dr. Symons, Director of Extension, University of Maryland, stated briefly Maryland's plans for 1924 and presented a budget showing amount of money needed to carry out the plans outlined.

Dean McCue of Delaware outlined similar plans. The Canners and County Agents of New Jersey are co-operating and will conduct similar work this year.

Maryland's plan is as follows:

Holding a series of meeting where growers and canners are co-operating to discuss the "Tomato Improvement Project" and to outline plans and make arrangements for "Centralized Tomato Plant Beds".

A set of lantern slides have been made up to illustrate the growing of tomato plants in "Centralized Plant Beds" and many other factors covering varieties of tomatoes, preparation of the fields, fertilization and cultivation in the field and diseases that are hindering the production of larger yields per acre.

The best procedure for conducting these meetings will be for canners and growers to get in touch with their respective county agents and express their desire to hold such meetings. Messrs. Ballard and Radebaugh of the extension service will be available to address such meetings and assist in any way necessary to make the "Tomato Improvement Project" a success.

The county agents are eager to co-operate with

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Brokers — Cor. Custom House Avenue CANNED FOODS

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Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

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Pea Canner *Corn Canner* *Tomato Canner*

Fruit Canner *Milk Canner* *Meat Canner*

BERLIN CANNING MACHINERY WORKS

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PLAIN,
VARNISHED,
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THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

Peas, Beans, Corn, Beet, Tomato, Cabbage

All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.
CAMBRIDGE, N. Y.

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For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

both packers and growers in their respective counties and assist in conducting the project.

As the time is getting short before planting will be here it is advisable that both canners and growers express their intention to the county agent of holding meetings so arrangements can be satisfactorily made to have the specialist from the University Extension Service present. Let's make the quality of tomatoes in 1924 in Maryland the best ever produced.

Plans for developing reliable sources of tomato seed for Maryland growers were discussed and details for accomplishing this valuable phase of tomato production will soon be issued.

Another bulletin entitled "More Tomatoes From Fewer Acres" has been prepared by Messrs Ballrad and Radebaugh of the University of Maryland Extension Service containing many factors relating to the "Tomato Improvement Project" as conducted during 1923 in Maryland and will soon be available for distribution.

County Agents of Maryland; R. F. McHenry, Cumberland; G. W. Norris, Annapolis; W. C. Rohde, Towson; J. H. Drury, Chaney; L. M. Goodwin, Denton; F. W. Fuller, Westminster; A. D. Radebaugh, Elkton; George Stuntz, La Plata; E. W. Montell, Cambridge; P. W. Chichester, Frederick; W. C. Jester, Oakland; B. B. Derrick, Belair; M. H. Fairbank, Ellicott City; H. B. Derrick, Chestertown; W. C. Snarr, Rockville; W. B. Posey, Upper Marlboro; E. W. Grubb, Centerville; G. F. Wathen, Loveville; C. Z. Keller, Princess Anne; E. P. Walls, Easton; M. D. Moore, Hagerstown; G. R. Cobb, Salisbury; E. I. Oswald, Snow Hill.

Plans for starting similar "Improvement Work" with sweet corn as is now being carried on with tomatoes are being prepared and some work will be conducted this year with a number of canners who are saving their own sweetcorn seed.

BIDDLE NOW BUYING IN BALTIMORE.

THE Biddle Purchasing Company, whose name has appeared in these columns in days gone by, in connection with the tomato market, tell us that they have opened an office at 4 E. Redwood street, known as the Phoenix Building, and wherein several well-known brokers have their offices. This is a branch office, they say, and then continue: "Which will have control of the buying of Southern packed canned foods." It will not be surprising to many that Price will control the operations of this branch, but it is F. S. Price, Jr., who was formerly sales manager for the Lord-Mott Co., well-known canners of Baltimore.

The Biddle Company is growing, and now has offices in Pittsburgh, Chicago and San Francisco, as well as their head office in New York, and this new branch in Baltimore. Robert Nelson, manager of their grocery department, is a live wire.

CHISHOLM-SCOTT IN SALT LAKE CITY.

The Chisholm-Scott Co., well known makers of the Pea Viner and Bean Snipping machine, have made arrangements with the Cannon Supply Company, 151 W. South Gemple St., Salt Lake City, Utah, to act as representatives for them, and all matters pretaining to the Viner Department in the States of Utah, Idaho and Montana. They will also maintain a stock of Viner repair parts, and will serve the company's customers in California and Washington from it, as well as their own territory.

All matters pertaining to the Bean Snipper will continue to be handled from the Columbus, Ohio, office.

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

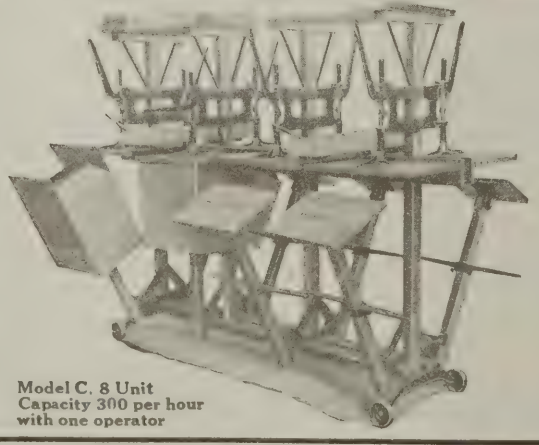
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SLAYSMAN & COMPANY

Automatic Can Making Machinery

BALTIMORE, MD.



Model C. 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most *Efficient, Simple and Economical* machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. *Descriptive matter on request.*

McSTAY MACHINE CO., Manufacturers

515 Van Nuys Building, Los Angeles

CANNED FOOD PRICES

Prices given represent the lowest figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co.

New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.40	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	Out	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	4.25	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.15	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.55	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.50	1.60
With Dry Beans, No. 2	1.35	Out
Maine, No. 2	1.35	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No 3, f.o.b. Baltimore	1.30	1.40
Standard, No. 3, f.o.b. County	1.25	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5¼ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	.65	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	....
Michigan, No. 10	....	....
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.15	Out
Maryland, No. 10, f.o.b. Balto.	3.15	4.50

APRICOTS‡

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	2.90	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MARCH 3, 1924

WEEKLY REVIEW

General Canned Foods Situation at Its Top—January and February Business a Record—Demand Undoing the Canners' Calling—All Spot Goods Cleaned Down to Vanishing Point—Reliable Goods Are Selling Freely as Futures—Future Prices Heard This Week.

BUSINESS AT TOP—Canned foods have been selling at such high speed during the past few years that we wonder if the industry has not grown spoiled, or incapable of appreciating any business unless it be in a rush and up to a record. No canner of any standing—that is, of any years' experience in the business—ever expected to see spot canned foods cleaned as they are today after the size of the previous year's packs. It constitutes a record that the industry does not seem to grasp. Business is said to be quiet; that there is a steady outgo of the goods, the retailers and jobbers taking them in fair quantities to supply their immediate needs, but that there is no "vim" to the selling. As a matter of fact, the buying is of the kind that is eating down the visible stocks at an alarming rate. Even the most bearish buyers admit that the indications all point to a complete cleanup of spot goods before new goods can be produced, and yet, considering the sizes of the 1923 packs, the industry thinks the market is quiet! We are getting too blazé for anything, and that is the real condition of the market rather than anything else.

As a matter of fact, we are making records every day, and ones which it will be hard to equal in the years to come. We may do so if we keep the quality of the goods to a high point, and keep the consumers wanting "more"; but in their present frame of mind the canners will not consider the market as active if it merely takes up the packs of goods as fast as the canners produce them. The canners are supposed to conserve Nature's bounty in the time of plenty for the bleak days of scarcity and want, but as things are going now, they are not able to hold the goods long enough to reach the normal days of bleakness or scarcity—the buyers take the goods away from them long before those days.

The first of March—Canned Foods Week—and canners in almost every section reporting their warehouses cleaned out of goods! Peas cleaned up everywhere; corn gone from the great Central West and about gone from every section except Maryland, and not much of it there. Tomatoes cleaned out of everywhere, except some reported in Utah and some in the Tri-States, but mighty scarce there, or they would have come out in the "dull" period. Fruits, vegetables, specialties and all lines of canned foods in this same remarkably well cleaned-up condition. It is simply a record worthy of note. Why quote market prices under these conditions? The market is what the holder chooses to make it, dependent upon the quality of his holdings. The game now is to find the kind of goods needed, the price follows as a matter of course. You will note there are no changes in our market pages.

FUTURES—And what is true of spot canned foods is nearly if not as true of futures. Speaking with some old, time-worn canners of experience, they admitted that they had never seen the business in such splendid condition. They admit that they have never done as much business in January, and again in February, as they have done this year, spots and futures. And it has been "easy" business—no haggling over prices, terms and conditions. Most of the old-established canners in all lines have sold well of futures. A great many of them have practically withdrawn from the market. Of course, there are some canners who still want some business; there must always be such. Where the goods are known for their reliability they have not been able to hold off the market. There, possibly, is the greatest lesson in quantity packing of them all—the goods that are known are sold, or as one well-known canner put it, taken away from him at the prices he chose to put on them. Thousands of cases of such goods have been sold without price, the buyers merely wishing to be assured that they are covered in their requirements. That is the kind of confidence which makes business pleasant.

Peas and string beans seem to be well cleaned up, as futures, in all sections of the country, the Eastern or Southern canners having sold peas quickly as soon as they announced prices. Corn does not seem to be moving as quickl yas those canners might wish it, but it is selling, and at fair prices. Where the effort to improve quality has been made, the canners are getting better business. The future market on corn, however, is so much on a par with the spot that the buyers do not feel an inclination to "cover." This is affecting corn futures. But, again, private information from some of the large Central Western canners report about as many futures on their books as they wish. It is supposed these are at going prices. Tomato futures have been remarkably well sold for this time of the year. The Tri-States did not feel inclined to name future prices until just recently, because they were not sure of their growers' prices. While they waited Indiana largely sold out, Utah cannot be far behind, and other States are reporting one after another canner withdrawn. This week we reproduce a communciation from Virginia which intimates that they are going to demand a profit on their tomatoes for 1924. For some unaccountable reason the Tri-State canners seem to be trying to make the other canners of their section lose money—that age-old game of such canners. They see Indiana and the rest of the country selling future tomatoes to their limit at from 15c to 25c per dozen above prices quoted here, but that does not mean anything to them. Possibly it is the class of sellers to whom we referred last week that is tinging the whole picture, but if so, it is a most unfortunate thing. The Tri-States might easily advance its prices from 5c to 10c per dozen on futures and get the business if it had some backbone.

In olden days New Jersey used to demand a differential over her two sister States—Maryland and Delaware—and the New Jersey man will tell you that there was a reason in the quality; but now Indiana exacts a differential over all the Tri-States, and it is due to the business ability of the Indiana tomato canner who packs quality and sells it for what it is worth. Let some of the Tri-State canners take that sentence into a corner with themselves and think it over. At present they are just sitting down thinking how the Indiana canner does it, and doing nothing.

FUTURE PRICES HEARD TO DATE:

Asparagus—Prices have been named by most California canners.

Beans—Stringless, Baltimore, cut $1.00 to $1.10; whole, $1.10 to $1.20; Michigan reported about sold up; New York State, No. 1, $3.00; No. 3, $2.15; No. 4, whole, $1.60; No. 4, cut, $1.25.

Corn—Maryland, varying, averaging from 90c to $1.00 for crushed; shoepeg, $1.25. Middle West, 95c to $1.00 for standards, with extra standards up to $1.10; fancy, $1.15 to $1.30; Illinois strictly fancy Country Gentleman at $1.35. Maine Crosby, $1.45; Golden Bantam, $1.70.

Beets—No prices heard as yet, though some have been sold.

Peas—Wisconsin, canners largely withdrawn and prices mainly nominal. Demand continues strong. New York State canners in about the same position, well sold up and prices very firm. Maryland and Southern No. 4 Alaskas are quoted at $1.25 in conjunction with other sizes;; No. 3s, $1.35 to $1.45; No. 2 sieve, $1.50 to $1.70, as to packer.

Tomatoes—Missouri: No. 2s, 90c; extra standards, 95c to $1.00; No. 2½s, $1.20 to $1.25; No. 3s, $1.30; extra standards, $1.35 to $1.40; No. 10s, $4.25 to $4.50. Indiana: No. 2s, $1.00; extra standards, $1.10; No. 2½ standards, $1.30; extra standards; $1.40; fancy, 2½s. $1.65; No. 3 standards, $1.40; No. 10 extra standard, $5.00. Maryland: No. 1s, 57½c; No. 2s, 87½c; No. 3s, $1.27½; No. 10s, $4.00. Virginia: No. 3s, $1.30; No. 2s, 90c.

NEW YORK MARKET

Canned Foods Week to Be Put on Large—Winter Weather Helps Canned Foods Consumption—Tomatoes Strong—Future Spinach Prices—Peas Well Sold—Succotash Scarce—Buying Some Corn—Notes.

New York, February 28, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

CANNED Foods Week—Chief interest in canned foods as the month of February draws to a close centers in plans for the National Canned Foods Week Campaign, which gets under way March 1, continuing until the 8th of the month. Wholesale grocers, retail grocers and chain-store organizations have made ambitious plans for glorifying canned foods—and, incidentally, increasing sales—during this campaign, and it is believed that the movement will attain record-breaking success in New York this year, particularly so in view of the fact that recent storms have given us real "canned foods weather." Banners and campaign signs have been copiously distributed this season, and are to be seen in the offices of practically all of the brokers, besides being shown in the offices of wholesale grocers and on their trucks and delivery wagons.

Market Strong—Buying has been stimulated somewhat by the several snowstorms which we have had during the past week, and jobbers report that the movement into retail channels has picked up. The increased buying has not been anything exceptional, however, and dealers are still refraining from buying heavy stocks. Despite this buying idea, however, the market is in a strong statistical position, and strengthening still further in first hands day by day as holdings become more depleted.

Tomatoes Strong—Spot tomatoes are a thing of the past in all of the producing sections save the Tri-States and Utah, it is reported. The Utah tomatoes, because of the freight rate, are not a factor in competing with the Eastern pack, and Maryland and Delaware canners consequently are bullish on the market, anticipating a continuance of the present strong market, with probable price advances, before new pack becomes available. Chain stores have succeeded in keeping standard 2s around 10c per can at retail, and there is a good movement through this cannel.

Maryland and Delaware canners continue to book business on the basis of prices reported last week, and quite a good volume is being done, it is said. In view of the fact that the Tri-States tomatoes are 15c a dozen under the future prices named by other tomato-canning sections, it is not surprising that the buyers are booking early business.

Future Spinach—The feature of the California canned vegetable market has been the opening on canned spinach. Several of the canners have named prices for April and May shipment, Libby, McNeill & Libby quoting on the following basis: No. 1 tins, $1.05; 2s, $1.20; 2½s, $1.50; 10s, $4.85. The California Packing Corporation is quoting 1s at $1.10, 2s at $1.30, 2½s at $1.50, and 10s at $5.00, all prices f. o. b. cannery. Recent rains have improved the spinach crop, but canners are rather pessimistic regarding the size of this year's pack, owing to crop damage during the prolonged dry spell.

Peas Well Sold—Most of the larger Wisconsin pea canners are now entirely withdrawn from the market, being fully booked up on their expected pack. The volume of business reaching them after the settlement, or rather adjustment, of the swells controversy at the Buffalo convention cleaned up remaining offering. A canner might be found here and there with a small quantity to offer, but it is no longer possible to buy a line.

Southern Peas—As a result of the strong pea market in the West, renewed buying interest has been shown in offerings of Maryland and Delaware peas, and the Southern canners have booked a good volume. Prices are working up on spot peas.

Succotash Scarce—There has been quite a flurry in fancy succotash in the New York market during the past week, the demand and short supply sending the market over the $2 mark.

Salmon Neglected—Buying of canned salmon in anticipation of the Lenten demand has not materialized to the extent expected, and the market is quiet. Seattle quotes pinks for shipment at $1.25, but this figure is not attractive to local distributors when they can buy on spot at $1.32½. Other grades of salmon are also quiet, although Chinooks of fancy quality, owing to their scarcity, are strongly maintained.

Some Corn Buying—The cleanup of cannery holdings of standard corn in the Mid-West has strengthened the situation materially, and Southern packeds are now holding on a firm basis. The low price made on future standards has held back buying somewhat, buyers gaining the impression that the spot market is "pegged" at its present level. Fancy corn is not available in a large way, and is exceptionally firm.

Fruits Sell Better—Some increase in the demand for California canned fruits has been noted during the week, the storms keeping down receipts of fresh fruits somewhat. The strength of the market is obvious, however, and holders, both here and on the Coast, are showing firm views on the situation. Pineapple has weakened somewhat, however.

Personal Trade Items—E. C. Margileth, of the National Fruit Products Co., of Washington, D. C., gallon apple packers, is visiting the market.

Van Camp Sea Food Co., Inc., of Los Angeles, report net profits of $302,675 on their sales of $2,061,322 for 1923.

R. C. Rhodes has resigned as manager of the canned foods department of V. A. Seggerman, Inc.

C. S. Stevens, well-known canner, of Cedarville, N. J., and president of the Tri-State Canners' Association, is on a trip to Florida, following recent illness.

CHICAGO MARKET

Retailers Stocked for the Week, Buying Slows Down—Wholesalers and All Interests Keen for the Week—Lowest Prices on Canned Foods Not Looked For—Salmon in Good Demand.

Chicago, February 28, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

THE Market—The market is rather quiet as a reaction from the active demand for canned foods supplies for next week, which is Canned Foods Week, as retail grocers all throughout the Central West have been freely ordering to assort their stocks in preparation for the big selling event.

Business from that source has now been shipped, and buying from that source is practically over, until week after next. City retailers will, however, be buying this week and nearly every day next week in order to meet the demand.

Our wholesale grocers are taking hold of the Canned Foods Week proposition thoroughly, and the distribution of banners, streamers and other advertising matter has been very large. I understand that all the chain stores in Chicago are co-operating fully.

Walter A. Frost is in charge of the distribution of the literature to dealers here through the wholesale grocers, and has been very active and loyal in the matter. He has been invited by The Daily News, of Chicago, our great afternoon paper, to broadcast an address as to canned foods and Canned Foods Week, Saturday evening, March 1, over NWQA Station, which is owned and operated by that paper, and will do so.

Salmon—Canned salmon is selling well in response to the demand incident to the beginning of Lent, March 5th, 1924, and some attractive prices are being made by salmon owners on the Pacific Coast, especially for halves Red Alaska, of which there seems to be some overstock in first hands. The regular quotation on Alaska halves flat is $1.50, but that price has been shaded a few cents. I understand that a good line of carload shipments are now in transit from the Pacific Coast to Chicago, but that they are mostly all assorted as to kinds and sizes of salmon.

The price of evaporated milk has been very low, and wholesalers have been buying it pretty freely, but the price on non-advertised brands has advanced in the past few days, and is now named as $4.15 per case for 48-lb. cans, f. o. b. Chicago, and other sizes at a proportionate price. The cold weather, of course, necessitates the full feeding of cattle and makes milk cost more to produce.

The wholesale buyers of canned foods seem to have about become convinced that the prices for canned foods, both for prompt and future delivery, are so low as they are likely to be, and this is proven by the fact that far more contracts for future canned foods have been entered into by wholesale grocers than at this time last year, and that wholesale buyers are friendly to canned foods futures instead of decidedly unfriendly as they were last year.

There is going to be a rather serious development in the matter of canned foods for immediate use soon. Canned Foods Week will be widely observed throughout the United States, and an enormous quantity of canned foods will be sold in that period.

This special selling period and effort will still further heavily reduce the already inadequate supply of canned foods in the hands of the retail grocers, and they will be compelled to replenish their stocks promptly. This replacement will cause a clean up of the staples in canned vegetables, closer than there has been for many years, for stocks now are very low.

American sardines are not selling from the fact that prices are very high and canners of the article have been indifferent sellers even at the high prices, they having very little stock.

The laws permit the beginning of catching and canning of American sardines on the Atlantic Coast to begin April 15, but the weather seldom allows fishing conditions until several weeks after that time. The stocks of domestic sardines at present are very small in first hands, and there are no stocks scarcely in second hands.

CALIFORNIA MARKET

Orchards in Blossom—Springlike Weather Helping Everything—Growers Urged Not to Plant Crops Which Require Irrigation—Canners' League in Session—Their Program—Market Quiet, but Showing Increasing Firmness—Opening Prices in Spinach.

San Francisco, February 28, 1924.

Special Correspondent "The Canning Trade."
By "Berkeley,"

ORCHARDS in Blossom—Warm spinrg weather is prevailing throughout California, almond orchards are in blossom, and it will be but a short time until peach and apricot trees are in bloom. Early strawberries are in the market, and how vividly they remind one of straw. Newcomers from the Middle West are treating themselves to a diet of sulphur and molasses, and there are other signs that winter has come to an end. So far there really has been no winter here, barring a few cool days the first of the year and a few light showers. Week after week the weather man has chalked a long series of goose eggs opposite the list of California weather stations, a performance which may despair to many growers. In the southern part of the Sta have delighted visitors to the State, but one which has brough growers have been advised repeatedly not to plant crops whic require irrigation, and the use of water is being curtailed i every manner possible. In the northern section the situatio is not quite so acute, but is still very grave. The outlook fo crops in general is anything but promising, with spring in evi dence.

Convention—The annual convention of the Canners' League of California is to be held at the Hotel Del Monte, Del Monte Cal., February 28 and 29, and March 1. The tentative program has been announced, and is quite a complete one. The first session will be held on Thursday evening and will be marked by an opening address by President Elmer E. Chase, a talk by F. E. Booth on the work of the League during the past year, and the reports of the auditing committee, the nominating committee and R. Bellingall, the treasurer. The Green Fruit Section will then go into session, with Elmer E. Chase presiding. Suggested topics for discussion are: "The Crop Outlook for 1924," "Fruit Cost Outlook for 1924," "The New Fruit Sizes," "Late Irrigation," "Canners' League Handling of Fruit in Sutter County" and "Status of Industrial Welfare Commission." Discussions will be led by F. L. Monnet, G. H. Bradt, F. E. Laney, L. E. Wood, Louis Wetmore, W. E. Thomas, Alan Richardson, F. A. Dixon and Preston McKinney.

The first subject on the program for Friday morning will be "A Cutting Bee," with F. A. Wilder presiding. Several hundred samples, representing the pack of almost all the members of the League, will be on display, and in addition there will be samples of fruit packed in South America and Australia. Printed forms will be available for scoring and for comment, and at the conclusion of the inspection Dr. A. W. Bitting will give a talk on processing for color.

Following this the Canned Fruit Section will go into session, with R. M. Barthold acting as chairman. The subjects to be discussed will include "The Market Situation," "Handling of Swells," "Present Status of Our Fruit Standards," "Canned Figs," "Fruit Salad" and "Cost Accounting," with discussions led by W. A. Gellersen, G. H. Bradt, G. N. Herbert, Elmer E. Chase, G. N. Edwards, E. S. Morehead, J. C. Ainsley and A. M. Lester. In the afternoon there will be a general session, with talks by Royal F. Clark, President of the National Canners' Association; Frank E. Gorrell, Secretary of the National Canners' Association, and Mrs. Katherine Philips Edson, of the California Industrial Welfare Commission. At the conclusion of this session there will be a meeting of the Spinach Section, with Leslie S. Smith presiding. Prof. E. J. Lea, of the University of California, and Preston McKinney, secretary of the Canners' League, will speak on "Plans for Spinach Processing and Inspection for the New Season," and talks will be followed by discussions on the crop outlook and on combatting pests. The discussions will be led by L. E. Wood, Leslie S. Smith, R. Bellingall, C. E. Hume and D. L. Smith. The annual banquet will be held in the evening.

Saturday morning the Raw Products Section will go into session, under the leadership of F. L. Monnet. F. A. Dixon will make a report on "New Varieties of Peaches" and will display canned samples of promising new varieties. B. A. Rudolph, of the University of California, will talk on "Apricot Brown Rot Fungus," and there will be discussions on "Spinach Diseases and Pests," "Tomato Diseases and Pests" and "Asparagus Diseases and Pests." The Tomato Section will also hold a meeting in the morning, with W. St. B. Eustis, chairman. Discussions will be led by E. H. Duncan, H. T. Pyle, G. N. Edwards and V. V. Greco.

The afternoon will be given over to a golf tournament, in which many entries have been filed.

The Market—The spot market situation continues about as it has been for several weeks, with the tendency toward stiffer prices. Stocks are cleaning up well, and the outlook is none too promising for the 1924 crop, which is tending to stimulate the interest of buyers. There is an especially good demand for cling peaches, with holdings of these rapidly getting down to small compass.

Spinach—Opening prices on California spinach for April and May delivery have been madee by Libby, McNeill & Libby, these being slightly below those of last year. These are: No. 1, $1.05; No. 2, $1.20; No. 2½, $1.50, and No. 10, $4.85. A heavy pack this year seems out of the question, owing to the drought, and it is expected that a marked demand for spinach at these prices will soon be in evidence.

Asparagus—The Warmington-Duff Co. is quoting tentative opening prices on canned asparagus, these averaging about ten cents a dozen less than the prices recently put out by the California Packing Corporation, figured on the No. 2½ size. A strong demand has materialized for this vegetable, and many

interests have already booked about all the early business they care for. Fresh asparagus is in the market, but it will be several weeks before canning is on in earnest.

Peas—Far Western canned peas have seldom been sold in the Eastern markets, but Utah pack has been sold this season for delivery in New York. While the packing season is well in the future, many interests are virtually sold up and buyers seem to be still unsatisfied.

Coast Notes—Paul Findlay, merchandiser for a San Francisco advertising agency, plans to attend the convention of the Associated Advertising Clubs of the World, to be held at London, England, in July. Following the convention he will spend two months in England and France studying the market possibilities for California products.

The organization of the California peach and fig growers along lines similar to those upon which the Sun-Maid raisin growers are now operating is being considered. New crop contracts are also proposed.

The co-operative advertising campaign of the canners of Hawaiian pineapple will include both sliced and crushed pineapple this year. The demand is now well balanced, with no surplus of either.

MAINE MARKET

Market Showing Improvement—Clam Canning May Begin This Week—Market Bare of Clams—Sardine Canners Making Ready—Future Corn Is Selling Freely—The Quality of Corn Is to Be Improved.

Portland, Me., February 29, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

MARKET Improving—General trade in this market has shown improvement during the past fornight. Spot stocks are clearing up, and the buying has increased. We have had an exceptionally kind winter—although the thermometer has run lower and held down longer than usual, the sun has been almost constantly with us, the snow fall light, and the traveling good during the entire season. This is expected to result in an early opening of spring business.

The first item in the Maine canned foods calendar is clams, and work in this line will doubtless begin in the first week or so of March unless very unclement weather comes upon us. The market is bare and new goods needed. It is hoped that the spring up-put will be more profitable than the fall pack, as the spring clams usually measure up a little better—that is, more cans to the bushel than the fall "fruit." New clams have already been offered for sale at $1.30 and $1.95, and shipping will begin as soon as the pack starts in order to meet the present demand. The 5-oz. size is the popular package, and, as a rule, the 8-oz. is put up only on order.

The sardine canners are also looking ahead to the opening of their spring season, and are running in rather better luck than last year. The lateness of the spring and the damage from ice last season was a handicap from which they did not recover; but now there is very little harbor ice and every prospect of an early spring. No prices will be named on sardines until more definite plans for the work can be formulated and costs estimated. Spot stocks move slowly, but do move, and will be cleaned up before the advent of new goods in the market. The outlook this season is encouraging, with a bare market, promising weather, and the experience of the past few years to guide the canners and govern their pack.

Future corn continues to sell freely, and the prices to remain firm. Crosby corn at $1.45 is having its usual demand, this variety being the standard pack of Maine. Golden Bantam is increasing its popularity even over last year, and is being welcomed in the market at the $1.70 price announced. It seems to be a fact that these prices are well adhered to, despite the intangible rumors of less money. One small canner is known to have made early offerings at lower figures, and has now revised his prices; but the story still echoes and re-echoes in the markets—it reminds me of the man who did right a thousand times and heard nothing, but did wrong once and heard from it a thousand times. Prices are firm, and each individual canner seems anxious now to get full money for his goods.

There is decided movement on foot to improve the general quality of corn, principally based upon overcoming adverse weather conditions and being prepared for emergencies. Much new machinery has been installed this season, latest methods adopted, and every possible means provided to make a greater ratio of Maine corn come up to the very fancy quality for which the State is known.

Stringless beans are also selling well, at $1.30 and $6.00 for 2s and 10s. The demand for this larger package business increases each year. Canners report a wider distribution than ever, selling in markets which have hitherto been unfruitful on Maine beans. The acreage has been increased to take care of this growth and new equipment added at the factories.

TENNESSEE CANNERS MEET.

THE Tennessee Canners Association (it was formerly called Tennessee Tomato Canners Association) held its annual meeting at the Atkin Hotel, Knoxville, Tenn., Thursday, February 7th, 1924. The business meeting was held at 3.30 P. M., and in the evening the canners were the guests of the machinery and supply men at a banquet given at the same hotel Over 100 places were occupied.

The same officers and executive committees were re-elected. J. W. Gillaspie, Columbia, Tenn., President; E. A. Davis, Morristown, Tenn., Vice-President; L. N. Rodgers, Dayton, Secretary-Treasurer.

The time and place for the next meeting was not decided on, but will be named at the next meeting of the Excutive Committee.

Several canners applied for membership, which will make the Association practically 100 per cent strong in the state, and all look for a very successful year for the Association.

FUTURE TOMATOES IN VIRGINIA.

February 8, 1924.

Always at this season of the year rumors are flying fast regarding the price of future canned foods. We hear that a brother canner has confirmed sales at this and that price, when, as a matter of fact, he may not have sold at all. When we are taken in by this propaganda, and feel that we must sell at the figure, then there becomes a definite basis from which the propagandists may work and the market become set at what may not be profitable.

We are writing for the interest of the trade in general, though when you are informed that our pack averages 50,000 cases annually you will also see a selfish motive in our addressing you, for a drop of just 5 cents a dozen means a loss of $5,000 to us.

It is to our interest and yours that a price with a profit be maintained. We would not presume to suggest that price to you, as it would be in violation of the law, nor could any agreement be gone into without danger of running afoul of statutes against combinations in restraint of trade.

But on the face of it you nor we can afford to confirm business at last year's opening price, regardless of what our brother canners may be doing. The market breakers will soon be sold up, and those who have considered costs may then obtain a figure which will at least let them stay in business. We know that cans are costing approximately 6 cents and 7 cents more per case than last season. Many sections are paying more for raw stock. It cannot be hoped that labor costs will be lower, but expected to command a premium. Labels are quoted by some lithographers as higher, cases advanced and all new machinery for canning will cost more.

Having taken all these things in consideration, we do not believe No. 3 tomatoes can be profitably manufactured for less than $1.30, nor No. 2's for less than

90c., and in some sections, doubtless, this price is too low to admit of a satisfactory margin.

Because we may have been misquoted, we are advising that our price remains at 90c. and $1.30 for standard goods, for even with our overhead largely absorbed by the size of our pack, these prices show a margin only sufficient to return a very small percentage on our investment. Let us have your views. Yours very truly, L. B. WILLIAMSON.

THE NEW PLANT OF THE METAL PACKAGE CORPORATION OF NEW YORK.

An enterprising move on the part of the Metal Package Corporation of New York, has just been announced from the Executive Offices, 110 E. 42nd St., New York City.

This involves the establishment of a major factory unit at Grand and Garrison Sts., Maspeth, New York City, and the removal of the factory heretofore known as Shalita Brothers, located at 264 South St., New York City, and is in addition to the extensive plant facilities long maintained at Brooklyn and Baltimore.

The newly acquired factory building, which makes available more than 100,000 square feet of floor space and machinery equipment of the most advanced type, was formally opened on January 14th, being dedicated to the plain and decorated package requirements, and several more specialized containers and products with a special reference to trade arising within the Metropolitan district.

This installation includes new equipment to strengthen the production of several lines of containers for food products, tea, coffee and spices, the demand for which has rapidly overtaken facilities from this organization at other plants.

From point of location, this unit will be admirably adapted to clearing its output by rail, water routes and motor trucks to patrons located in Manhattan, Brooklyn, Long Island and New Jersey, and outlying districts. A ten-car railway siding enters the factory grounds, accessable docking facilities are within 800 yards distance and there are many motor truck routes leading into Manhattan, twenty minutes from the bridge thoroughfares.

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1924 ALMANAC
$1.00
Order Quick
THE CANNING TRADE
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You Can Label Successfully
In Cold Weather
Using Continental Adhesives

Packers of millions of packages every winter have the same success they have the rest of the year with Continental gums and pastes.

Prove it Yourself.

Tell us what labeling or sealing you are doing —we will send a free trial—or you take no chance ordering a working quantity—results guaranteed.

The Continental Mfg. Co., Inc.
2004 No Hope St., Philadelphia, Pa.

Originators of
Industrial Pastes Since 1911

It was one of the Attractions at the Convention.
If you did not see it, write us for details of the
20th CENTURY HIGH PRESSURE STEAM COOKER.
The 20th Century Machine Co.
Milwaukee, Wisconsin

Just as We Predicted - - It Made a Big Hit.

A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, — and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

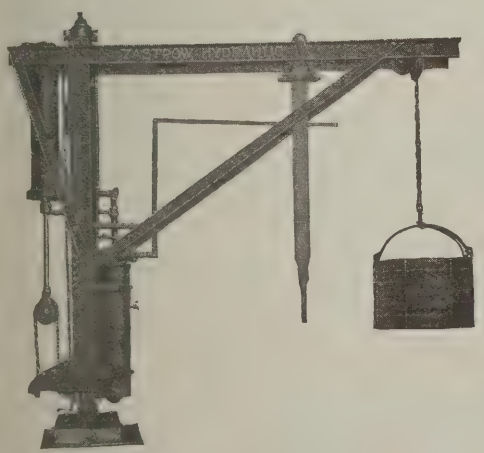
Steel Rolls are sanitary. That alone is a sufficent reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

Invincible Grain Cleaner Company.

Silver Creek, New York.

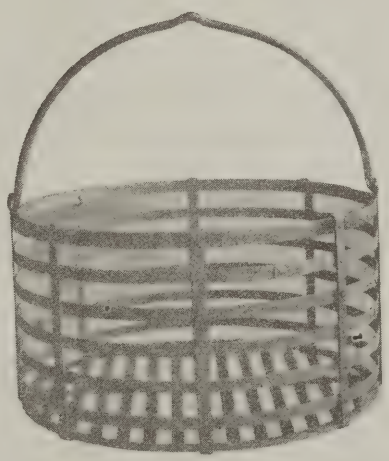
ZASTROW'S PROCESS ROOM EQUIPMENT



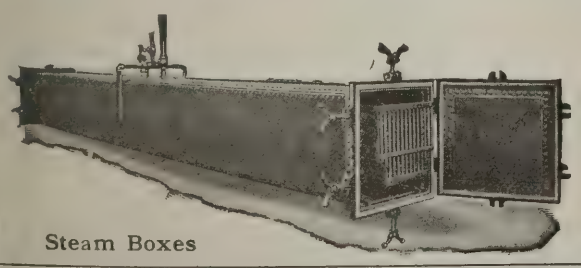
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



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The design may be beautiful and the inks of the best quality but if the paper isn't right the label will not be right.

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We test every lot of paper we receive to make sure that it fulfills all these requirements. We use nothing but the best quality of coated and uncoated papers made for us on our order and always by the same formula.

On this foundation we build---with the taste and skill of long experience---labels that help sell goods.

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CINCINNATI 55 Beech St. BALTIMORE 439 Cross St.

SMILE AWHILE

DOES CONSTANT ADVERTISING PAY?

The Answer—The Wrigley Chewing Gum Co. will spen $6,000,000 for advertising in the year 1924.

Problem—How much will the Etiquette Books have to la out to neutralize the Wrigley campaign?

SHOULD BE ASHAMED

A sailor on leave was strolling in the country, when he sa for the first time in his life two men working on a cross-cut saw He stood for about a quarter of an hour watching the two me one of whom was very tall, while the other was short. At las he made a sudden spring and dealt the taller man a blow in th face.

"What—what's this?" stammered the big man.

"You big coward!" cried the sailor. "I've been watching yo for the last quarter of an hour trying to take that saw from th little fellow!"

TRAPPED, BY HECK!

The tourist had stopped in a small rural village. He wa preparing to resume his journey when he noticed the town con stable watching him narrowly.

"What's the speed limit here?" he asked, thinking it wise t be prepared.

"Never ye mind, young fellow," replied the rustic cop. "Jes yew try t' git out o' this town without bein' arrested."

LUGGAGE WAS WISE

Scene—Highland Junction.

Londoner—Portah! Portah! Where is my luggage?

Porter—Aye, mon, yer luggage has mair sense than yersel' Ye're in the wrang train!

THAT'S A RECOMMENDATION

"De bes' thing 'bout this gun, Misto Johnsing, am de fac dat it am pos-o-toot-ly inwisible," declared the dusky salesma of firearms.

"Is yo' sure o' dat?" asked the prospective purchaser.

"Is I! Why, man, night befo' las', comin' home fum de Stevedores' Ball, a big, mean-lookin' man hel' me up. An' Al had dis gun pointin' right at him all de time he was goin' thoo mah clothes, an' he nevah even seen it."

Farmer—There's my prize dog. Don't you think he ought to make a fine picture at the show?

Visitor—Well, if he's a good pen artist he may.

LEAP-YEAR YARNS

She—Just one kiss, please.

He—No, I'm not that kind, and if you don't stop pestering me I'll scream.

"SEEING IS BELIEVING"

Professor's Son (to visiting prominent Alumnus) — Please, Mister, here's a glass of water for you."

"Thank you, my little man! It was very thoughtful of you; but I really don't care for a drink now."

"Oh, please drink it anyway!"

"Why, little man, are you so anxious to have me drink it? Is there something in it?"

"No, sir: it's perfectly good water; I want to watch you drink. Mama says you drink like a fish!"—Flamingo.

SAFETY FIRST

"At last we have an honest bootlegger."

"How so?"

"He prints an antidote on the label."—Medley.

SUCH CARELESSNESS

Tourist—So you were the guide of the man who jumped off this cliff last week. Why did he do it?

Guide—I don't know. I forgot to ask him before he jumped, and afterward it was too late.—Boston Transcript.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

RTHUR I. JUDGE - - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of HE CANNING TRADE for inquiries and discussions among themlves on all matters pertaining to their business.

Business communications from all sections are desired, but nonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Payable in advance, on receipt of bill. Sample copy free.

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Canada, - - - - - - - - - -	$4.00
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ol. 47 BALTIMORE, MARCH 10, 1924 No. 29

EDITORIALS

I WOULD THERE WERE MORE OF THEM— That "peppy" little house-organ, The Optimist, representing the Campbell Soup Co., of which V. S. Wheeler, assistant to President Dorrance, is the ditor, expresses a sentiment in its March number vhich we heartily echo. It is a tribute to Senator Bert" M. Fernald, once president of the National Canners' Association, always a canner of good corn and ther products, and for many years senator from Maine, but most of all distinguished because he is a usiness man in the Senate. For years business men ave been more or less disgusted with affairs at Washngton, and possibly never more so than today; but vhatelse could have been expected when we turn "the reatest business on earth," as our Government has een rightfully termed, over to such a gathering of men s now represent us in both the House and the Senate. Politics and the country be damned" would not be the notto at Washington if we had business men representing us instead of second class lawyers and worse. As editor Wheeler intimates Senator Fernald stands ut above his fellow legislators like a towering oak; he akes his job seriously; knows and realizes what is best nd most needed for the progress of this great nation, nd does not give a "hang' for his political fences if hey run counter to the greatest good for the greatest number.

There will be those narrow minded enough to hint hat the trade journal is not the place for politics; but f there is anything more needed to the safety and permanency of all business than a change in our method of electing our representatives—a change from the cheap-rate politician to the business man of well-known ability—we know not what it could be. We are in the grasp of the politician and we must get out, for so long as the politician rules few good business men will waste their time and energy in attempting to serve the people. If we business men would but give the affairs of our country the consideration we owe them, we would not only be doing our mere duty but we would be safeguarding all business, ours included. We would then see that there were more Fernalds among our law makers. That task should be accomplished by this Fall.

We quote the article in question:

A Business Man in the Senate

"The farmer, the grocer and the canner have a loyal and understanding champion in Senator Bert M. Fernald, of Maine. A successful farmer and canner, Senator Fernald is a business man of ability and experience—one of the few in the Senate. And he regards legislation from the point of view of a business man rather than from that of a lawyer.

"As a canner of Maine sweet corn, he has introduced his product throughout the world. Maine canned corn does not owe its enviable prestige so much to the favoring influences of soil and climate as to the successful preservation of the delicate flavors of fresh corn achieved by Senator Fernald and other leaders of the industry in that state, and to the admirable standards of quality and cleanliness which they have established.

"Not only has he built up an important business for himself, but he has largely aided in the development of a great industry, an industry that supplies a stable market for the product of Maine farms and adds greatly to the prosperity of the farmers and of the whole community.

"During his term as president of the National Canners Association he originated the scientific research work of that organization and did much to increase its strength and prestige as well as to promote constructive publicity.

"He has had broad experience in public affairs, serving one term as representative in the State Legislature and two terms as State Senator. He was governor of Maine in 1909-10 and has represented that State in the Senate since 1916.

"He is connected, either as chairman or member, with various important Senate committees, and is very active on the Interstate

Commerce Committee, for which his business training has admirably fitted him. He is well equipped to deal with all commercial questions and, as a matter of fact, would make a great Secretary of Commerce.

"Mr. Fernald is the first Senator to reach the office building in the morning and among the last to leave it at night. He is so conscientious in keeping abreast of his work that he is known as 'The Senator with the Clean Desk.'

"His first-hand knowledge of the food industry has made him the chosen spokesman and representative of all its branches.

"His influence may always be counted on in favor of things constructive, sound, wholesome and conservative; and he is the sleepless foe of dirt and slackness and graft in business—public or private.

"Mr. Fernald is a representative of the very best type of New England business man, and it would be a great thing if there were more men of his stamp in public life."

NOT LIKELY TO BE ENFORCED—"The Nation's Business" in its March issue, speaking of the decision by Attorney General Daugherty, on the matter of trade associations, says:

> Reactions by the trade press to the recent Hoover-Daugherty correspondence with regard to collection and distribution of statistics by trade associations are remarkably unified, and in general manifest themselves in a frankly expressed belief that Mr. Daugherty's reply is merely an opinion, with no "thou shalt not" quality, expressed or implied, or that, granted Mr. Daugherty wished to enforce this opinion as a ruling, the courts most certainly would sustian the trade association's right to gather and disseminate information.

All men know that Secretary Hoover is a business man and has done everything in his power to remove the shackles from business—put there by the politicians. That old bromide "competition is the life of trade," has been shown up as the reverse of the truth more often than not, and that in truth, co-operation, rightly controlled, is the life of trade. The Sherman law which aimed to stiffle rtade through the prohibition of essential statistics and co-operation within lines of industry, had to be thrown on the scrap heap in time of war, when the Government needed the maximum in business efficiency; and if it was impossible during war it is equally impossible during peace, if trade is to reach its maximum. It should be modified to permit co-operation along legitimate lines, and Secretary Hoover knows this and has worked to that end.

Not a few of our Associations have been worried over this reported ruling of the famous Mr. Daugherty and we are glad to note that popular opinion, and Mr. Hoover, are not in sympathy with him. This being so industry will, in all probability, not be molested in the pursuit of those proper statistics necessary to the rightful conduct of any business. Associations have progressed, just as individuals have progressed, and they have sought to act as collectors, and distributors, of those vital statistics upon which their businesses entirely depend; which means operating in the light of knowledge instead of guessing and gambling, and it is to be hoped that in this enlightened day we will not see our Government acting like a blind despot, and no one believes it will. Mr. Daugherty's opinion will not be sustanied, and the Associations may go on with the work, so long as it is honest and above board, and tha is all that is asked.

WHAT OF THE BIG COMBINATIONS?—Fo the past couple of years the air has been pret constantly filled with rumors of combinations c canners in Baltimore City, down on the 'Shore, an elsewhere. What of them? It is now said that th first big movement of this kind has died-aborning Whether it has or not we do not know; we merely re peat, it is said so. And in its wake comes other re ports: that the Duponts, of powder fame, down in De aware, will corner all the tomato, and other canners, c that little State and probably others, etc., etc. And th usual suffix follows mention of this name, to the effec that what the Duponts attempt they usually perform as they have the money. Possibly so; but it has bee our observation that the Duponts are usually pret certain where the dividends are coming from befor they spend that well known money, and heretofore hav been too wiley investors to be caught in a plan of co operative tomato canners, because they know full wel that as quickly as one tomato canner is bought out another, if not the same one, will open up across th street. Picking up quick-silver with your fingers is a easy task compared to buying up tomato canneries with a view to cornering that industry. We will b surprised if the Duponts attempt anything of the kind

"FIDDLING WHILE ROME BURNS."

A Fair Sample of What Has Brought Maryland's Onc Famous Oyster Business to Grief—Action, Not Talk, Needed to Restore the Oyster Business.

Elsewhere we republish a report from Conserva tion Commissioner Vickers, which seems to show th Chesapeake Bay oyster business to be in quite fair con dition. Everybody else knows that it is not. Her is a letter from one who might be said to be "on th ground," and besides displaying the real condition, h gives a good sample of what may be expected from our lawmakers.

What has killed the oyster business? Politics!

We take this from the letter columns of The Sun of March 4th, 1924:

An Oyster Firm on Sinepuxent Bay Hopes the Chesapeake Oys termen Will Profit by the Sad Experience of the Former.

To the Editor of The Sun—Sir: An interesting indulgence in oyster propaganda now holds forth in your columns. A worthy (let us assume) statesman, Spence by name, asserts tha "half the talk about oysters being so scarce amounts to nothing When the price goes high enough oysters are always on hand."

The logic of it: In 1885 oysters were worth 25 cents pe bushel and retailed for 15 cents a quart. The production tha year ran up to and over 15,000,000 bushels. The present season has witnessed the highest prices ever paid in Maryland—as much as $1.50 a bushel, or six times the 1885 price. From competent authorities it is learned that Maryland will barely produce 3,000,000 bushels of oysters this year. The correlation between high prices and output is self-evident. Prices sixfold find production less than one-fifth. What does this mean?

W. T. Todd, of Chance, who states that Maryland hasn't a dependable oyster bed for seed production, contrasts it with "beds in the Delaware Bay that will last for 1,000 years." What an opportunity for travel! If there are finer seed beds than Tan Bay and the many river seed areas, I have never seen them, except possibly in the James River. The celebrated Whitstable in England and the Marennes in France pale into insignificance when compared. In our oyster planting business here in Worcester we have procured seed all the way from New York to the

(*Continued on page 40*)

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The Most Recent Studies In Processing

Times and temperatures for Pumpkin—Beets—Tomatoes

By Dr. W. D. Bigelow

Chief, Research Laboratory—National Canners Association

The following results of recent experiments and study were given in addresses at the Buffalo Convention, but not recorded in our report, by request of Dr. Bigelow. They have been furnished direct, now, and will be found very important, and worth careful keeping.

THE PROCESSING OF PUMPKIN.

IN processing pumpkin there is a general tendency to give a relatively longer cook to small cans than to those of larger size. The heat penetration of pumpkin is very slow, and a relatively long cook is therefore required for the larger sized cans as compared with that necessary to sterilize pumpkin in the smaller cans. On this account pumpkin in No. 10 cans that is given a process with sterilizing efficiency approximately equal to that ordinarily given to No. 2 and 3 cans will be probably darker in color.

In order to overcome this condition some canners have reduced the temperature of their cook, not realizing that by so doing they have also greatly decreased the sterilizing efficiency. I give below in tabular form processes for pumpkin believed to be of substantially equivalent sterilizing value cooked at different temperatures and in cans of different sizes.

Can Number.	Process time at retort temperature of 235 degrees Minutes	240 degrees Minutes	250 degrees Minutes
1	70	60	45
2	85	70	55
2½	105	90	70
3	115	95	75
5	145	125	105
10	195	170	140

PROCESSING TOMATOES.

IN processing tomatoes the product is disintegrated more or less, and the amount of disintegration increases with the length of the process. The disintegration is greater in some seasons than in others; sometimes the tomatoes are cooked to pieces and the juice liberated to such an extent that there is a tendency to reduce the length of the process to such an extent that sterilization is not complete, and spoilage results. This occurs with all methods of sterilization.

The spoilage of tomatoes also often results from the use of home-made sterilizing devices. This is probably applicable to tomatoes to a greater extent than to any other product. Home-made devices frequently are not heated in all portions to as high a temperature as is counted on by the processor. There is also sometimes a tendency to overtax the capacity of rotating cookers, thus reducing the length of the process to such an extent that a considerable percentage of the product is not sterilized.

For all of these reasons, and probably for others, the amount of spoilage in canned tomatoes is higher than it should be. Many canners attach undue impor ance to the appearance of the product, and in attemp ing to avoid disintegration of the product and the f mation of free liquor go to the other extreme and e perience spoilage from under-processing.

The only way in which this can be avoided is bear in mind that the process is primarily intended f the purpose of sterilization, and that that end must secured at whatever sacrifice in the appearance of t product may be necessary. It is frequently fou that the procedure can be so modified as to conser the appearance of the product without decreasing t cook. The disintegration of tomatoes in processi is often due in large part to stacking them in the wa house while still hot, and in such a way that they r tain their heat. Many canners prefer to air-cool the tomatoes, but where this is done it is important th they be stacked in such a way as to afford ample ven lation and permit the prompt cooling of the cans.

Sometime ago the Research Laboratory inaug rated a study of the bacteria that causes the spoila of tomatoes, from which it was hoped to obtain fund mental information regarding this question similar that which we have secured regarding processing certain vegetables. It was hoped this work might ha reached such a stage that some announcement of t results might be made at this time. This is not t case, but the results obtained are of considerable i terest, and warrant the statement that when the wo is completed we will be able to understand the pr cessing of tomatoes in the same way that we now the processing of corn and peas. It is hoped th some further statement regarding this matter may made before the beginning of the coming canning se son.

At present our ideas regarding the processing tomatoes are drawn largely from our observations commercial canning plants. Our present ideas of t process that should be given tomatoes are given the tabular statement below.

Tomato Processes.

Size of Can.	Open Bath Ordinary Stock. Cooled	Open Bath Ordinary Stock. Not Cooled	Agitating Cooker Firm and Closely Packe Cooled	Agitating Cooker Firm and Closely Packe Not Cooled	Cooled	Not Cooled
2	45	35	12	7	13½	8½
3	55	45	14	10	17	13
10	90	70	20	15	25	20

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PROCESSING OF BEETS.

IN processing beets it is important that the time and temperature employed be such as to insure sterilization, and that the process be conducted in such a way as to conserve the color. There are probably few products processed under more varying conditions than beets. This product is peculiar in that it does not appear to be an acceptable food for many varieties of bacteria. There do not appear to be many spore-bearing bacteria that will grow in beets. On this account beets that are given a relatively short process in boiling water are often sterile, and the boiling water process for beets has been largely used in the industry.

There are some spore-bearing bacteria, however, that grow in beets when they are present, and this fact probably explains the occasional spoilage of beets processed in boiling water which has been experienced in the industry. It is now definitely known that beets should always be processed under pressure. In order that this may be done and the color still conserved, it is essential that the retorts be so arranged as to permit prompt cooling. Of course, with the smaller sizes of cans processed in small retorts, the retorts may be opened quickly and the canned product immediately subjected to cooling. With the larger sizes of cans it is essential that the retorts be piped for rapid cooling under pressure.

I give below in tabular form the processes now suggested for beets. Of course, if the product is not cooled promptly after processing these cooks result in much damage to the color. If the cooling be prompt, however, a satisfactory color may be conserved. The sterilizing value of the cooks given in this tabular statement is far greater than that of any cook in boiling water that has ever been used. These cooks are all equivalent to cooks of more than six hours in boiling water. The latter would, of course, totally disintegrate the beets and entirely destroy the color. With beets, as with many other products, it is found that a high process temperature does not disintegrate the product or destroy the color nearly as much as a process at a lower temperature for an equivalent sterilizing time. To make an adequate comparison, however, of cooks of different temperatures we must bear in mind the relative sterilizing value of these temperatures for a given time. Frequently when such comparisons are made this factor is not kept in mind, and the increased time given products processed with a lower temperature does not merely compensate for the difference in temperature.

Bearing this difference in mind, it is believed that a temperature of 240 degrees should be used for processing beets under all circumstances. Some difficulty has been experienced in applying these high temperature cooks to sliced beets, especially in small containers, because the slices fit together so closely as to impede the distribution of heat between them. It is suggested, therefore, that until this matter receives further study sliced beets should be processed at least 20 per cent longer than whole beets.

Processes for Beets.

	Process time in minute with a retort temperature of†	
	230 degrees	240 degrees
No. 2 cans	50	25
No. 3 cans	50	25
No. 10 cans	60	35-40 (
No. 2 glass¶	55	30

¶The process time given for No. 2 glass jars intended for beets packed in water. If vinegar added, the beets may be processed at a substantial lower temperature or for a shorter time, dependir on the amount of vinegar employed.

†It is suggested that these process times be i creased 20 per cent for sliced beets.

CANNING ITEMS, NEWS AND NOTES

Eau Claire, Wis.—Frank King expects to "put u considerable stuff" this summer, and is interested all things pertaining to the business. P. O. Box 222

Marion, Va.—County Agent Lee M. Cole, Jr., say that one of the farmers in his district is interested establishing a cannery, and will let us know.

Florence, S. C.—J. N. McBride, Assistant Gener Development Agent, Seaboard Air Line, writes:

> "How much money, outside of buildings and site, would be required to put up a modern canning plant of sufficient size and capacity to can from 5,000 to 10,000 tons of tomatoes, 2,000 to 3,000 tons of beans, 2,000 tons of peas? How much liquid capital would be required in addition to operate such a plant!"

The idea is to establish a number of canneri along their lines.

Victor, N. Y.—W. H. Osborn, Honeoye Falls, N.Y R. O. Whitney, Ontario Centre, N. Y., and R. W Smith, of Rochester, have purchased the Victor Pr serving Co. plant, and have incorporated for $75,0(under the name of the Victor Canning Co., incorp rated. They will pack a full line of fruits and veg tables.

Napton, Mo.—A. H. Miller writes he desires t open a canning factory and wants all information, ca alogues, etc.

Corpus Christi, Texas—Lone Star Fish and Oy ter Co. say: "Will shortly start construction of shrimp cannery."

Danesboro, Ga.—W. B. Warthen is considering th installation of a canning factory to handle tomatoe wild berries and kraut.

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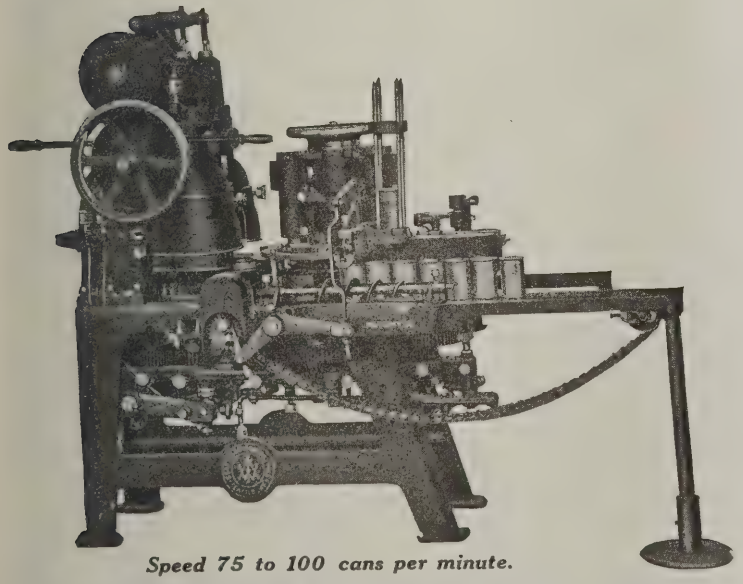
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Canned Cabbage Rich In Vitamins.

By E. F. Kohman

Research Laboratary National Canners Association

This is the first of a series of reports of experiments cooperatively conducted by Professor W. H. Eddy of Teachers College, Columbia University, and Dr. E. F. Kohman, Research Laboratory, National Canners Association, and reported by them in Industrial and Engineering Chemistry, Vol. 16, p. 52, 1924

THERE are statements appearing from time to time, mostly in popular literature, to the effect that canned foods largely lose their vitamin content due to the heat to which they are subjected during processing. The writer has long been convinced that these statements are fundamentally wrong. This conviction resulted from a careful scrutiny of investigations bearing on the effect of heat on the vitamins. Two things were evident as a result of such scrutiny. First, the conditions of heating to which foods were subjected for studying this question were usually not those which obtained in the can during processing, because in many cases the conditions were such that oxygen had access to the foods during heating. Where destruction of the vitamins was observed, particularly in the case of vitamins A and C, the results could be most logically explained on the basis that oxygen was the destructive factor. Second, in the few cases where canned foods themselves were studied there was evidence that the vitamins were not seriously affected. As an illustration, canned tomatoes have been studied more carefully than any other product, and no one has yet reported them to be poorer in any of the vitamins than fresh tomatoes.

A number of investigators have made a study of home cooking methods on the effect of vitamin C in cabbage. These investigations, both in this country and in England, showed that one gram of raw cabbage per day was sufficient to protect the guinea-pig from scurvy, but after cooking it required 20 grams of the same cabbage to accomplish the same result. This was true whether the cooking was done in an open kettle or in a pressure cooker. It therefore seemed an opportune time to make a study of canned cabbage on the same basis. Fortunately, we have been able to do this as indicated in the foot note.

About the middle of November, 1922, an experimental pack of cabbage was put up at Geneva, N. Y. The cabbage had had two light frosts previous to harvesting, and was canned within a few days after harvesting. We know of no cabbage being canned on a commercial basis, consequently we found it necessary to devise our own method of canning. The pack we put up proved to be excellent in appearance and the contents of the can stood up well upon being emptied. The following is the method used:

Cabbage heads were cut in quarters, all the bad outer leaves stripped off and the cores cut away. Then the quarter was cut to fit into a No. 2 can. For our feeding tests it was necessary to have exactly the same known weight of raw cabbage in each can. If the quarter of the cabbage cut out as above described did not weigh exactly 11 ounces it was corrected by adding to or taking from it. With a firm head of cabbage it is possible to get considerably more into a No. 2 can. By using a wooden potato masher—a proper sized round bottle does equally as well—to press the cabbage down, considerably more can be forced into the can.

After the cabbage was packed in cans, these were filled with hot water from the factory tubs and through which live steam was passed to boil it actively for two or three minutes to drive out all oxygen. The cans were then passed through an exhaust box at a temperature of about 200 to 210 degrees F. This required four to five minutes and the cans were then sealed. The experimental pack thus prepared was divided into lots processed as follows:

Lot	Minutes Time	Degrees F. Temperature
1	30	212
2	60	212
3	15	240
4	30	240
5	45	240
6	30	260

Before going into the results of the feeding of these various lots of cabbage it may be of interest to give in some detail the procedure used in making vitamin tests on any food product. Lack of vitamins in the diet leads to deficiency diseases. The disease for each vitamin is specific. Some species of animals are more susceptible to a deficiency of one vitamin, whereas other species may be more susceptible to a deficiency of another vitamin. Consequently, a species of animal must be used which is affected in a clean cut, known manner by a lack of the particular vitamin to be studied. Inasmuch as this was to be a study of vitamin C, the guinea-pig was chosen as the test animal. Vitamin C is known as the antiscorbutic vitamin, because its absence in the diet leads to scurvy. The guinea-pig is an animal very susceptible to scurvy, and a lack of vitamin C in its diet leads to definite, well-known conditions.

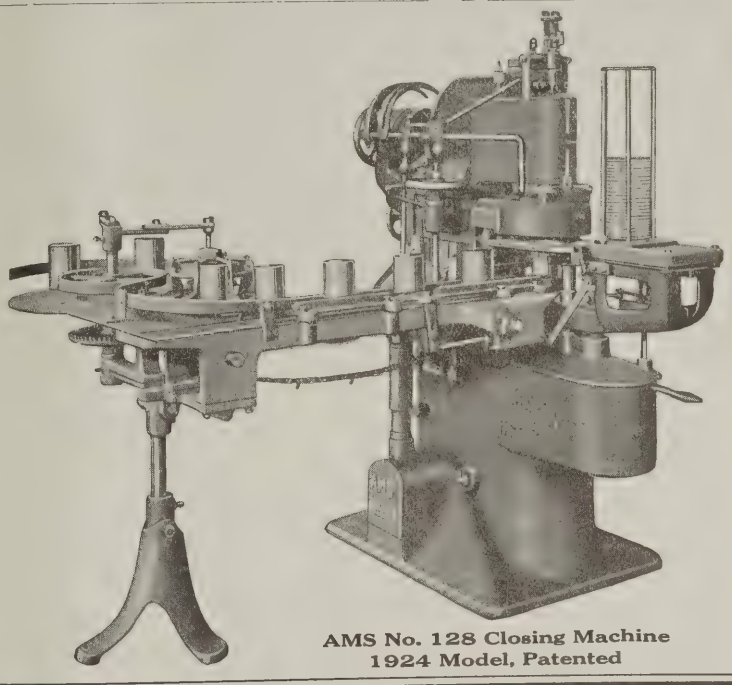
The nutritional needs of animals with respect to carbohydrates, fats, proteins, and minerals is well worked out. Consequently it is possible to make a mixture of a few foodstuffs which will supply all the food requirements of the animal except the vitamins. For this experiment a mixture was used consisting of 59 per cent ground oats, 30 per cent skim milk powder, one per cent salt and 10 per cent butter fat. The butter fat supplied an abundance of vitamin A, while the oats supplied vitamin B, both of which are necessary for the guinea-pig. Skim milk powder has been

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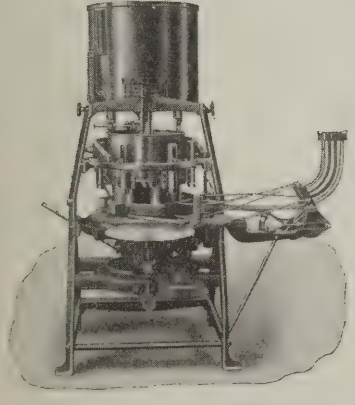
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found to contain traces of vitamin C, and it was therefore subjected to a baking period of two hours at 230 degrees F, in the presence of air to free it of the last traces of this vitamin. It is known the oxidation is destructive to vitamin C, and this treatment has been found effective in freeing the skim milk of its last traces. Ground oats and butter fat are generally accepted to contain no vitamin C. On a diet consisting of this mixture a guinea-pig will die of scurvy usually within 20 days. A control lot of guinea-pigs was fed this mixture in order to show definitely that it was free from vitamin C. This proved to be the case, because the guinea-pigs all succumbed to scurvy and died within the usual period. In order to test the various lots of canned cabbage for their vitamin C content, the above diet with varying quantities of cabbage was fed daily to other lots of pigs, until the least amount that would suffice was found.

In the first test 15, 20, 30 and 40 gram amounts were fed to different lots of guinea-pigs. This soon proved to be more than was necessary. A second test was then made feeding 5, 10 and 15 gram amounts daily, and here again the guinea-pigs were protected against scurvy. In the final series p, 4 and 8 gram daily feedings were used. Two grams proved to be inadequate, as the guinea-pigs succumbed to scurvy, but the 4 gram amounts were adequate to supply them with sufficient vitamin C. This shows that the canning process used produces cabbage cooked and ready for the table with a vitamin content approximately five times as great as cabbage cooked by home methods.

Another striking outcome of this experiment is the fact that within the wide range of processes used, i. e., between 30 minutes at 212 degrees and 30 minutes at 260 degrees F., no difference was noticeable in the test for vitamin C. In other words, if the heat was a factor in vitamin C destruction, it was too small a factor to be detected by the customary method of testing. This was true in spite of the fact that the highest cook used (260 degrees F.) is considerably higher than is ever used in the canning industry. According to a heat penetration determination, 25 minutes at 240 degrees F. is an adequate cook for cabbage packed according to the method described above. The lower cooks were used to have a wider range of temperature, and not as possible commercial processes.

There is another outcome of this experiment which may be of considerable significance, but which must be further investigated before arriving at final conclusions. At the time that this cabbage was cooked a barrel of the same lot of cabbage was shipped to Columbia University with the intention of feeding it in the raw state as a comparison with the cooked product. One gram per day of this cabbage was fed to one lot of guinea-pigs. In about the middle of January, 1923, after the experiment had progressed about a month, it became evident that one gram was inadequate to protect guinea-pigs from scurvy. In feeding this raw cabbage the outer leaves, which were somewhat wilted, were discarded, and only crisp inner leaves fed. In view of the fact that in several experiments that have been previously conducted with fresh raw cabbage one gram has always proven adequate, the possibility is suggested that during storage vitamin C is lost. In the canning industry it is well known that canning fresh from the fields is one of the essentials in high quality packing, and evidently this is true for vitamin preservation.

Three grams of canned tomatoes per day have been found to be adequate for a guinea-pig as an antiscorbutic, and as a result canned tomatoes are now generally accepted to be a rich source of vitamin C. In fact, the juice of canned tomatoes is used in many hospitals in place of orange juice as a supplement to pasteurized milk. In the World War canned tomatoes were included in the ration by virtue of their antiscorbutic content. In the basis of the outcome of tests on canned cabbage, we must class it also as a rich source of vitamin C. Recently corn beef and cabbage has been voted the most popular men's lunch. What would a soldier in the trenches say to a lunch of corn beef and cabbage? This is a suggestive question for the canner looking for new fields. Moreover, many a housewife would gladly use cabbage more frequently if she could avoid the odor incidental to cooking it. Canned cabbage would solve her problem, yet at present she is unable to buy it. This is a vegetable which is in season in the late fall, and hence offers an opportunity to extend the period of operating a canning factory.

OYSTERS—THE WORLD'S MOST VALUABLE SEAFOOD.

By Harrison W. Vickers, Jr., Commissioner, Conservation Department.

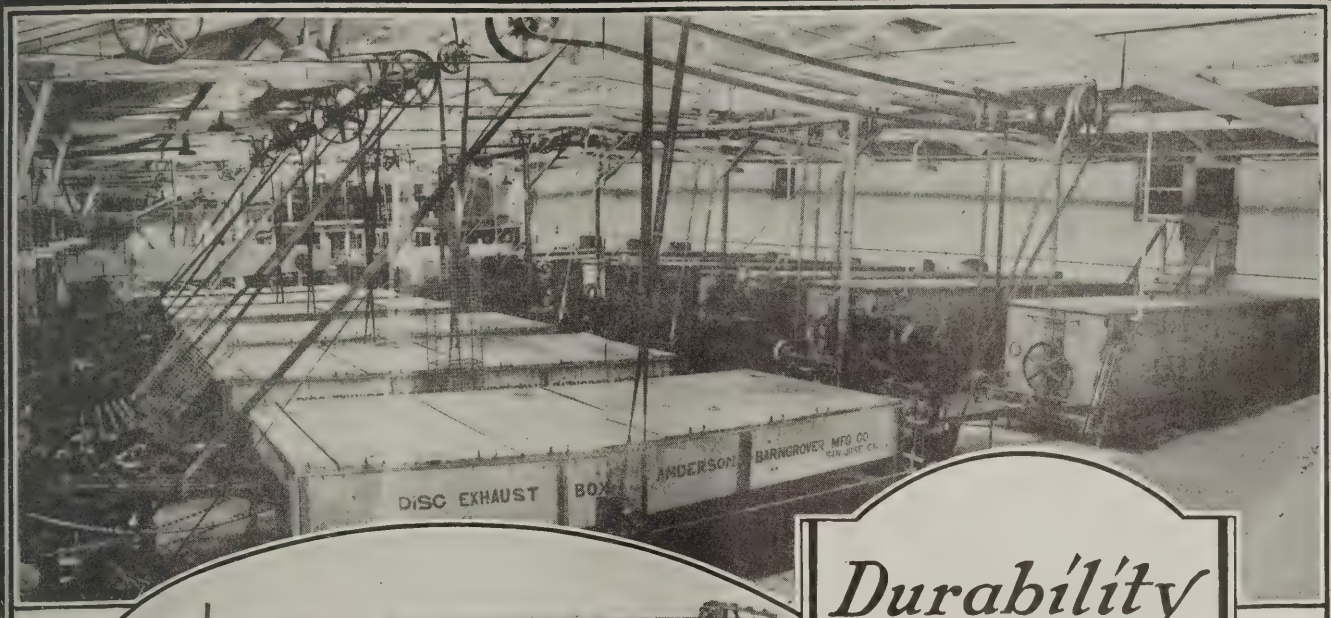
From the January, 1924, Maryland Conservationist.

IN writing this article I have referred to parts of a paper which I submitted on this subject at a meeting of the American Fisheries Society, at Madison, Wis., in 1922, as it outlines to some extent the past history of the oyster industry of Maryland, in addition to giving some valuable statistics, which I trust will prove to be of public interest.

Oysters are the most popular and the most extensively eaten of all shellfish; economically they are the most important of all cultivated water products, and, with the single exception of the sea herring, the most valuable of all aquatic animals. The oyster crop of the world in the year 1913, according to Government statistics, amounted to over 42,000,000 bushels and was valued at nearly $25,000,000. Of this output, the share of the United States was 88 per cent of the quantity and 69 per cent of the value. Of the remaining portion, fully 50 per cent belonged to France.

It is my intention, in this paper, to deal with the oyster problems of the Atlantic and Gulf coasts, and especially of the Cheaspeake Bay, the world's greatest oyster ground. Any food product of so great commercial value as the oyster and one which has given a livelihood to thousands of citizens for generations, warrants the most serious consideration of those entrusted with the care and preservation of the nation's fisheries.

The natural oyster bars and rocks of the North Atlantic States became practically exhausted many years ago. The oyster culturists of those states had no opposition when they determined to raise oysters by scientific methods. The main thing they lacked was the oysters to furnish the spawn and the seed oysters for the start in the industry. Naturally their attention was focussed on the section of the greatest natural production—Cheaspeake Bay. Then followed the greatest transplanting of oysters ever known in the history of this country. From 1875 to 1900 it





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Hundreds of satisfied customers testify to the unfailingly dependable operation of these rugged, simple and safe sterilizing units which is not the result of favorable circumstances, but the logical recognition of good reliable service.

The A-B Cooking Unit is more than a product of steel and iron— it is an essential in the production of *uniformly cooked products*, a determining factor in the progress of its users because it facilitates the handling of the pack giving the most in output and quality for the least cost of operation.

Full Particulars From Any Of The Following Offices—

Durability

Not a matter of speculation with A-B Cookers and Coolers but actual performance over a period of years reveals the facts that sturdiness and correct workmanship enables them to resist hard usage and even time, long after less durable machines have come and gone.

The Anderson-Barngrover ideal of building a wealth of surplus strength into every part of this equipment to increase its years of usefulness— means a permanent installation and continued satisfaction ten years from *now* with your purchase of today.

ANDERSON-BARNGROVER MANUFACTURING CO.

Main Office and Factory, SAN JOSE, CALIFORNIA

BALTIMORE, MD.
S. O. Randall's Son
409 Marine Bank Bldg.

PORTLAND, ORE.
Cyd Gaskill
92 First Street

CHICAGO
S. G. Gorsline
844 Rush St.,

LOS ANGELES
Earl Anderson
502 E. Third Street

SAN FRANCISCO
A. G. Caldwell
104 Pine Street

was a common sight to see a dozen or more three-masted schooners from New England anchored in the waters of Tangier Sound, loading seed oysters, marketable oysters, and shells, which had been scraped from the rocks of the Sound, to be freighted to the northern planting grounds. The Maryland oystermen were pleased with the idea of a market, especially in the early spring, and no thought was given to the fact that they were selling their future livelihood. Tangier Sound alone was at that time producing about 4,000,000 bushels of oysters a year, and it required many years for the fishermen to awaken to the fact that the oyster rocks were exhaustible. It was but a few years after the transplanting of the Chesapeake oysters, however, before the New England oyster culturists started on their successful career as oyster growers. The cultivated oyster commanded a higher price and the product was marketed in a manner which greatly increased its value. The little State of Rhode Island developed bottoms which brought in considerable revenue, the oyster planter paying a rental of $10 an acre a year. The State of Connecticut sold its bottoms in fee, a great mistake from the State's standpoint, as was later realized, since it materially reduced the annual revenue from oyster bottoms.

It is said that until 1910 Massachusetts, Rhode Island, Connecticut, and New York were most successful with the cultivation of the oyster. The culturist had met and overcome all difficulties. The most dangerous and serious enemy to the northern bivalve, the starfish, had been successfully controlled by means of "tangles", and even the drill, with its rasping tongue did not effect successful oyster propagation in Ne England waters.

For practically the past 10 years, however, the n cessary set of spat has failed in northern waters, a thousands of acre of the best planting bottoms a now considered of little value. The cause of this se ious setback has been investigated by the Bureau Fisheries for several years, and while their report this subject has never come to my attention I unde stand the pollution of the waters is largely responsib for the lack of young oyster larvae, and the most se ious pollution has been found to be caused by oil slud from oil-burning ships.

The South Atlantic States, and especially Louis ana, which borders on the Gulf, have made much pro ress in oyster propagation, and have experienced noteworthy augmentation of yield during recent yea A government report in 1913 gave the seven leadi oyster states at that time as Rhode Island, Connecticu New York, New Jersey, Maryland, Virginia and Lou siana; in each of these states over 1,000,000 bushe of oysters were marketed annually. Virginia was t ranking state as regards production, with over 6,00 000 bushels, followed by Maryland with over 5,500,0 bushels and Connecticut with 4,000,000 bushels. A regards value of oysters taken, Connecticut and Ne York led, with over $2,500,000 each, followed by Vi ginia and Maryland with about $2,250,000 each.

One of the highest authorities in this country on said that nowhere in this country is there any excu for continuing to rely on public oyster grounds a sources of supply, and the proposition to discourage

VIRGINIA CANS

Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling West Virginia

NEW YORK OFFICE
Room 1313-32 Broadway

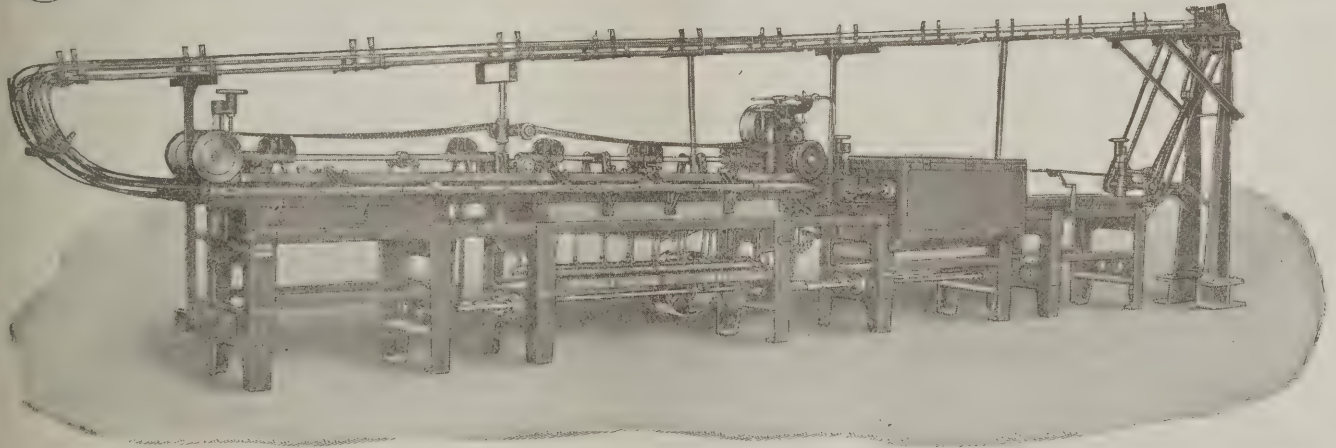
CHICAGO OFFICE
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INDIANAPOLIS OFFICE
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DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

Automatic End Soldering Machine With Wiping And Cooling Attachment.



The many unique features of this specially designed machine have proven very efficient for soldering and wiping the ends of all sizes of round cans. This machine is equipped with single drive pulleys for operating the entire machine except conveyor chains. The drive for can conveyor is independent so that the cans will not remain in soldering mechanism if the operation of the remainder of the machine is discontinued.

One of the essential features is the method employed in soldering, whereby the solder is applied to side only, leaving the end bright and free from solder, adding greatly to the appearance of the can. The runway guides in wiping attachment are hinged so as to allow quick removal of wiping brushes. The soldering rolls may be adjusted while machine is in operation.

The machine is supplied complete as shown, including elevator and runways.

Let us show you how to improve the appearance of your cans.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

prohibit individual control of land for agricultural purposes would not be less absurd than to prevent or retard the acquisition of submerged lands for agricultural purposes. It would seem that this is a most reasonable and progressive statement, yet representing a part of the Chesapeake Bay region, where we have always had to depend on our large natural oyster rocks for production, I feel that we must still rely on our public grounds and adopt strong conservative methods to prevent their depletion. The 1913 statistics of the oyster industry show the preponderant importance of Chesapeake Bay; an output of over 11,000,000 bushels, which includes Maryland and Virginia, valued at more than $4,250,000, and the production of the Bay since has not varied more than 2,000,000 bushels from these figures.

In reviewing the statistics of the production of the oyster-producing bottoms of Maryland between the years 1865 and 1920, it may be of interest to know that these botoms produced 453,000,000 bushels of oysters which had a money value of $200,000,000, or an average of $3,571,428 a year. The greatest production in Maryland was between 1873 and 1893. The survey of the oyster bars of Maryland, 1906-1912, showed that the natural oyster rocks beneath the waters of the State covered over 200,000 acres at that time, although many thousands of acres had become depleted since 1885, and this depletion was on the increase.

Believing that it is essential to maintain the natural oyster bars and rocks in the waters of the State of Maryland, we are returning cultch, in the shape of oyster shells, to the partly depleted bottoms, and are leasing barren areas with suitable current and density conditions for oyster culture. During the long per from 1865 to 1920, aside from the cull law on the n ural oyster rocks, nothing whatsoever was done maintain the oyster bars. The fishermen of Maryl continued to resort year after year to the bars fo livelihood, and this overfishing naturally causes de tion. During the past two seasons over 428,545 bu els of shells have been carefully scattered on selec depleted bottoms with excellent results. The wri is informed that the State of North Carolina has a adopted this method. It is not believed, however, t this method will restore the natural bars to their or inal condition, but it is believed that shell planting w stem depletion and conserve this great natural wea lying beneath the waters of the Chesapeake.

For a real understanding of the true oyster c ditions in this State I think best to give the follow data showing marked decrease in the number of p sons engaged in the industry and their catch for e year during the past ten years:

Seasons	Tongers	Scrapers	Dredgers	No. Bus Oyster
1913-14.....	6210	599	571	
1914-15.....	5896	613	557	4,576,9
1915-16.....	5715	599	465	3,656,0
1916-17.....	7299	730	406	4,120,8
1917-18.....	5562	378	309	2,461,6
1918-19.....	3688	402	222	3,743,6
1919-20.....	5232	407	322	4,592,0
1920-21.....	5439	455	324	4,959,9
1921-22.....	6230	533	261	4,435,1
1922-23.....	5543	460	295	3,687,4

We Manufacture for Canner:

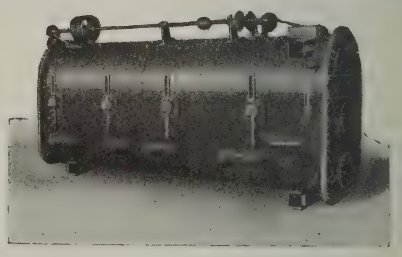
VERTICAL PROCESS KETTLES
HORIZONTAL PROCESS KETTLES
AGITATING PROCESS KETTLES
AUTOMATIC PROCESS KETTLES
CRATES
COOLING TANKS
TROLLEYS
STEAM HOISTS
PICKING TABLES
PEELING TABLES
PEA WASHERS
CAN RUNWAYS
TROLLEY TRACKS
EXHAUST BOXES

For Milk Packer:

SWEETENED MILK FILLERS
EVAPORATED MILK FILLERS
STERILIZERS
AUTOMATIC STERILIZERS
SHAKERS
AUTOMATIC SHAKERS
CONTINUOUS SHAKERS
TRANSFER TABLES
TRAYS
TEST STERILIZERS

ANY SPECIAL CANNING MACHINERY

Berlin Quality Pays



Continuous Cooker

Berlin Continuous Cooker

A new principle has been brought out in this machine. By obtaining a heat balance between the heat absorbed by incoming cans and heat slipping from compartment to compartment. You may at will of operator.

VARY TIME OF COOK WITH CONSTANT SPEED
VARY TEMPERATURES OF COOK WITH CONSTANT SPEED.

Made in four sizes any capacity.

BERLIN CANNING MACHINERY WORKS

(CORPORATE NAME SCHAEFER MFG. CO.)

BERLIN, WIS.. U. S. A.

S and PEERLESS

Long Life

lowing up? No---Nor
ry consideration in the
any other Kettle. The
d cast iron---giving tre-

% overload

y processing is seldom
uilt to stand at least 30.
leaks are thus assured.

Details

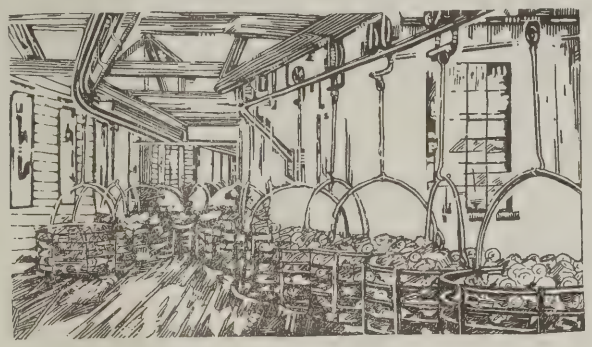
rs. *Rivets* are actually
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ou complete with three
steam gauge, and the
--an absolutely depend-

r Kettle. Then decide

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QUALITY



Sprague Sells Tramrail System

We manufacture complete Tramrail Systems, tracks, trolleys, crate hooks, switches, curves, etc. Can supply entire outfit or only such parts as you require to build your own.



Sprague Sells Crates

Many Sprague Crates have stood the hard knocks of thirty seasons and are still giving service. Can anyone else say this?

Let us quote you on your requirements. Our prices are fair---our policy right.

Address inquiries to

Sprague Sells Corporation
500 North Dearborn Street, Chicago, Ill.

Sales Agents for Pacific Coast
Smith Manufacturing Co., Inc.
San Jose, California

EQUIPMENT

o, N. Y. and the Sprague-Sells Corporation, Hoopeston, Illinois

This clearly shows that although there has been a gradual decrease in the number engaged in the industry, the catch has about held its own.

In order to increase the oyster output and restore the oyster beds, it is necessary to adopt some broad plan, such as extensive shell-planting and transplanting of small oysters. The success attained by the present Department in shell-planting demonstrates that if this policy is carried out on a large scale depletion could be stemmed and the oyster rocks built up.

I feel that it is demonstrated that shell-planting is a success, and the only practical cultch to restore the oyster bars. Some packers have advocated the transplanting of small oysters. From a planter's standpoint this is practical, but from the standpoint of economy and perpetuation of the natural oyster bars it is impractical, because as soon as the small oyster is matured it is removed from the bed, which leaves the rock as bare as before planting. In addition to this, the cost of seed oysters transplanted would be between 25c and 40c per bushel, and this feature would be prohibitive.

The oystermen, both tonger and dredger, have had a most profitable season, and the price of oysters has far exceeded any market in the past. Packers have been compelled to meet the prices demanded by the catcher, consequently I doubt if their profit is commensurate with the amount of money they have invested in their business. It is well to call attention to the fact that in so far as the oyster industry of this State is concerned sufficient revenue is derived from licenses and tax to pay all expenses of the Oyster Navy and Oyster Inspectors, and have a surplus over and above all expenses incident to this Department for carrying on its supervision of this branch of the work. Any deficit which requires an appropriation from the general treasury of the State for this Department is caused by it being required to maintain boats and inspectors for the purpose of protecting and propagating commercial and fresh water fish and for collection of licenses and inspection of crabs. Only a $1 license is required of the crabber, consequently only a small sum is received by the State for this privilege. The fish license is also nominal, and with these two continual drains on the revenue received from the oyster industry, we are required to seek an annual appropriation, not for the purpose of meeting any shortages in connection with the oyster industry, but to make up continuing deficits in the fish and crab industries.

The crab license should be increased from $1 to $2.50, with a license of $1 on minors under 16 years of age. The Anglers Associations of this State, recognizing the fact that they should contribute toward the cost of maintaining the fresh water fish hatcheries, have indicated their willingness to pay a license for the privilege of catching fish in streams stocked by this Department. In many other states anglers pay a license in conjunction with their gunner's license. As the catching of fresh water fish is strictly a sportsman's proposition, this branch of the work should be transferred to the Game Department, thereby relieving this Department of an expense of from $10,000 to $12,000 yearly, for which no revenue is received, and which amount up to the present time has been paid from oyster receipts. The oyster industry should not be called upon to support either the commercial or fresh-water fish industries or the crab industry. This Department, in so far as revenue is concerned, must deal with oysters, fish and crabs from a commercial standpoint, and each industry should be self-supporting.

STANDARDIZATION OF CANNERY TOMATOES.

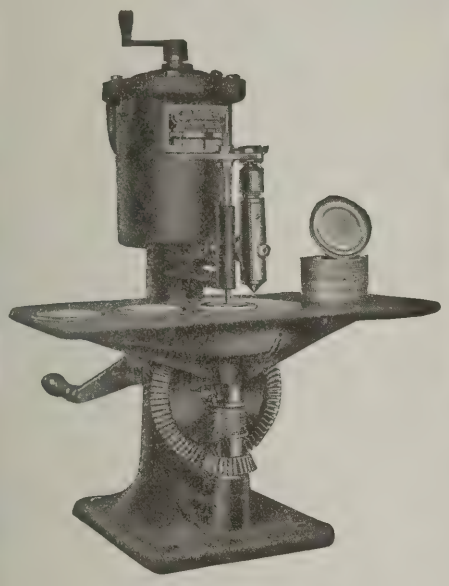
TENTATIVE grades for cannery tomatoes have been formulated by the U. S. Department of Agriculture for the purpose of providing a basis for agreements and purchases of raw material used in the manufacture of canned tomatoes and tomato products. It is hoped that the use of specific standards will produce better business relations between manufacturers and growers, and ultimately result in a measurable improvement in the quality of the stock delivered to the cannery.

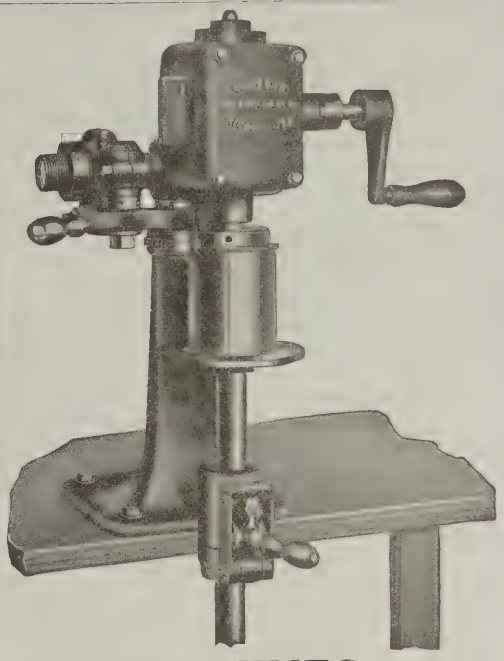
The principle of standardization is now firmly established and becomes more popular each year, the department says. Grades are widely used in the buying and selling of farm crops, and are now considered a necessary feature of any well-ordered system of marketing. It is felt that grades probably can be made applicable to most, if not all, of the fruits and vegetables grown for canning purposes.

Up to the present time there have been no standard grades for cannery tomatoes. Some manufacturers have endeavored to buy on more or less definite specifications, but there has been little uniformity in the terminology and application of such locally drawn standards. Establishment of federal grades will enable all canners to buy on a quality basis and enable growers to sell tomatoes at prices commensurate with the quality delivered, the department says.

Success of the department's system of grading cannery crops seems to depend largely upon the establishment of definite gradations in price to conform with the variations in quality and condition, it is pointed out. Such price gradations will furnish a stimulus to the grower to strive to deliver only a high quality product, in order to secure the attendant premium. A fair basis for discounting deliveries of low grade tomatoes will also discourage the grower from delivering low-grade stock, and bring about a marked improvement in the quality of the tomatoes grown and harvested. The grower who finds that he is unable to produce tomatoes that will grade U. S. No. 1 will be inclined to discriminate more carefully in the purchase of his seed or plants, and will focus his interest on the elimination of the unproductive and poorly adapted strains of tomatoes and the constant improvement of a few well-selected varieties, the department feels.

Growers of cannery tomatoes will not be expected to use the proposed grades as a basis for separating the crop into two or three classes before hauling to the cannery, as this probably would unduly increase handling costs. Canners ordinarily are not equipped to handle lots of different qualities separately, and since individual lots lose their identity immediately after being unloaded, there would be little advantage in doing extensive sorting of the crop in the field, the department says. It is felt that the more logical plan would be for manufacturers to employ the standards as a basis for sampling the loads as they come to the receiving platform, thereby ascertaining the grade and fixing the value of each load.



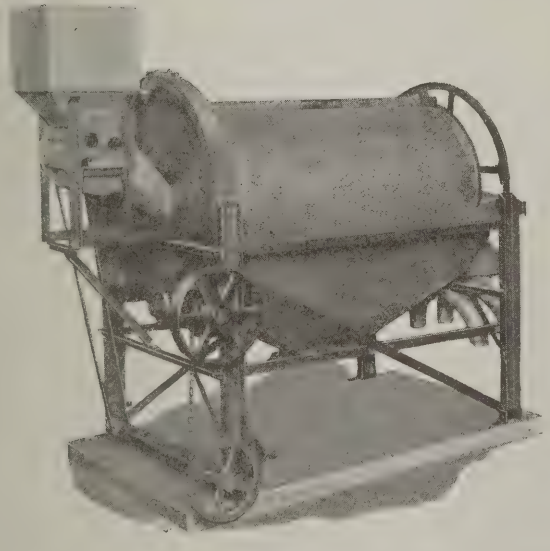


CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.** 23

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

The principle of buying cannery tomatoes on grade is meeting with considerable interest among canners of tomatoes and tomato products, and several manufacturers have indicated their intention to try out the proposed Federal standards as a basis for their buying next season. One manufacturer in Southern New Jersey has incorporated the U. S. No. 1 grade in his agreements with the growers. In Western New York the grades will be used by one large operator on a portion of the acreage which he has under contract for 1924. Indiana canners have assured the department that they are heartily in accord with the efforts being made to formulate a fair and workable system of grading, and have offered their co-operation in getting such a system established uniformly in that State.

The tentative grades have been approved and adopted unanimously by the Tri-State Packers Association, an organization representing the cannery interests of Delaware, Maryland, and New Jersey. It also is reported that the proposed grades probably will be established as legal grades in New Jersey by the Bureau of Markets of the State Department of Agriculture.

INDIANA CLAIMS THE TITLE

A Canned Foods Week Lesson

The following is an Editorial as it appeared in the Indianapolis Star of February 29, 1924

WORLD'S TOMATO CAPITAL

It is a distinction worth while to be known as the world's tomato capital, a term applied to Indianapolis by a speaker at a Rotary Club meeting on Tuesday. For the tomato is a noble product. It is commonly designated as a fruit, and that seems the proper name, but, scientifically, the plant is described as an "herb," and there are botanists who class the growth upon the herbaceous stems as a vegetable. By any name, however, it is a creation of which to be proud.

It is, in fact, a human creation. To nature, of course, may be given the credit for the original plant, with its little berrylike product called "love apples," and regarded as poisonous, doubtless because of the botanical relationship to the night shade family. There are people now living who remember the love apple, a plant or two of which was sometimes grown in a corner of the garden as an ornament. But there were miracle workers with plants long before Luther Burbank's time, and among them were some who took the love apple and developed it until the red berries became wonderful growths—beautiful globes weighing a pound or more each, or the "beefsteak" variety even larger—all of the richest shade of red, sometimes verging almost into purple.

The cultivated triumph of the garden is not only a valuable and valued addition to the long food list of America, but is also a delight to the eye. The tomato is one of the most decorative of garden products. Piled up in baskets or on tables in market, it adds beauty of color to the food supplies. As salad it lends a pleasing bit of color to a dinner table, and as food it is a perennial and universal favorite. Raw, cooked in innumerable ways, made into sauces and soups, pickled, preserved, canned, it is a standby of the housewife and the cook, and a dish of which no consumer tires.

It is not surprising to hear a man experienced in the canning industry say that the best tomatoes are raised in Indiana—the largest and best flavored, provided with the most perfect blend of salts and sugars. How could it be otherwise those who know the merit of our home product will ask. And when from another authoritative source comes the assertion that the fruit is of rich vitamin merit, who could surpass it? Let us be proud of our State's new honor.

SIR EDWARD PENTON'S FAMOUS FIRM TO REPRESENT ARABOL ADHESIVE IN ENGLAND

Head of Prominent English House Closes Negotiations for Handling Products of the Arabol Manufacturing Company in British Isles.

THE industry may be interested to know of important arrangements recently completed between Sir Edward Penton and the Arabol Manufacturing Co., whereby the entire line of Arabol adhesive products will be carried in London and promoted throughout the British Isles by one of the largest and best-known houses in England.

Sir Edward Penton returned to England on February 16th after spending three active weeks in this country, during which time he closed negotiations with the Arabol Manufacturing Co., and attended the National Shoe Retailers' Association Convention in Chicago, February 11th to 14th. He also visited Boston, where he was the guest of honor at a dinner given at the Harvard Club by Mr. Everit B. Terhune. A large number of prominent New England business men were present at the dinner and had the pleasure of meeting the distinguished visitor.

The arrangement just effected means that E. Penton & Son will actually carry in their London warehouses the full line of Arabol gums, glues and pastes for labeling, wrapping and sealing. This will enable them to supply the British industries from stock, with identically the same adhesive products now being furnished to the trade in the United States and Canada. American machines for labeling, wrapping or sealing food and drink containers, are rapidly being installed throughout the British Isles, and there is a corresponding demand for the proper adhesives to use on these machines. In addition to handling such gums for both machine and hand application, the house of E. Penton & Son will carry the full line of Arabol adhesives for boot and shoe manufacturers, trunk and bag manufacturers, paper box manufacturers and various other fields of industry which are already served in the United States and Canada by the Arabol plants. Incidentally, the Arabol Manufacturing Co. is the largest organization in the world specializing in the manufacure of adhesives for all purposes. Established over 36 years ago, the Arabol Company today operates three large up-to-date factories in Brooklyn, N. Y.; Chicago, Ill., and Brampton, Ont., and more than a hundred different classes of industry are supplied from these plants. Besides their three main offices in New York City, Chicago and Toronto, seven branch sales offices are maintained in the United States for the purpose of covering the entire country.

Sir Edward Penton predicted a large expansion in the sale and application of Arabol products throughout the British Isles.

SUNSHINE FROM OREGON.

Corvalis, Ore., January 28, 1924.

"Enjoying fine winter; bright, sunshiny days intermingled with light, warm rains. Average temperature about 50. Been doing some field work with the growers. Everything points to a fine crop of fancy quality fruits in 1924. Contracting of strawberries very active. Most canners have contracted all the available crop of Western Oregon. Growers are accepting reasonable prices for their crops.

"However, prices of future canned foods will open slightly higher in 1924 than in 1923."

Sent in response to a "crop report" card mailed out by us last summer, and we're glad to get it. Aren't you? Who has another?

THE MERCHANDISING BROKER.

By S. C. Bell.

BEEFSTEAK smothered with onions, facts smothered with adjectives, is the impression one gets in reading the learned dissertation entitled "The Merchandising Broker" in your issue of January 2.

The writer misses your point entirely. Never have we heard any criticism of the merchandise broker who handles consigned merchandise, or who makes up pool cars; our observation has been that the criticism has been directed against the so-called "Merchandising Broker" who buys merchandise on his own

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

Peas, Beans, Corn, Beet, Tomato, Cabbage

All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.
CAMBRIDGE, N. Y.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

account, and sells it. His position is within the law; so apparently was the "Teapot Dome" scandal, but not above criticism. Above criticism if he will represent himself as a jobber, but not if he represents himself as a broker. Let him call himself what he is, and not endeavor to sail commercially under two flags.

Can a food manufacturer expect to receive authentic information on market conditions from a so-called "Merchandising Broker" whose interests primarily are to own merchandise at the lowest possible price?

As a food manufacturer we want brokers, not jobbers representing themselves as brokers. It isn't a very long story. We never heard of a junk dealer classified as a wholesale hardware merchant, so why classify a jobber as a broker?

"Merchandising Brokers" whose purchases and sales total over a million dollars per annum are still classified as brokers, and are officers in local brokers' associations and members of the National Association as well. These are facts, not adjectives.

JUST NOW.

F. H. Bilderback, Bristol, Pa.

Just now I'd like to listen
To the patter of my feet,
At Palm Beach or Miami
Where the air is balmy sweet.

To follow all the song birds
To that spicy, flowery land,
My spirits would awaken
Digging fissures in the sand.

Gazing at the white-capped billows,
Sniffing 'long the ocean spray,
Jumping in my bath regalia,
Floating idly 'round all day.

Then at dusk you part the incense
As you saunter to your bed,
Oh, the world is full of grandeur
In that land where flowers wed.

Here I'm groping for that dollar
That I never can quite catch,
While the sparrows keep on twitting
It's most time to leave your hatch.

EXTRA COPIES
THE
1924 ALMANAC
$1.00
Order Quick
THE CANNING TRADE
Baltimore, Md.

Continental
PICK-UP GUMS
never harden in the barrel
guaranteed by
The Continental Mfg. Co., Inc.
2010 No. Hope St., Philadelphia, Pa.
Originators of
Industrial Pastes
Since 1911

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the lowest figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co.

New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.40	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.15	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.55	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No. 3, f.o.b. Baltimore	1.30	1.40
Standard, No. 3, f.o.b. County	1.25	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	62½	.70
Standard 1s, f.o.b. County	6 2½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	4.00	....
Michigan, No. 10	....	....
New York, No. 10	4.00	4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	4.50

APRICOTS‡

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.30
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.40	3.40
Hawaii Sliced, Standard, No. 2½	3.15	3.10
Hawaii Sliced, Extra, No. 2	3.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.40	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	2.90	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.35	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MARCH 10, 1924

WEEKLY REVIEW

Canned Foods Business Has Settled Into Steady, Regular Demand—Demand for Both Spots or Futures Good or Bad "As to Seller"—Most Spot Articles Firm or Advancing—Futures Selling Steadily—Brokers Quote Prices on Futures.

AS TO SELLER—Spot business in canned foods is reported by most brokers as being rather quiet this week, and not a few operators are surprised at this because usually at this season of the year there is a good, brisk demand for the full line of canned foods to meet early spring seaside requirements. Time was when the market depended rather largely upon this "hotel demand" for good business at this season. Average popular consumption has caught up with this former relatively heavy demand, and so this trade, while welcomed now, cannot longer be said to be unusual. It is all now in the course of a day's business. But one thing is very noticeable: the canners who sit down and wait for trade to come to them—and because of the unusually well cleaned up condition of all spot stocks, the tendency, if not the temptation, of most canners is to so wait—are finding the market dull. On the other hand, those few canners who are up and astir after trade, putting some selling efforts behind their goods, are finding that business was never better. So, when you come to judge the market condition, you must take into consideration this phase, and hence we say "as to seller." Canned foods consumption has grown to such a size, and seems to be gaining like the snowball rolling down hill, that if ever the great body of canners learn to put selling efforts behind their goods, and not be content to idly sit down and wait for some buyer to come looking for bargains—at the lowest quoted prices in the market—this page, and any market report as to prices, will hold scant interest for the industry. The best market advice that we can give to the industry today is to note a slow, but certain, change coming over the marketing of canned foods. Observant canners are becoming aware that the best buyers are no longer squabbling over a difference of 2½c per dozen for the kind of goods they want, from the sort of canner they have learned will deliver them. In other words, they are buying reputable goods from reputable and dependable canners without much haggling, whether they be spots or futures, and the effect of this is beginning to tell upon all canners. It is just one more result of quality, and it is the most certain result in all the market considerations.

The jobbers know that the consumers will continually take a satisfactory article in canned foods at a fair price which pays them a profit, the one all-necessary thing, above all others, being that the goods always prove satisfying. This does not mean fancy goods in all instances, but just a good average high quality and the absence of poor, watery or otherwise unsatisfactory goods in with what purport to be the good goods. When a canner has established himself as a packer of such goods, the jobber sticks to him, and is glad to do so, and is glad to pay him a price that will insure a continuance of such a supply. You see that in the cleaned-up condition of spot goods from such hands, and in the number of such canners sold up on futures at this time. No rule, of course, works absolutely, and there must be holders of spot goods of quality today, and some canners of such quality goods who are not sold up on futures as yet; but that is because the jobbers have not run across them; and they have not run across them because, as we said above, they have been sitting idle, awaiting the coming of the buyer. Prove this for yourself. Note how carefully the good buyer inquires as to the packer of the spot goods offered now: are they good gods, dependable and up to standard, The day of price and price only is passing, and we hope forever. It will be forever if the canners make it so. And there is only one way to make it so: Pack Quality. Of this you may be certain: there is an ever-increasing number of canners who have nailed the flag of quality to their masts, who have packed quality goods for the past two or three years, and will pack nothing else in the future. Their number is large—larger, perhaps, than a whole lot of market jugglers would like to believe—and it is growing, and for the same reason the number of uncertain, non-dependable, take-a-chance canners is growing less and less. And it will be smaller in 1924 than ever before. And it had better be, especially on futures, because the packs will be fairly large, if Nature permits it, and if the goods are not up to quality, the sellers may expect rejections.

THE MARKET—From most sections come reports that Canned Foods Week is causing heavy consumption of retailers' stocks. Chain stores say they are passing out immense quantities of canned foods of all kinds. Beyond a doubt the ultimate result of this great work will be a further boost in the consumer numbers and greater demands upon the rapidly lessening supplies. Then must come the heavier demands for replacements. The spot market needs no such boost; it is as strong as one could wish. And it probably will not be much stronger. The buyers are taking their supplies in a very quiet, small way, and not running the prices up against themselves. In many sections there are clear indications that the consumers will not pay higher prices for the goods—that they have reached the ultimate point so far as the average consumer is concerned. Therefore, if heavier demand should force the prices higher, consumption will slow down and with it further demand. The encouraging feature is that the demand will, almost certainly, clean out all markets before new goods can be produced.

Barring pumpkin, on which there has been a drive to clean out spot stocks, and which records a drop to $3.75 from $4.25 in this market, all changes in prices have been in an upward way. No. 3 sieve peas, in this market have advanced to $1.45, and No. 4 sieve, which were out of quotation for a long while,

have reappeared and are quoted at $1.40. All spot peas are strong, and futures, if possible, even stronger.

Succotash, with green limas, has advanced to $1.60, with dry limas at $1.40 and the Maine article is out of quotation.

No. 3 sweet potatoes have advanced to $1.30 in the county, and to $1.40 in this city, and No. 10s are held at $4.00, with supplies of all kinds cleaning up well.

There have been rumors set afloat in the Central West and elsewhere that spot tomato prices might be expected to slump. It would be interesting to learn the real reasons why, if the rumor-mongers have any real reasons. Hardly necessary to say that they intimate that the jobbers have big blocks of goods in hiding or holding, and that other blocks are ready to topple on the market any time. The manner of buying, with rush orders attached, belies this, if the manner of conservative buying for the past year or more did not do so of itself. It might be well to remind the tomato speculator or interested buyer that all records for high prices in tomatoes have always occurred in the late spring months—and that these months are still ahead of us. When the curtain is run up on the 1924 tomato canning season, we believe they willl find the stage completely bare of canned tomatoes. That is how it looks today. Even canned apples have joined the upward procession and are now quoted here at $3.25 for No. 10s.

Salmon will have to be added to pumpkin in the downward column, as it is quoted in our pages this week at $1.30, as against $1.35 previously.

FUTURES—Future tomatoes are said to be selling fairly well, without any undue excitement or in excessive blocks. Canners whose reputations for good quality goods are known are having less trouble booking a satisfactory amount of business than others, and at prices without haggling. Some canners, of course, are still like Barkus, waiting and willing. The situation is somewhat disturbed by occasional offerings of "a limited quantity" at below going prices. That means a reduction of about 2½c, generally from the market. As there are uncertain canners, so there are also uncertain buyers, and the goods, therefore, find a market. Prices are as we last quoted them.

Future corn was in somewhat better demand. There have been buyers looking over this market for their corn supply, caused possibly by the filling up of the Western corn canners and of some other sections. One might well be warranted in believing that there has been more future corn sold than generally intimated. Orders are moving onto the books in quite orderly fashion, and most canners are receiving a good share. There is nothing to be gained by waiting because there seems to be no good reason to expect lower prices on corn and the good packers of corn are not wanting for buyers, as a rule. Future prices in this article are unchanged from last week.

Thomas J. Meehan & Co., in their most recent circular, quote future prices as follows:

No. 10 tins Cut Green Stringless Beans	$5.00 Balto.
No. 3 tins Cut Green Stringless Beans	1.35 Fac'y.
No. 2 tins Cut Green Stringless Beans, $1.00 fac'y	1.00 Balto.
No. 2 tins Bush Limas, white, $1.00; medium green	1.65 Fac'y.
No. 2 tins Bush Limas (Tiny), $2.10; gr. & wh. med.	1.20 Fac'y.
No. 10 tins Fresh Baby Lima Beans (med. green)	6.75 Fac'y.
No. 10 tins Fresh Baby Lima Beans (mixed gr. & wh.)	5.75 Fac'y.
No. 2 tins Standard Succotash (dried limas)	.95 Fac'y.
No. 2 tins Succotash (Gr. Corn and Gr. Lima Beans).	1.15 Fac'y.
No. 10 tins Standard Succotash (Dried Limas)	5.75 Fac'y.
No. 10 tins Succotash (Gr. Corn and Gr. Lima Beans)	6.00 Fac'y.
No. 2 tins Standard Crushed Corn	.90 Fac'y.
No. 2 tins Triple Succotash, $1.25; No. 10 tins	6.00 Fac'y.
No. 2 tins Spinach, $1.00; No. 2½ tins, $1.40; No. 3 tins, $1.45; No. 10 tins	4.25
No. 2 tins Extra Standard Crushed Corn	.95 Fac'y.
No. 10 tins Extra Standard Crushed Corn	5.75 Fac'y.
No. 10 tins Standard Crushed Corn	$5.50-$5.75 Fac'y.
No. 10 tins Ex. Std. (Double Cut) Evergreen Corn	6.00 Fac'y.
No. 2 tins Standard Shoepeg Corn (Whole Grain)	1.15 Fac'y.
No. 2 tins Ex. Std. Shoepeg Corn (Whole Grain)	1.25 Fac'y.
No. 2 tins Fancy Shoepeg Corn (Whole Grain)	1.30 Fac'y.
No. 10 tins Whole Grain Evergreen Corn	5.50 Balto.
No. 2 tins Whole Grain Evergreen Corn	1.00 Fac'y.
No. 10 Mixed Vegetables	5.00 Balto.
No. 2 Mixed Vegetables	.90 Balto.
No. 2 Pole Lima Beans, $1.65; No. 10 tins	7.75 Fac'y.
No. 10 Tiny Green Bush Lima Beans	9.75 Fac'y.

NEW YORK MARKET

Name on the Label Bill in New York Legislature—Jobbers Are Fighting These Bills—Trading Is Satisfactory—Future Spinach Prices—Future Salmon Selling—Maine Corn Prices—Tomatoes Firmer — Corn Firm—Notes and Observations.

New York, March 6, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

PACKERS' Name on Label—Wholesale grocers are seriously concerned over a bill now before the State Legislature, providing that no packer or distributor of canned or preserved fruits, vegetables or other food commodities shall sell or offer for sale these commodities unless the cans, jars or other containers are labeled to indicate the contents, quality, address and place of business of the person or corporation canning or packing them, or the name of the wholesale distributor in the State selling or offering the same for sale. The name of the State, county, city, town or village where the goods are packed is to be preceded by the words "packed at." In addition, soaked canned foods, packed from dried or cured products, must be labeled upon the face of the label in legible type one-half inch in height and three-quarters of an inch in width, with the word "Soaked." Importers will be compelled to relabel their imports to comply with the provisions of the proposed law.

Don't Want Packers' Names—Distributors are mainly concerned with the provision requiring the use of the packer's name on the label. This subject received considerable attention at the convention of the New York Wholesale Grocers' Association here last month, when the Johnson bill, now in Congress, was discussed. The provisions of the Johnson bill are very similar to the bill in the State Legislature. Chain store grocers are also opposing the proposed bill. Alfred H. Beckmann, secretary of the National Chain Store Grocers' Association, discussing the bill, says: "Our members will appreciate the impracticability of such laws. It will compel a large unnecessary expenditure of money, without any benefit to the consumer. The existing food laws, both State and Federal, fully protect the consuming public, and if the name of the manufacturer or packer appears on the label, it must be the true name. If the name of the distributor appears on the label it must be accompanied by the words "packed for" or "distributed by," either being used to avoid deception. Furthermore, under existing laws both the manufacturer and distributor are responsible, and the distributor nearest the consumer, as in the case of the chain store grocer, offers more security to the consumer when the words "packed for" or "distributed by" appears on the label than the name of some often unknown manufacturer or canner. This applies particularly to canned foods, as in very many cases the canner packs for the distributor and never uses his own labels."

Who's to Blame?—Distributors are all wrought up over the appearance of the bills in Congress and the State Legislature, and are asking: "Who is behind the bills?" It never seems to occur to some of the buyers that perhaps from the canners' standpoint it is quite desirable for him to have his name on the label so that he can reap part of the benefits from quality packing.

The Market—Trading in the market has continued on a satisfactory scale during the week. Spots are going well, and there is a broadening demand for futures as new prices appear on the market.

Fruits Firm—Continued strength is reported in canned fruits in the California market, and the smaller operators who are now clearing up the small surplus stocks of odds and ends are quoting about on the basis of the larger operators. This gives a fair idea of the strength of the Coast position, as the smaller independents generally undersell the Corporation and other large packers by five to ten cents per dozen, at least.

Future Spinach—Following the announcement of opening prices on 1924 pack spinach by Libby, McNeill & Libby, the California Packing Corporation has named a formal opening as follows: No. 1s, $1.05; No. 2s, $1.20; No. 2½s, $1.50, and No. 10s, $4.85. The prices are the same as Libby's and are guaranteed against the Corporation's own decline to the end of the year.

Salmon—Alaska canners are now taking S. A. P. business on future salmon, and report orders as surprisingly good for this season of the year. The market on salmon for Coast shipment rules unchanged at $1.25 on pinks and $2.25 on reds, both F. O. B. Seattle. Demand in the local market continues quiet, little Lenten buying having been done by the trade as yet.

Future Maine Corn—Business is being taken on future Maine fancy corn at $1.47½ per dozen for fancy Crosby and $1.75 for fancy Golden Bantam, F. O. B. cannery. There is a good demand reported. Some of the canners report that they have already booked about as much future business as they care to take on this early in the year.

Canned Foods Week—The Canned Foods Week campaign has been successful thus far in the New York territory. All of the chain stores have featured canned foods in their advertising, and retail grocers have also taken hold of the movement with enthusiasm.

Tomatoes Firmer—Increased buying has strengthened the market for Maryland tomatoes somewhat, and many holders are now firm at 95c F. O. B. on standard 2s, with 3s at $1.40 and 10s at $4.75. Future tomato business continues quiet and routine, the market remaining nominally unchanged at 57½c for 1s, 87½c for 2s, $1.27½ for 3s, and $4.00 for 10s F. O. B. country cannery. Not all packers are offering at these figures, however, and advance reports of raw material costs, taken with the uncertain labor situation, would seem to justify a higher price basis.

Southern Corn—There has been a slight firming up in the market for Southern corn, the market ranging 92½c on standard, with the top price prevailing on corn of really desirable quality. Trading in futures continues quiet, the market holding at 90c to 92½c on standards and 97½c to $1.00 on extra standards.

Notes and Observations—C. A. Haldt has resigned as manager of the New York office of the Thomas Roberts Co.

M. H. Brotman, of Avery-Brotman, Ltd., canned foods brokers, of Vancouver, B. C., was in the market during the week.

W. W. Roberts, of the Neptune Seafoods Products Co., canners, of San Diego, Cal., was in the market during the week.

Effective March 10, the firm name of Kilian & Clark will be changed to Kilian & Co., Inc.

L. F. Bridges, of Sanford & Timpson, left this week for a visit to the Pacific Coast.

W. D. Breaker & Co., Inc., have been appointed New York sales representatives for Kemp Bros. Packing Co., of Frankfort, Indiana.

Charles T. Ward, vice-president and general manager of Francis H. Leggett & Co., returned this week from an extended European trip.

R. E. Francis, of the Poll Packing Co., of Miami, Fla., was visiting the trade early in the week.

CHICAGO MARKET

Retailers Busy Selling Canned Foods—Attention Turning to Spot Stocks—Brokers Find It Hard to Locate Spot Goods —All the Central West Strongly Behind Canned Foods Week—Market Practically Nominal—Pumpkin Only Thing Being Pushed—Salmon Prices Being Reduced.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, March 6, 1924.

BUSY Selling—The buying of canned foods at wholesale was temporarily suspended in this city this week, as the retail grocers are all so busy with their Canned Foods Week business that they have had no time to buy from the wholesalers, and the wholesalers are marking time, so far as canned foods are concerned, until the result of the big national sale is ascertained by the retailers and until they begin to replenish their broken assortments.

Futures—Brokers say that the wholesale grocers have become "fed up" on futures, having contracted for all or more than they have sold to the retail grocers, and that they have transferred their interest to spot canned foods for prompt delivery, being confident that there will be a big clearing out of the stocks of retail grocers reported from last week, and that there will be some lively buying next week and afterward.

The spot situation as to canned peas, tomatoes and corn is growing very difficult. Wholesalers are disposed to negotiate for spot goods, but the brokers say that it is exceedingly hard to find qualities that are acceptable to the buyers at prices that they are willing to pay for the goods.

From everywhere in the Central West I am hearing good reports from Canned Foods Week. The Chicago wholesale grocery houses are, as usual, doing their full share of the work, and many of the houses that push their own brands or labels are spending money freely advertising canned foods.

The prices of the staples are substantially unchanged from my last week's report, but at that prices are almost nominal, for goods are so scarce that the transactions closed for spot goods are not frequent or large enough upon which to establish changes of prices.

Pumpkin—There is some pressure to sell a few lots of canned pumpkin, yet unsold, as the season for pumpkin pies is drawing to a close, and I have heard of a price of 85c for 3s and $2.75 for 10s, f. o. b. cannery, being made.

Salmon—Indications from the Pacific Coast are that the holders of canned salmon are disposed to sell freely, and a sharply reduced price on halves flat in all the Alaska grades has been named, as there is said to be an overstock of that size.

Some of the wholesale grocery houses have reverted to their former policy of buying frequently, but in small lots, and have so denatured their canned foods business that brokers find calling on them unprofitable, and call on them only after they have offered their best bargains to the houses that are alive in the market.

The local chain stores are doing a good business and are buying some goods. The largest chain, which has its headquarters in Jersey City, and which is said to be the largest in the country, has a wholesale house here, but buys nearly all its goods through the Eastern office. Brokers have about quit calling on their buying department here, as they say that it is so difficult to get access to the buyer, and their purchases are so unimportant that it does not pay to bother with them.

The mail-order houses are apparently loosing their business in the grocery lines, as their canned foods departments are said to be buying in a very trivial and unimportant way.

It is said that the discontinuation of some of their sales methods of selling sugars or other goods far below cost and limiting the purchase to buyers who ordered a quantity of other goods at the same time, which was stopped by the Federal Trade Commission, has created a dent in their grocery sales, and has put the small local retail grocers in a position to more than meet their competition.

The Western Canners' Association will probably hold its April (1924) Convention April 22, 23 and 24, but the directors have not yet decided where. They will do so in a few days, however, and special railroad rates will be applied for and a program announced.

ST. LOUIS MARKET

Market "Feels" Better Since the Settlement of the Swell Claims Matter—Seasonable Weather Is Increasing Canned Foods Consumption—Looking for Cheaper Future Tomatoes—The Quotations—Hunting for Peas a New Game—Pineapple Is Not Selling as It Should.

St. Louis, March 6, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE Market—There has been a normal demand for canned foods the past week, with no special feature except the settlement of the swell controversy by the adoption of a partial flat allowance, thus paving the way to a uniform system of settlement in making contracts for 1924 packs. This adjustment of differences between distributors and canners was made just about the time that the trade entered the future market with offerings of practically all important items, either at fixed prices or S. A. P. While it is yet too early to expect it to have much effect on the scope of trading, the whole trade is more

optimistic as to the volume of contract sales. While the general movement is not as good or as large as packers anticipated, there is a good, healthy demand in evidence. Winter weather and the limitations of fresh vegetables have caused an improvement in the market for canned foods. The reduction of jubbers' stocks will no doubt encourage a development later on, with prospects of increasing volume as the season develops. Vegetables have had an unusually heavy demand from consuming sources, while fruit and fish have shared about equally in the increased business of the past few days.

In the list of canned vegetables attention has been divided between peas, corn, tomatoes, spinach and asparagus futures, topping the situation in each of the three departments.

Tomatoes—While canned foods brokers are hustling for business on new Southern tomatoes, prices must be shaded to interest buyers. The latter are using every method they know of to get the market down, but canners say that the $15.00 a ton price to growers for raw material that has been established does not justify further declines. Spot tomatoes are steady. Some sellers say they are not able to book future orders, while others state they are doing a "fair" business. Most distributors are not willing to consider Eastern or Western, believing that canners may make radical cuts in their opening prices before the market closes. Some large buyers here say they have not bought a case of Southern or California packs, while others admit that they have done but little contracting. It is said that dealers have a sufficient quantity of old packs for current requirements, and when they buy it is not generally in large blocks.

The market on Missouri tomatoes is quoted as follows: Spot—No. 1, 65c; No. 2s, 95c; No. 3s, $1.40; No. 10s. $4.75. Futures—No. 1s, standard, 10 oz., 60c to 62c per dozen; No. 1s, tall, 15 oz., 76c to 77c q. w.; No. 2s, standard, 90c; No. 2s, extra standard, 95c to 97½c; No. 2½s, standard, $1.20 to $1.25; No. 3s, standard, $1.30; No. 3s, extra standard, $1.37½ to $1.40.

Corn—There is considerable interest in corn, both spot and future. The shortage of goods in the hands of those who delayed making contracts last year has made 1924 packs more readily salable. Future standards are selling in a conservative way. Southern and Western standards have not been speculatively bought, but a very fair volume of future sales have gone through. Spot corn is steady and in fair demand, but mostly for routine purposes. Fancy lines are firm by reason of their scarcity. Middle Western is gaining in popularity.

The corn market for spot is 95c; future Mid-West standard, $1.10; fancy, $1.15 to $1.30.

Peas—Old pack peas are scarce in all lines, but the various grades can be had if the buyer is willing to pay the price and hunt long enough for a resale block. The buyer cannot be expected to be particular as to brands or limit himself to certain sized blocks. What can be obtained must be taken. All lines are sold at high prices. There are no soft spots. Now that canners are inclined to add to their future selling prices of standard Wisconsin lines, buyers are losing interest. Packers report they have pretty well sold up and a number are turning down offers. The largest volume of futures ever done in canned foods is said to have been done in peas. Never before has such a large volume of the new pack been sold at this season of the year. As a well-known local broker stated, all reports from Wisconsin are to the effect that the acreage of Alaskas this season will be limited not because canners do not want Alaskas, but because seed is not available. "Plantings," he said, "will be curtailed, but the reduction will be offset by the acreage set to sweets. All indications point to the largest pea acreage Wisconsin ever put out, with many new factories packing, and those in the game operating to full capacity. The outlook is for a production all over the country at well over last season's pack of practically 14,000,000 cases. This outlook has influenced some buyers in taking on futures, but general buying in Wisconsin and other States has been of such proportions that even in face of the big prospective pack many well-known canners are either sold up or are oversold. This does not mean that peas cannot be bought, but it does mean that the jobber cannot pick and choose his canner or his assortment. Some brokers have had no trouble so far in getting through confirmations, but others have orders turned down for the various grades and siftings. Canners assert positively that they are cleaning up their packs on contract sales, and that before canning starts they will have nothing to do but give their undivided attention to filling their contracts."

Miscellaneous — String beans, limas, succotash and other varieties of canned foods continue in fair demand, with no change in prices. Sales of asparagus on which 1924 opening prices were named some time ago are reported backward.

Fruits—Canned fruits are quiet. Pineapple is in hand-to-mouth demand, with pet brands even of the most desired grades being offered for sale in sacrifice lots, but there are no takers. When a general favorite like pineapple does not sell as freely as usual for this season, something is wrong with the market. Retail sales are restricted in this pack, and it is admitted that it is not going over the counter as it should. For some reason the consumer does not care to pay for pineapple, but takes peas and other canned foods at relatively the same prices. Similarly, California fruits are quiet in the retail field, which is reflected in the wholesale market. Incidentally, both pineapple and California fruits of the new pack are not going as well as expected on an S. A. P. basis. The whole fruit line is quiet, although there is not a large unsold surplus at the canneries or in the large jobbing markets.

Fish—Salmon is selling more readily at prevailing prices, with a few concessions on incoming stocks for quick disposition. There has been less buying from the Coast, although it is understood that some attractive offerings have been made during the past few days. Pinks appear to lead in popularity. Prices are fairly maintained on the spot with few exceptions, quality in these cases being the determining factor in the price.

Canned Milk—There is little activity in the condensed or evaporated milk market, hence there is no change in conditions. Prices are nominally unchanged, but on the unadvertised brands some discounts are being made. Both packs are moving fairly well. Other forms of canned milk are quiet and featureless.

CALIFORNIA MARKET

Growers Becoming Disheartened—Artichoke Canning Begins—Opening Prices on Spinach—Smaller Pack Expected—Growers Demanding High Prices for Tomatoes —Exports Heavy—Fruits Assortments Badly Broken—Canned Peaches to Be Advertised—Notes.

San Francisco, March 6, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

GROWERS Disheartened—The reporting of weather conditions in California may seem a monotonous repetition, but crops are dependent upon rainfall and the long continued fair weather is most disheartening to growers. February started off in a promising manner, but the storm proved a light one and reached only a little south of San Francisco. The snowfall in the mountains has been almost negligible, and many streams are now lower than is frequently the case at the height of summer. A serious situation is prevailing and some crops will be light, no matter how heavy the late rains may be. The continued warm weather has forced orchards into bloom much earlier than usual, increasing the frost hazard, and it would occasion no surprise if there were losses from this source.

Artichokes—Opening prices on California canned artichokes have been put out by the Ocean Shore Canning Co., which operates a plant at Half Moon Bay, in the heart of the artichoke-growing district. The packing season is now on, but the output will be comparatively light, as the dry weather has curtailed the crop. Then, too, there is a limited demand for canned artichokes, as it is a new product. The opening prices range from $1.30 to $2.95 a dozen for No. 2s, according to the number packed in the can. This vegetable is also packed in No. 2½ and in No. 10 cans.

Spinach—The California Packing Corporation has announced opening prices on spinach, and are guaranteeing these against their own decline until the end of 1924. This protection, with the outlook for a comparatively small pack, is expected to result in an early demand that will absorb all offerings. The opening prices are: No. 1s, $1.05; No. 2s, $1.20; No. 2½s, $1.50, and No. 10s, $4.85. These prices are the same as those announced recently by Libby, McNeill & Libby. The lack of rain has hindered the planting of the expected acreage and the crop is in poor shape in many places.

Tomatoes—Considerable interest is being taken in future tomatoes, and opening prices may be expected earlier than usual, according to some interests. Buyers are in the field soliciting acreage and are finding growers with rather upish ideas. Many

growers are holding out for $18 a ton, as compared with $14 and $15 a year ago, but no contracts are being signed at the higher price, as far as can be learned.

Exports Heavy—Heavy exports of California fruits, especially of the lower grades, continue to be made, and this fact is serving to strengthen the market. The steamer Kroonland, which recently left San Francisco for Europe, took a heavy cargo of canned and dried fruits to England, France and Germany. Stocks in canners' warehouses are getting low, and it is noted that there is now but little difference in the prices of canners putting out well-known brands and those whose products are comparatively unknown. Complete assortments are impossible to get, and almost every day some canner announces the withdrawal of something in his list. The cleanup is expected to be quite complete by the time the packing season arrives, and a heavy pack is in prospect if crop conditions prove satisfactory.

Salmon—The canned salmon market has not been especially active of late, but prices have been well maintained. Pinks have led in the demand, owing to the popular price at which this grade can be offered. From a statistical standpoint the situation is a very firm one, stocks of all grades having been reduced to comparatively small quantities.

E. A. Seaborg, supervisor of fisheries for the State of Washington, reports that the total pack of salmon for the year amounted to 970,693 cases. The Puget Sound district led, with 753,781 cases; the Columbia River district was second, with 171,596 cases, and Gray's Harbor contributed 45,316 cases.

Peaches—Producers of California cling peaches are planning to finance an advertising campaign to increase the demand for the canned product and representatives have been appointed to place the proposition before various canning interests. Arthur Coats will present the proposition to members of the Virden pool; Preston McKinney to members of the Canners' League of California; E. R. Williams to the Peach Association; G. W. Spencer to the California Co-operative Canneries, and C. G. Hamilton to the Southern California Canners' Bureau and the Southern California Peach and Apricot Growers. The acreage devoted to cling peaches in California is increasing at a rapid rate, and it is realized that some step must be taken to provide wider markets.

C. E. Virden, of the Virden Packing Co., recently announced that an additional payment of $5 a ton was made to growers on February 29 for peaches delivered in 1923. Growers who went into the Virden pool in 1923 were paid $20 a ton when deliveries were made, and it is announced that a total of $33 will be paid, so that $8 a ton is still due them. The pool represented about 20,000 tons.

Coast Notes—The Alaska Packers' Association is doing a great amount of development work on its Greater San Francisco terminal, and a huge basin has been dredged to a depth of thirty feet. Work will soon be commenced on one of the largest warehouses in the world devoted to food products, and this will be equipped with every facility for the rapid and economical handling of cargo.

Archie W. Shields, head of the Alaska Department of the Pacific American Fisheries, Seattle, Wash., returned recently from a business trip to Eastern points, and has since made arrangements for dispatching the steamship Catherine D. for Alaska waters. The company will operate six canneries in Alaska this year, and, under the name of the Annette Island Packing Co., will operate the plant on Annette Island which was purchased last year.

MAINE MARKET

Futures Selling Better Than Ever—Canners Rapidly Selling Out —Bantam Leading the Procession—Stringless Beans Also Selling Well—Potato Yields Cutting Corn Average — A Tribute to E. H. Brooks.

Portland, Me., March 7, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

FUTURES—Future corn is selling in much better shape than for several seasons. Buyers are covering their requirements in greater proportion than of recent years, and canners report their sales as nearly up to their estimated production. It is generally considered safe to sell up to 80 per cent of the average yield on whatever acreage may be signed, and this mark is now nearly reached. While a good acreage is assured the canners would all welcome better farming conditions which would allow them to increase acreage and thus enlarge their own volume of business.

The proportion of white and yellow corn is changing again this year, the demand for Golden Bantam being larger each season. This variety is strong at $1.70, as against $1.45 for Early Crosby.

Stringless Beans are also well on toward the safe amount of sales—in fact, canners are a bit wary about selling on the usual estimate this season, owing to the unaccountable weather and consequent short deliveries of the last two years. Futures are selling at $1.30 and $6.00.

Perhaps one reason why Maine corn acreage is sacrificed a little each year to other crops is the fact that the production per acre of potatoes in this State is very much higher than in any other section. A recent bulletin gives Maine credit for 258 bushels per acre, while the next best record, New Hampshire, is only 185, with the Northwestern States running at about 100. While the "corn belt" cannot be extended into new areas on account of frosts, the potato acreage can and does move into the corn-growing territory, until it is now almost impossible to find new canning factory locations in order to increase business.

Notes—While Mr. E. H. Brooks has retired from active work with the American Can Co., he can never be released from duty in the Maine canning business. Mr. Brooks came into Maine and the hearts of the Maine canners more than twenty-five years ago, and has truly been a factor in building up the local industry to the position which it now occupies. His experience has been wide and his information and advice have always been greatly valued. It was through Mr. Brooks' efforts that the American Can Co. built their large plant in Portland to take care of the fast-growing local business. Even now, in his so-called retirement, he is held to act in an advisory capacity, and will doubtless be called upon to function as usual when the active season opens. Certainly he can never "retire" from active interest, although his duties may be less arduous in the future.

"FIDDLING WHILE ROME BURNS"

(*Continued from page 10*)

Carolinas, none of which surpassed the up-bay "stuff" either in quality or quantity output.

Neither the men in the business nor the New Jersey State authorities are taking it for granted, as is my placid fellow-oysterman, Mr. Todd, that they will have beds available for centuries to come. Not at all! They have gone right down to hard work, both practical and scientific, to find a remedy to save their fisheries from the threatening fate of Northern waters—extinction.

Here in the Sinepuxent Bay we have never had a cull law, not being governed by the oyster laws of the Chesapeake Bay and tributaries. Twenty years ago approximately 8,000 acres were productive of oysters. Today it is doubtful if 50 acres are producing. This "gold mine" at that time boasted an oyster fleet that dotted the entire bay. Today the fleet consists of one sailboat and two pole scows, with an output not exceeding 1,000 bushels for the season. That is what lack of laws and absence of intelligently directed conservation and rehabilitation have done locally. Delegate Spence's plea for no legislation and "providential restoration" to the contrary notwithstanding.

With the destruction of public beds in this locality new methods had to be evolved. Those who remained in business had to plant shells, build up artificial beds or buy seed elsewhere. Unhappily most of the oystermen left the industry for other pursuits, while the surviving concerns have partially solved their problem by planting and farming their crops, not unlike the local agriculturists, though it is recognized now that the constructive action should have been taken long ago while it afforded opportunity for all. The Chesapeake should profit by our mistakes while it is possible to do so.

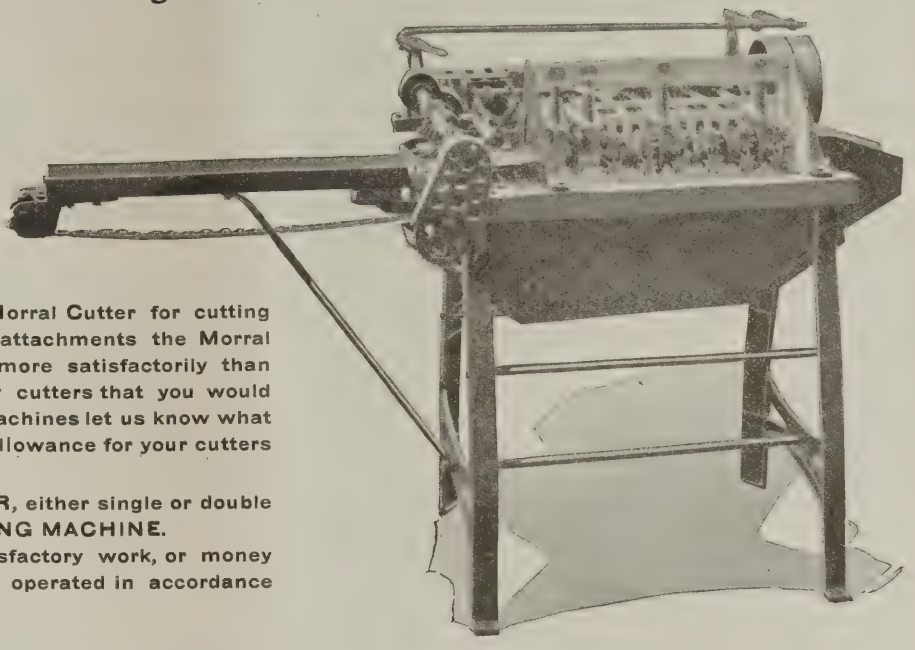
R. VAN TRUMP TRUITT.

Girdletree, Md., February 29.

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Buyers – CANNING MACHINERY – Sellers
SUPPLIES
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The Morral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.

We furnish special attachments for the Morral Cutter for cutting Golden Bantam Corn and with these attachments the Morral Cutter will cut the Golden Bantam Corn more satisfactorily than any other cutter in use. If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.

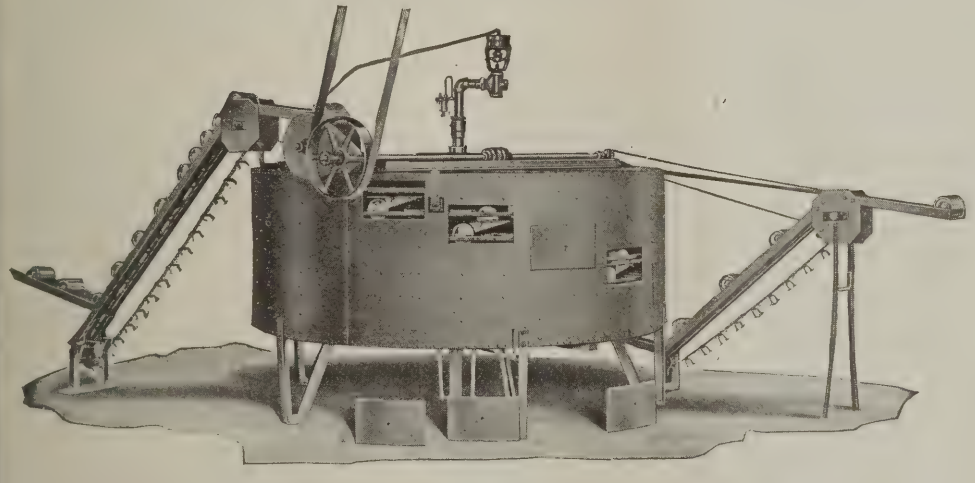
We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.

It will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio

THE SOUDER CONTINUOUS COOKER



Handles 2's, 2½'s and 3's without any change in Cooker.

These Cookers are built in three capacities; 325, 475 and 575 cans, with prices varying accordingly.

If interested in the Best Cooker on the market, let us give you more information regarding the Souder.

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QUICK SANITARY CAN STRAIGHTNER
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SMILE AWHILE

NOT THAT KIND

The manager of a local hotel, recalling his novitiate as clerk employed in a country wayside house, relates that one morning a guest came downstairs and complained to the proprietor that he had not slept at all.

"I was troubled with insomnia," he said.

"Don't believe a durn word of it," said the indignant host. "Had the place cleaned out only this spring. Show me one, if you can! Show me one!"—Philadelphia Evening Bulletin.

FRANK, ANYWAY

Homesteader near Casper would like to meet lady that is willing to support husband. Write P. O. Box 270.—Want Ad in the Casper (Wyo.) Tribune.

THE END OF A FAD

"Do you believe in sleeping out of doors?"

"Not while I can pay the rent."—Boston Transcript.

HIS PAINFUL DUTY

In the Court House of an Eastern city is a melancholy attendent who, when asked to direct people to the Bureau of Marriage Licenses, inquires, lugubriously: "Do you insist?"

"Well, yes."

"Third door to the right."—Louisville Courier Journal.

TOO CLOSE

A negro went into a bank down South to get a check cashed. He stood in line a long time and finally his turn came. Just as he got to the window the teller put up a sign: "The Bank is Busted."

The Negro—What do you mean, the bank is busted?

Teller—Well, it is, that's all; it's busted—didn't you ever hear of a bank being busted?

The Negro—Yes, but I never had one bust right in my face before.—The Christian-Evangelist (St. Louis).

WHERE THEY GO

Statistical Report 31YY-1-b

Uses of Paper Clips, Per 100,000

	August 8, 1923
Pipe Cleaners	3,327
Emergency Garter Clasps	3,700
Mome-made Keyrings	2,425
Substitute Suspender Buttons	1,730
Picking Locks	1,060
Cleaning Typewriter Type	4,294
Lingerie Clasps	5,306
Toothpicks	2,055
Lapel Ornaments (Juvenile)	1,920
Nutpicks	1,863
Blackhead Removers	1,428
Necktie Clasps	1,607
Hairpins	5,143
Fingernail Cleaners	5,031
Cleaning Out Fountain Pen Feeds	1,426
Wiring Down Corks on Home Brew	7,829
Button Hooks	7,345
Bobbed Hair Restrainers	14,759
Non-skid Devices for Ladies' Belts	2,550
Repairs on Typewriters, Fans and Pencil Sharpeners	3,327
Mosquito-bite Scratchers	17,363
Ear Reamers	2,926
Clipping Papers Together	627
Total	100,000

(Correct) W. SNICKERS,
Efficiency Expert.

(Approved) FULLER FIGGERS,
Supt. of Statistics.

(W. C. O.)

This report will never be issued again, because those last three letters mean: To be reissued "When Changes Occur."—The Echo.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, MARCH 17, 1924 No. 30

EDITORIALS

The last word in Convention reports has been said—our 'Steemed Contps. are both out—at last.

* * *

See where our old friend Ladd, he who put North Dakota very much on the map in the early days of pure food law effort—now Senator Ladd—is trying to pour water on the troubled oils at Washington.

* * *

"What is this country coming to?" cries an editorial writer. The answer is easy—to canned foods, after the big Canned Foods Week.

* * *

Truth tersely told: "If this industry (the canners) does not support Canned Foods Week, there certainly must be something wrong with their heads. It is absolutely the cheapest and the most effective advertising that canned foods have ever had," says a writer in a recent letter to us on this subject.

* * *

ARE NOT "MERCHANDISING" BROKERS—In the closing session of the annual Convention of the Brokers' Association, on Thursday morning, January 24th, Secretary Paul Fishback reminds us, there was an animated and interesting discussion of the question of the broker who merchandises speculatively in food products—i. e., one who buys and sells for his own account large quantities for the primary purpose of holding the merchandise for an increase in price and the resultant added profit. We are further reminded that there was no defense offered for the broker who indulges in this practice, the discussion centering principally upon a proper method for the Association to express its disapproval of this practice. A motion was offered that the Code of Ethics of the National Food Brokers' Association is amended to include a paragraph reading in effect that the broker who merchandises speculatively is unethical.

So the National Food Brokers' Association has gone on record as opposed to such practices, and its members are supposed to abide by its actions. This question has been aggitating the minds of a good many men in this industry, as it has also the wholesale grocers, and the above should be answer enough so far as all members of the Brokers' Association are concerned.

THE NEED OF CARE IN EXPORTING—The Foodstuffs Division of the Bureau of Foreign and Domestic Commerce has just received a letter from the American Consul at Calcutta, India, written to one of the Co-operative Associations in this country. From his letter it appears that entry was refused to a shipment of evaporated fruit since the containers bore no statement or indication of the country of origin, as required by the Indian Merchandise Marks Act.

It was only after some pressure had been exerted that these goods were finally permitted to enter. Occurances of this sort are frequently unfortunate, since serious financial loss may result, or, even worse, the foreign buyer may become dissatified with American goods and shippers.

The Bureau of Foreign and Domestic Commerce will be glad at all times to furnish information to respective shippers concerning tariffs, pure food or other similar regulations, and general information regarding the export trade.

PROPER CREDIT—Recently, in commenting upon the fine work done by various sections in connection with Canned Foods Week, we called attention to the good work of the Cincinnati Committee, and mentioned, in particular, the attractive circular gotten out by them, and in which we saw the fine hand of Wm. H. Gersie, of the United States Printing and Lithograph Co. We did not give this big label house as much credit, however, as it deserved, for they not only produced this exceptionally fine circular, but they did it at their own expense, and distributed it over a wide territory as their individual contribution to the good cause. If any canner had attempted to pay the bill for this he would have realized how advertising of this ad-

vanced sort runs into real money. It is one of the outstanding features of the 1924 Canned Foods Week, in which Cincinnati rated very high, if not at the top.

BUSINESS FLUCTUATIONS—In the early days of aviation we heard much more of "air-pockets," which often brought disaster to the airmen, than we do now; but it would seem that general business has been running into such air-pockets in recent months. These have happened so often during the past year that business men are beginning to think seriously about them. A period of active, intense buying will be enjoyed for a month or two, and then will suddenly slump off, and a like period of depression will ensue. Just as business begins to adjust itself to this new condition, buying will again come on and the brisk days will once more be felt. From the beginning of the new year until well after the Convention the canning industry was humming with good business; orders for spots and futures, and orders for machinery and supplies flying thick and fast. In the past fortnight or so this has seemed to all disappear, and we are now in one of those air-pockets to which we have referred. Why should this be, and what is the cause? No one seems to know, though, of course, there are plenty of opinions and explanations, but hardly any of them satisfactory. The canning industry is not alone in this; all other lines of industry are feeling the same effect, but with this difference. The canning industry, to use the vernacular, is "sitting prettier" than it ever did in its life before. The machinery and supply men have done a quite satisfactory amount of business to date, but, of course, would like to guard against the dilitory canner who puts off his needs until the last moment. And there is really no sense in the canners holding off, because they have made preparations for the 1924 pack, most of them have sold well of futures, and they will need the machinery and the supplies, and they know they will. Why not let the supply men have their orders now and so be sure of having them when wanted. Delay now will only cause them worry and possibly leave them without the machinery or the supplies when needed. But the machinery and supply men have a comfortable amount of business on their books which they will take care of, and they are not worrying, except to save the canner from trouble. That is that side of it. Then for the canners. It is said the buyers have quieted down—are not buying as they were, either of spots or futures. And there are those who intimate that it is time they quit on futures at least. Certainly as to spots the canners do not care when they start buying again; most of them have nothing to sell, and those who have know their value of the goods, and are not letting go unless the buyers meet their ideas. A wonderful situation when you think of it: futures well sold up insuring a good market for the 1924 packs; spots so well cleaned up that nothing can prevent clean decks before new packing time comes. No wonder the industry is "sitting pretty" and leaving the worrying to some other line of business. This industry has passed through its days of after-war dreariness and bleakness and come out into the sunshine of new and better business; and the big increasing consumption of canned foods makes it practically certain that the bright days will continue for many months to come. Other lines of industry may have their troubles—and we do not gloat over them by any means—but the canning industry is riding high.

DEMAND ONLY QUALITY CANNED FRUITS

SALES of high-grade canned fruit were good in Austria last year, says Assistant Trade Commissioner Prentiss M. Terry in a report to the Department of Commerce. The Austrian fruit preserving industry was unusually active, particularly in the manufacture of high-class jams, and a brisk demand for fine bottled goods among hotels and private consumers. Jams of only medium quality find a difficult market, and many Austrian factories engaged in the large scale manufacture of jams are still suffering from the general aversion which prevailed against them at the close of the war because of the very poor quality produced at that time. These large manufacturers complain of the lack of business.

RATE OF YIELD DECIDES THE PROFIT.

By the Soil Improvement Committee of the National Fertilizer Association.

MOST farmers figure their production on an acre basis—that is, so many bushels of corn or potatoes, so many tons of hay, so many bales of cotton per acre. Some are apt to lose sight of the fact, however, that in selling the crop that basis doesn't actually hold good. Corn is not sold by the acre; neither is hay. They are sold by the bushel and ton. So it is that often a man figures his costs on the acre basis, when as a matter of fact the acre cost may have little or nothing to do with the profit on the crop. Let us explain, first, with an instance provided by Mr. John Shutt and his son of Garrett, Ind., who grew potatoes on adjoining land last summer. The father used ordinary seed, 17 loads of manure and no fertilizer. The son used certified seed, green-sprouted, the same amount of manure and 475 pounds of a 4-8-6 fertilizer. Mr. Shutt got 75 bushels of potatoes per acre at a cost of about $1.13 a bushel. John got 227.6 bushels at a cost of 35 cents a bushel. Suppose the market had been one dollar. The father would have had to lose 13 cents on each bushel, while his son was making 64 cents on each of his bushels.

Another instance, also with potatoes, is furnished with the record established by J. S. Wile, Souderton, Pa., who has recently been accorded the championship among potato growers of that State. Mr. Wile produced 2,630 bushels on 5.9 acres, an average of 445.8 bushels per acre. On his best acre he grew 532.4 bushels. His average cost of production on the 5.9 acres was 27.2 cents a bushel, while on his best acre the bost was 22.8 cents per bushel. Thus, after attaining a rather abnormal rate of yield—445.8 bushels per acre—Mr. Wile, still further increasing the rate by 86.6 bushels, reduced his production costs by 4.4 per bushel.

Thus the difficulties connected with figuring costs on an acre basis seem apparent, especially when it is remembered that the crop must be sold on a bushel basis. It is often true that the expenditure of a little more money per acre will produce enough additional crop units to materially reduce the cost of each, and thereby insure profits even in unfavorable markets.

If potatoes or any other crop is going to be grown, enough thought, enough time, enough labor, enough money should be spent to insure that, when harvested, there will be enough bushels to share the total cost and provide a profit. That is a simple business proposition.

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Boyle Plant.

THE FLUCTUATIONS IN SUGAR DURING 1923.

SUGAR refiners in 1923 had all the ups and downs of a ten-year pre-war period, according to Earl D. Babst, president of the American Sugar Refining Co. The inventory of the company fluctuated as much as $2,500,000 in a single day, Mr. Babst states in his annual report made public today.

The price of raw sugar changed 115 times, he declares, and the extreme fluctuation of 3.375 cents per pound in raw sugar prices during 1923 was greater than the fluctuations of the entire ten years preceding the World War, in all of which time it was only 2.725 cents.

In the post-war disorganization of prices sugar went to greater extremes than any other basic commodity. Compared with the average prices of 1910, sugar's fluctuation since the Armistice is shown to have been greater than the combined fluctuations of wheat and cotton, and almost equal to the combined flunctuations of wool, rubber, coal and copper.

The year 1923 was unprofitable for cane sugar refiners, the report says, and the loss of $1,693,070.01 on 1,165,000 tons of raw sugar refined by the company during the year is ascribed by Mr. Babst to the 115 fluctuations of raw sugar prices. In 1922, he points out, the company refined 1,650,000 tons as a profit of $10,083,832.55.

Sales of the company totaled $200,000,000. Nearly 600,000,000 pounds of package sugar alone were sold.

The year opened with a declining market and a limited domestic demand for refined sugar, according to the report. England, the Continent and the Far East were in supply, and their markets quiet. Cuba was expecting a large crop. "These were reassuring conditions to the trade, in view of the even balance between production and consumption," Mr. Babst states, adding that "Out of this favorable and quiet start sprang a most sensational year."

Speculators Drawn to New York Market.—The Cuban crop by late January gave indications of disappointing results. "European buying of Cuban raws in competition with American refiners quickly became aggressive. Sharp price advances and fluctuations began to reflect these elements of increased consumption, decreased supply and active European competition. Publicity given to all these factors began to play upon the situation. Speculators were drawn from other markets, and soon the New York Sugar Exchange was doing a world business in sugar futures."

About the middle of February a regular official trade bulletin was issued from Washington, and, the report states, "immediately was interpreted as confirming the view that the needs of the world were larger than the prospective production." The Cuban statisticians, Guma-Mejer, almost simultaneously reduced their estimate of the Cuban crop. Soon the housewives' scramble was on, and retail grocers were limiting sugar sales to any one customer.

The inventory of the company fluctuated as much as $2,500,000 in a single day, Mr. Babst states. Raw sugar prices advanced faster than refined, owing to the competition of European buyers. Trade pressure had forced the refiners into a large business at little or no profit, and they were faced with inventory risks in the raw sugar purchased for replacement. The refiners endeavored to allay the public alarm and counseled the housewives to buy for the household in t customary way.

The Housewives' Boycott.—Investigations a court proceedings followed, culminating in a hous wives' boycott. "In a way," Mr. Babst says, "the bo cott was the outstanding economic feature of the ye for it succeeded in interrupting during the summer t even flow of supplies, thereby throwing greater pre sure on our invisible stocks of sugar.

"Between the scramble and the boycott the whc machinery of sugar distribution was turned tops turvy. We had an enormous demand with sensation price advances in the early winter, the season of sma est consumption, and a lack of demand with seve price declines in the summer, the season of greate consumption."

During the summer the United States refine were operating at little more than half their capacit in contrast with the heavy volume of meltings cu tomary at that time. The report states that this pr longed period of stagnation finally reduced domes supplies in the hands of the trade to a point where general demand arose.

The Cuban crop was now definitely known to reduced to about 3,600,000 tons, which was inadequa for the needs of the country in the fall. With t canning of a plentiful September fruit crop, household ers began to increase their purchases. Prices rose the end of September, approaching the high point the year, and with many flutuations remained at t higher level until the close of 1923.

Mr. Babst ponits out that "The refiner, as t connecting link between production and consumptic is most anxious to keep the streams of sugar from t tropics flowing steadily, free from all artificial r straints, free from crusades and free from illegitima speculation."

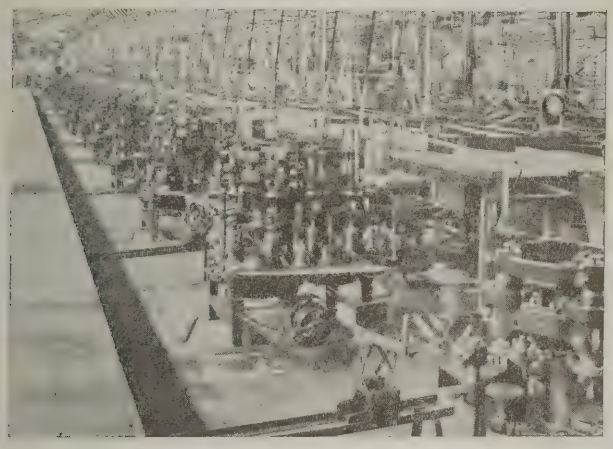
The development of exports is regarded by M Babst as a necessity for the maintenance of Cub expanded production. He calls attention to the fa that the 2,000,000 ton gain in European sugar produ tion in the last four years has been almost as large the eight-year gain of the United States field und war pressure. The United States field comprises, addition to domestic beet and cane, the production Cuba, Hawaii, Philippines, Porto Rico, Santo Doming Hayti and the Virgin Islands. Mr. Babst remar that "there is bound to be a race for the sugar marke of the world."

The wholesale price of refined sugar in the Unit States during 1923 is shown by the report to have be lower than the price in England, France, Spain, Ita Holland, Norway, Canada or Uruguay. The price sugar last year, compared with the average price fro 1890 to 1899, indexed at less than 180, according to t report, while the composite average price of milk, egg butter, bread and potatoes indexed at more than 215.

The food value obtainable from sugar for one ce in 1923 is shown to have been 214 calories, compar with 174 for bread, and for meats like pork 115, be 69 and fowl 27. Dairy products like cheese, milk a butter yielded only 80, 79 and 72 calories, respectivel for one cent, according to the report.

"In 1918," says the report, "we started to chan the 12-hour shift then prevailing in the sugar refini industry to an eight-hour shift. This change was ma gradually and still continues to be a step in advance most of our competitors."

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A New Hypothesis of Perforations[1]

By E. F. Kohman

Research Laboratary National Canners Association

Washington, D. C.

(1) Address given before the Northwest Canners Association, Portland, Oregon, January 3, and the Fruit Section of the National Canners Convention, Buffalo, January 23. A scientific article on this subject is given in the Journal of Industrial and Enginneering Chemistry, March, 1924.

IN OUR discussion of perforations we may include hydrogen swells and hydrogen springers. These three types of non-merchantable cans all belong in the same category, since the fundamental chemical reaction which causes them is similar. We may call this chemical reaction by various names. It may be termed corrosion, solution or exidation of the metal in the can with or without the formation of hydrogen. Whatever the cause of this corrosion, whether it is a defective seam, a breathing gasket, defective tin plate, a large amount of oxygen in the fruit, an inadequate exhaust to eliminate this oxygen, too great a head space, or whether it is due to storage in warm climates, in every case the fundamental chemical reaction involved is one in which the individual atoms of iron and tin are oxidized and changed to the ionic form. In other words, they are robbed of two negative electrical charges known as electrons, leaving them with two excess positive charges of electricity. This introductory remark addressed to an audience of canners should be accompanied by an apology for the use of chemical terms were it not for the purpose of emphasizing the necessity of one investigating this problem to consider it in all its chemical aspects and details as well as the technical phases.

This reaction, as stated above, is commonly known as oxidation. In one sense, oxidation is an apt expression because it indicates oxygen, and, as will be seen later, oxygen may be a decided factor in bringing about perforations, hydrogen swells and springers. However, this may be misleading, because oxygen is not always directly involved. If Smith owes Jones $100, he may fulfill his obligation by handing Jones a $100 gold piece. He is more likely, however, to write him a check. This check has no intrinsic value, as Smith may tear it up and write a second one, and no one will be the poorer for it; yet, when Smith accepts it, he credits Jones for having fulfilled his obligation. This is due to the fact that somewhere or other the check is backed by gold or its equivalent. In an analogous manner we may have oxidation of the metal in the tin can without oxygen being directly involved, even though the same fundamental oxidation reaction always takes place.

There are a number of possibilities when one begins to consider the different substances which may be factors in this oxidation. Acidity is commonly regarded as being the primary cause of perforations, hydrogen swells and springers. There are several reasons, however, why we must conclude that this is not the primary cause. A simple reaction between a metal and an acid always evolves hydrogen in proportion to the amount of metal and acid reacting, but in the problem we are discussing there is no definite parallelism between the acidity (hydrogen ion concentration) of the fruit and the formation of perforations, hydrogen swells and springers, nor is there any close relationship between the amount of metal going into solution and the amount of hydrogen formed. For example, we have seen gooseberries packed in May in No. 2 plain cans, and by the following August a considerable proportion had become hydrogen swells, but the cans gave no appearance of being badly corroded. On the contrary, we have seen rhubarb also packed in May in No. 10 plain cans, and by the following August most of the tin appeared to be stripped from the plate, but there was no trace of hydrogen in the cans. We may, therefore, reasonably expect to have perforations with a great variation in the amount of hydrogen formed. In other words, we may have perforations occurring with only a limited amount of swells and springers, or we may have swells and springers develop without any appreciable perforation.

Furthermore, the least acid fruits are by no means the ones which give the least trouble. For example, the Bing cherries, grown in the Northwest, are among the least acid of the fruits commonly canned, yet perforations occur so early after pack that canners will not risk putting Bing cherries in ename cans. As an illustration, some experimental packs of Bing ch ries canned in July are now—six months later—between 20 50 per cent perforated. It is no uncommon experience for per cent of them to perforate within a year. The oxygen c tent of these cherries is not high as compared with other fru and removing it by means of a vacuum does not appreciably duce their tendency to perforate.

A consideration of the different action of fruits in plain enamel-lined cans presents some suggestive features. The gr bulk of perforations as well as hydrogen swells and spring occur in enamel-lined cans. In most instances the same kind fruit is not packed in both types of cans, but this would h true even if such were the practice. This behavior has b explained with the theory that in the enameled cans the act is concentrated on the small areas where there is a break the enamel. To give significance to this idea, one must assu that when spread over the entire area of a plain can, the act agent is spent before much injury results. In other words the acid is the primary factor, then we must assume that i plain can, where the action is spread over the entire area of can, the acid is spent before much injury results. But the acid of fruits is spent in no such manner, whether canned in plain enameled cans. We must, therefore, look for other factors t acidity.

We believe there are in the fruit some substances other t acids which in actual commercial practice are very import factors in determining the extent to which the fruit corro the can. It seems probable that their amount varies grea particularly in the fruits after canning due, in part, to va tions in the manner of handling. In some fruits which p forate enameled cans badly, but not plain cans, the quantity these substances must be relatively small if we explain this ference to be due to their action all being exerted on the sm areas not protected by the enamel in the enameled cans. following data is presented to show that oxygen acts in s a manner in causing perforation, hydrogen swells and hydro springers. We do not wish to imply that the idea that oxy is a factor in this respect is new. It has often been mentio in this connection. Sellers patent[2] for removing the oxy from apples previous to canning by means of a vacuum is ba on this. But the data here presented analyzes the effect of o gen and the nature of its action in a way that it should thr some light on this important problem.

In a preliminary experiment, York Imperial apples w peeled, quartered filled into the cans without water and subjec to a vacuum of 28 to 29 inches three successive times, and vacuum was released each ime with oxygen, as described i previous paper.[3] The apples so treated were then divided i two lots, one of which was given no exhaust before canni while the other was given a two-minute exhaust in boiling wa These two lots are represented, respectively, by Curves I and in Figure I, where a slight effect of the exhaust is shown delayed perforations.

But the striking thing in this experiment is that at the sa time apples were also filled with nitrogen instead of oxygen a perforations have not occurred up to the present time afte period of forty-five weeks, although there are now 16.6 per c springers and swells among them, most of which formed af the oxygen-filled apples had practically all perforated.

[2] Sellars, U. S. Patent No. 1, 279, 379, Sept. 17, 1918.

[3] Kohman, Journal of Industrial and Engineering Chemist 15, 273, 1923.

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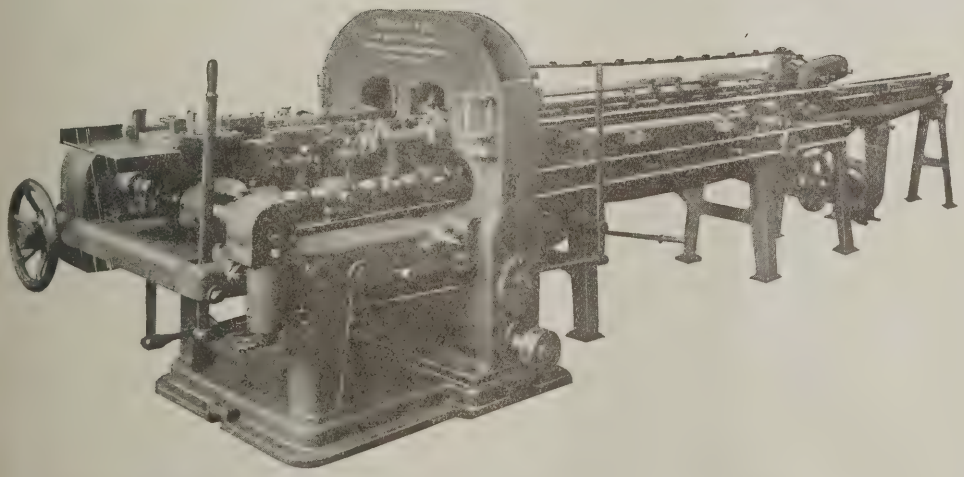
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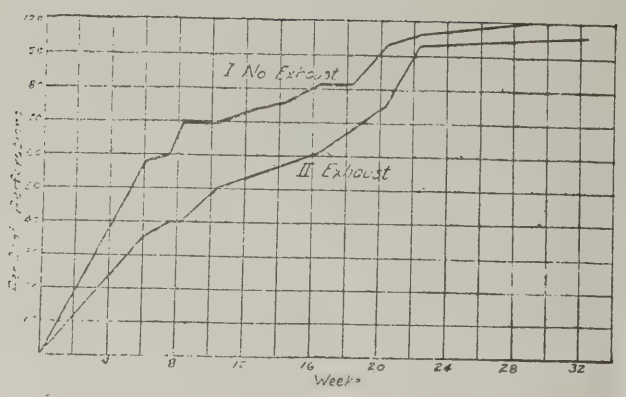


FIG. 1—PERFORATIONS WITH OXYGEN-FILLED APPLES, HELD AT 37° C. (99° F.). NITROGEN-FILLED APPLES CANNED AT THE SAME TIME FORMED NO PERFORATIONS, SWELLS, OR SPRINGERS UP TO 40 WEEKS. BETWEEN THE 40TH AND 45TH WEEKS 16.6 PER CENT SWELLS AND SPRINGERS DEVELOPED

In this experiment, as well as the succeeding one represented by Figure II and described below, No. 2 enameled cans were used and the canned apples were stored in an incubator at approximately 37 C. (99 F.) for the greater part of the time. For three short intervals, adding up to a total of four weeks, the incubator had to be used for another purpose. Because of the higher temperature of storage the action on the can was more severe than would have been the case in commercial practice.

Figure II represents an experiment with yellow Newton apples with which a greater number of variations in oxygen content was employed and a different lot of cans used. The 80 per cent oxygen curve represents apples peeled, quartered and subjected to a vacuum of 28 to 29 inches three successive times, the vacuum being released each time with oxygen. After this treatment the gas in the apples was found by analysis to be 80 per cent oxygen. The 32 per cent oxygen curve represents apples subjected to a vacuum of 15 inches but once, the vacuum being released with oxygen. The 13 per cent oxygen curve represents untreated apples. The nitrogen and the carbon dioxide curves represent apples subjected to a vacuum of 28 to 29 inches three successive times, the vacuum being released each time with nitrogen and carbon dioxide, respectively. The curve designated as "soaked" represents apples peeled, quartered and held under a 2 per cent salt solution for 16 to 18 hours at ordinary temperature. This is a practice developed commercially by apple canners canners to prevent the apples from darkening slightly during process. This discoloration is due to their oxygen content. oxygen is consumed by the respiratory processes in the app during the soaking period. The salt solution prevents additio oxygen from the atmosphere from diffusing into the apples the salt apparently functions in preventing peroxidase discol ation on the surface of the pared apples. After this prelimin treatment the various lots of apples were all canned in the sa manner with a two-minute exhaust in boiling water and a fi minute process.

In Figure II there is brought out a striking relations between the quantity of oxygen in the can and the rate of l due to perforations, swells and springers. In round numbe the apples in a can contained 55 cc. of gas (about 2 ounce irrespective of its composition, except in the case of the carb dioxide-filled apples, from which we obtained about 85 to 90 per can by our method of analysis. This was probably due t considerable amount of carbon dioxide dissolving in the app as well as filling the intercellular spaces. It may be of inter to state that apples when subjected to a vacuum repeatedly of contact with water will take in, when the vacuum is releas approximately the same volume of gas that was withdra Most fruits, however, will suck in their own juices to a la extent, and it is, therefore, impossible to replace the gas in th with an equal volume of another gas, as is the case with appl Moreover, we have evidence that the removal of oxygen vacuum does not reduce perforations and hydrogen format with other fruits as it does with apples, indicating that in th there is a substance other than oxygen, but whose effect is si ilar to that of oxygen.

In order to obtain a closer insight into the nature of action of oxygen in canned fruits, we made an analysis fr time to time of the gas in the six lots of canned apples rep sented in Figure II. For this purpose a separate pack was up from the same apples and the same methods were used. T data is presented in Table I. In a previous publication[3] showed that the disappearance of oxygen in canned fruits is to its combination with the metal of the can. Since the a of metal exposed in enameled cans is likely to vary great the rate of disappearance of oxygen must vary likewise in in vidual cans. We give, therefore, the individual determinati as being more significant than averages. As the apples, af filling them with the various gases, were exposed to the air a short period during which the cans were filed with water, t tendency of the carbon dioxide to go into solution during t interval of exposure would cause an equivalent amount of to be sucked in. To the extent that this occurred, certain ca among the carbon dioxide-filled apples would contain more and, therefore, more oxygen than the nitrogen-filled or soak apples.

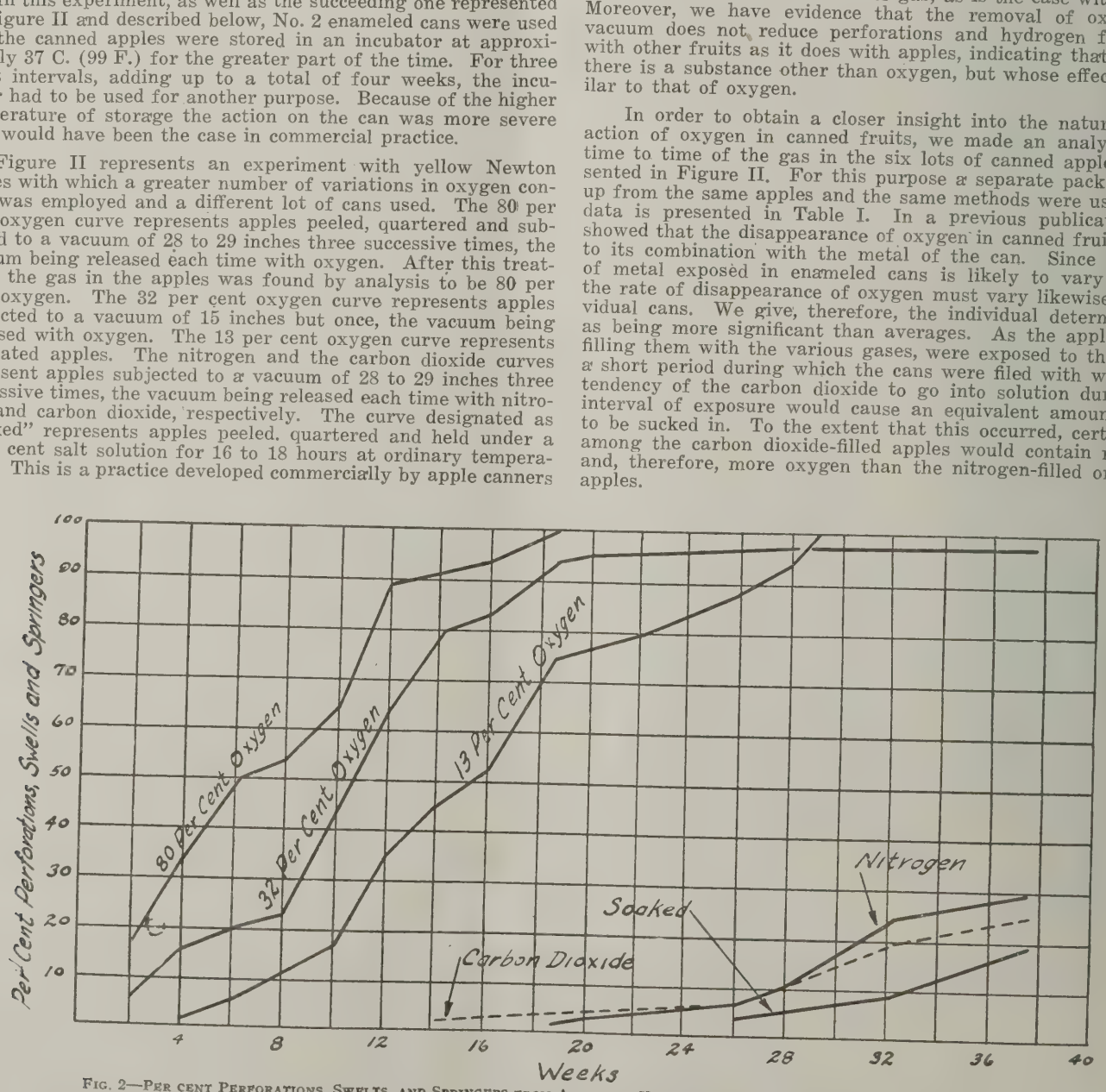


FIG. 2—PER CENT PERFORATIONS, SWELLS, AND SPRINGERS FROM APPLES OF VARYING OXYGEN CONTENT HELD AT 37° C. (99° F.)

MAX AMS Closing Machines

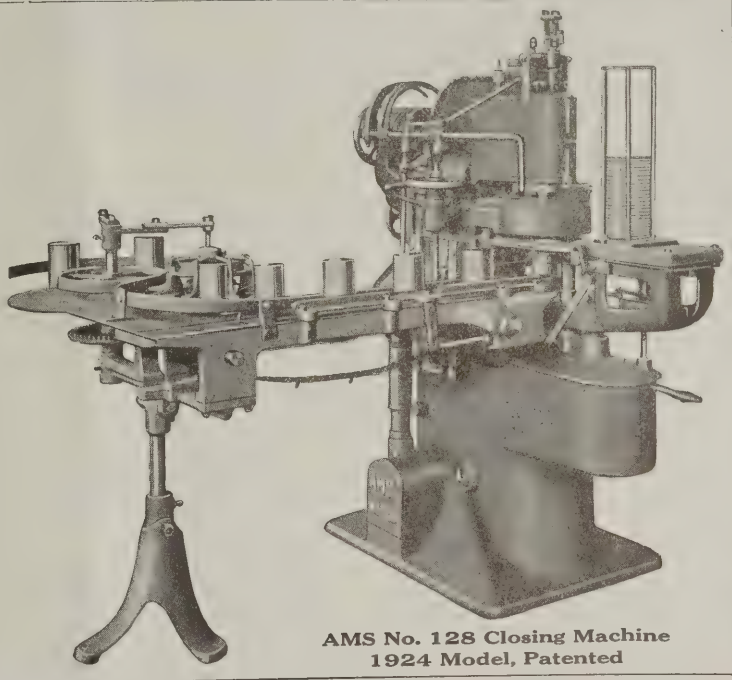
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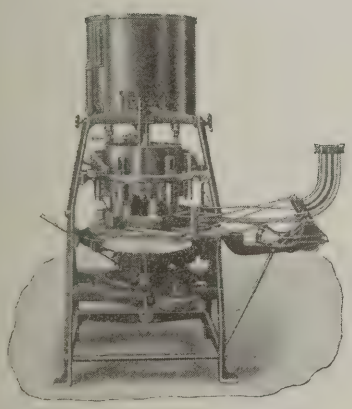
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TABLE I.

DISAPPEARANCE OF OXYGEN AND APPEARANCE OF HYDROGEN IN CANNED APPLES

Volume (cc.) Per No. 2 Can (11 Oz. Apples)

Days After Canning	Soaked Apples		Nitrogen Filled Apples		Carbon Dioxide Filled Apples		Normal Apples		Half Oxygen Filled Apples		Oxygen Filled Apples	
	Volume		Volume		Volume		Volume		Volume		Volume	
	O_2	H_2	O_2	H_2	O_2	H_2	O_2	H_2	O_2	H_2	O_2	H_2
*...	0.3		0.5		0.5		6.2		18.6		45.4	
							4.7		18.6		42.7	
–...							3.9		9.9		33.0	
					0.5		3.0		10.6		27.9	
19...	0.0	0.0	0.0	0.0	0.0	0.0	1.4	0.0	0.3	0.2	9.1	1.9
	0.0	0.0	0.0	0.0	0.1	0.0	0.8	0.0	2.0	0.3	8.8	2.3
	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.1	0.4	1.4	0.1	6.3
20...	0.0	0.0	0.0	0.0	0.2	0.0	1.3	0.0	0.3	1.1	1.5	5.7
							0.4	0.2				
							0.3	1.2				
21...	0.0	0.0	0.0	0.0	0.0	0.0	1.4	0.1	5.8	0.4	0.1	5.4
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.6	0.2	1.2	5.3	5.1
	0.0	0.0	0.0	0.0	0.1	0.0	0.2	0.2	0.0	7.0	1.0	12.4
28...	0.0	0.0	0.0	0.0	0.0	0.0	0.5	3.4	0.1	7.0	0.6	9.8
	0.0	0.0	0.0	0.0	0.0	0.0						
					0.0	0.0						
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.8	0.0	12.4	0.0	24.3
42...	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.3	0.0	20.1	0.0	23.3
					0.0	0.0						
					0.0	2.3						
					0.0	0.0						
56...	0.0	0.0	0.0	0.0	0.0	2.5						
	0.0	0.0	0.0	0.0	0.0	0.0						
	0.0	0.0	0.0	0.0	0.0	0.2						
71...	0.0	0.0	0.0	0.0	0.0	0.0						
98...	0.0	0.0	0.0	0.0	0.0	0.0						
	0.0	0.0	0.0	0.0	0.0	0.0						
127...	0.0	0.0	0.0	0.0	0.0	0.0						

* Examined immediately after canning, before processing.

– Examined immediately after processing.

The data in the table indicates that the oxygen disappears about as soon in the cans containing the larger amounts as in those containing the smaller irrespective of the amount originally present. As soon as the oxygen has disappeared, hydrogen begins to form, and the rate at which it forms is in the same order as the amount of oxygen originally present. The fact that hydrogen and oxygen was found in some cans at the same time is probably due to the fact, as we have previously shown [3], that oxygen may remain in small amounts within the apples, even for considerable time after it has all disappeared in the headspace, where hydrogen may be forming in the meantime. The finding of hydrogen in some of the cans containing carbon-dioxide-filled apples earlier than in the nitrogen filled or soaked apples, as is indicated in Table I, is in harmony with our explanation that with the former the oxygen was less efficiently excluded, though the evidence with these three lots bearing on this point is rather limited. In some of the cans containing carbon-dioxide-filled apples we obtained as low as 3 or 4 cc. of nitrogen, whereas those in which hydrogen was found there was about 10 cc., which originally no doubt was accompanied by a proportionate amount of oxygen.

The following data, relating to soaked, nitrogen-filled, normal and oxygen-filled apples packed in plain cans is presented as a contrast to and a comparison with the same products packed in enameled cans and considered under Figure II and Table I. These four lots of apples were canned in the plain cans precisely as in the enameled cans, approximately the same time, but for another purpose for which they were shipped to New York. There, before they were opened, one can of each lot every other day during two different periods, the vacuum was taken. The average for from 22 to 30 cans per lot for each period are recorded in Table II. In considering these figures it should be borne in mind that immediately after canning all four lots had approximately the same vacuum ranging from 4 to 5 inches within each lot. The high vacuum of the oxygen-filled apples developed within a few days after canning coincident with the disappearance of oxygen.

The original oxygen content of the four lots of apples represent in Table II can be seen in Table I.

TABLE II.

Average Vacuum (in Inches) of Apples Packed in Plain Ca With Varying Oxygen Content.

Preliminary Treatment of Apples	Soaked	Nitrogen-Filled	Untreated	Oxyge Fille
Opened 7 to 17 weeks after canning..	3.1	3.0	4.5	19.0
Opened 31 to 38 weeks after canning.	4.4	3.2	4.7	15.0

About 38 weeks after canning some of these canned appl were reshipped to Washington and the gas in them analyzed, a a determination of the iron and tin in the contents made. Hydr gen was found in about half the cans examined, ranging fr 0.4 cc. to 1.6 cc. per can, irrespective of the preliminary trea ment that the apples received. The average of the iron and t determinations of the contents representing four cans for ea lot are given in Table III.

TABLE III.

Average Iron and Tin Content of Apples Packed in Plain Ca With Varying Oxygen Content.

Preliminary Treatment of Apples	Milligrams per Kilogra Iron	Tin
Soaked	70	41
Nitrogen-filled	49	48
Untreated	60	140
Oxygen-filled	121	513

It should be stated that 30 mg. of the iron given in the tab was originally in the apples, the remainder only coming from t can. Also that the iron content in the individual cans of the san lot of apples varied greatly. For example, one can of the ox gen-filled apples contained only 33 mg. iron per kilo., which about the amount contained by the apples before canning. Wi respect to the tin content, however, the individual cans fall three well-defined groups, the soaked and nitrogen-filled appl

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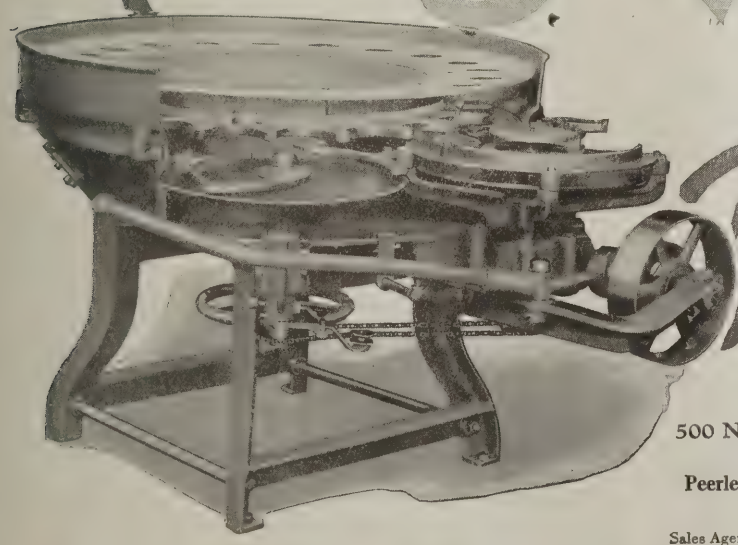
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This advertsment is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y. and the Sprague-Sells Corporation, Hoopeston, Illinois

constituting one, the untreated and oxygen-filled apples, respectively, the other two. It is possible that there is significance in the difference between the averages of the soaked and nitrogen-filled apples, but as there is some overlapping in individual cans, more data is necessary to establish it.

It should not be inferred from the favorable results obtained with apples subjected to a vacuum and filled with nitrogen that this is advocated as a practical method. It was used here as an experimental means of arriving at facts. There is evidence that this is not as efficient in eliminating oxygen as the soaking method that was used. One point of difference is the fact that the nitrogen-filled apples, upon extending the cook, became somewhat darker than the soaked apples. The nature of this difference is being studied.

A consideration of what happens in such a soaking process is of interest. It should be borne in mind that all fruits continually use oxygen and give off carbon dioxide. This is a normal respiratory process very similar to our own breathing. Since in soaking their supply of atmosphere oxygen is cut off by their being immersed in the salt solution, they completely use up the oxygen held within their tissue.

It is not likely that this respiratory process is as simple as a direct conversion of oxygen into carbon dioxide. In our own respiratory process the oxygen first combines with the haemoglobin of the blood to form oxyhaemoglobin. This combined oxygen still has its full oxidizing powers, and as such is transferred to all parts of the body. If there is any such intermediary substance in fruits in which oxygen is held in combination, this would be used up during the soaking process, as well as the gaseous oxygen, but it would not be removed by a vacuum pump.

We may carry the analogy between our own respiratory system and that in fruits further in considering the effect of the exhaust for fruits. If a man is submerged in water, he looses consciousness in a few seconds, but he may be revived after being submerged several minutes. During this time he utilizes the oxygen in his blood in the form of oxyhaemoglobin. But if he were submerged in boiling water, he would be killed instantly, and this oxyhaemoglobin would not be utilized. The heat of the exhaust box for fruits drives out some of the oxygen in the fruits, but until boiling temperature is reached—and this is never reached in canned fruits—the last traces of oxygen are never driven out. If the temperature of the fruit is raised so rapidly as to kill it before these last traces of oxygen are used up, it will be available to operate in bringing about perforations. This argues in favor of a long exhaust at a relatively low temperature, rather than a short exhaust at a high temperature. It has been customary to measure the efficiency of an exhaust by taking the temperature of the can contents at the time of closure. This is rather a measure of the vacuum that will be obtained in the finished product. By considering at the same time the length of the exhaust which was necessary to secure that temperature and vacuum, one has a fair measure of the efficiency of oxygen elimination.

The following table by Magness[4] shows the effect of storage temperature on oxygen content:

TABLE IV.

Effect of Storage Temperature on Oxygen Content in Yellow Newton Apples.

Temperature of Storage Degrees F.	Per Cent Carbon Dioxide	Per Cent Oxygen	Per Cent Carbon Dioxide Plus Oxygen
36	6.7	14.2	20.9
43	8.4	12.9	21.3
52	12.2	10.7	22.9
68	17.2	5.5	22.7
86	21.4	3.2	24.6

This brings out in a striking manner that the increased respiration at the higher temperature depletes the oxygen in them and converts it into carbon dioxide. It should be observed that one volume of oxygen gives rise to an equal volume of carbon dioxide, and that the sum of two in the apples is relatively constant.

Table V gives the analysis of the gas in strawberries as found in Salem and The Dalles, Oregon and in Vancouver, Washington, as they were used for canning. It is seen that certain varieties of berries contain much more gas than others. But if the data in Table IV is recalled, it is evident that there may be great variation even in the same variety even in the same canning factory because of temperature variations. For example, berries grown in the Hood River Valley, at the foot Mount Hood, may be chilled during the night and arrive canning in the morning at the Dalles for canning at a fa low temperature. It is not unusual for the temperature at Dalles to be 95 F. in the shade during the strawberry cann season. Held at this temperature during the day, the ber may have a different oxygen content in the evening than in morning. This same consideration holds for strawberries h over in cold storage for canning.

TABLE V.

Gas in Strawberries

Cubic Centimeters Per 13 Ounces (No. 2 Can)
(28 Cubic Centimeters Equal 1 Ounce)

Variety	Total	Carbon Dioxide	Oxygen	Nitrogen	Per C Oxy
Clark Seedling....	46.3	1.2	7.6	37.5	
Oregon	42.2	1.4	6.6	34.2	
Marshall	40.2	0.9	6.1	33.2	
Wilson	33.9	1.4	4.3	28.2	
Trebla	29.4	1.1	4.2	24.2	
Johnson	24.1	0.9	3.9	19.2	
Etterburg 121.....	23.7	0.5	3.8	19.4	

Clark[5] has reported some results on the effect of salt perforations in canned apples, in which he points out that if canned apples were grouped in the order of their salt cont the number of perforations were in the same order. The va tion in salt noted by him was a result of the variation in handl which may have had some influence on the results obtained. results are based on apples canned in plain cans.

In order to obtain the effect of salt on perforations in ena eled cans, to determine not only the action of salt in particul but of an electrolyte in general, we made the experiment rep sented in Figures III and IV, in which there are three lots apples. In Figure III only perforations are represented, wh in Figure IV hydrogen swells and springers as well as perfo tions are included. The apples in one lot, represented by upper group of curves, were filled with oxygen; the apples o second lot, represented by the lower group of curves, had th normal gas content; the apples of the third lot not represen on the charts because no perforations, hydrogen swells or spri ers had occurred up to the time of writing (42 weeks after c ning), were filled with nitrogen. In canning each of these th lots, water containing varying amounts of salt was used so t the total can contents had the per cent of salt indicated on chart. With the exception of these two variations, the app were canned under as uniform conditions as possible and sto at ordinary temperatures.

The effect of oxygen is so great in this experiment that tends to overshadow any influence of the salt. It does not se possible to distinguish between the varying percentage of s Possibly as the nitrogen-filled apples are held over an extend period the action of the salt will be more noticeable.

The question presents itself as to what causes variation the proportion of cans which become hydrogen springers swells before perforating. When a springer develops and can also perforates between examination intervals, and the e of the can, of its own accord, assumes its original position, fact that it had been a springer would be unobserved. For t reason, when perforations are occurring so rapidly, as was case with the oxygen-filled apples, some springers escape obs vation, even though the cans are examined every two wee With the experiments held in the incubator, represented in F ures I and II, there were practically no springers or swells served among the oxygen-filled apples, and the number obser with the other lots was in the reverse order of the oxygen c tent. This relationship is more evident in the experiment rep sented in Figures III and IV. A comparison of these two cha reveals the fact that few swells and springers were obser among the oxygen-filled apples, but with the untreated app containing less oxygen there were decidedly more. This brought out more clearly in Table VI. The date is given, incl ing only 28 weeks, because at the end of that time most of t oxygen-filled apples had perforated and the percentage of sprin ers and swells could not materially increase. Moreover, at th time their formation in the other lots was temporarily arrest

[4] Magness, The Botanical Gazette, 70, No. 4, October, 1920.

[5] Clark. The Canner, 56, 249, 1923.

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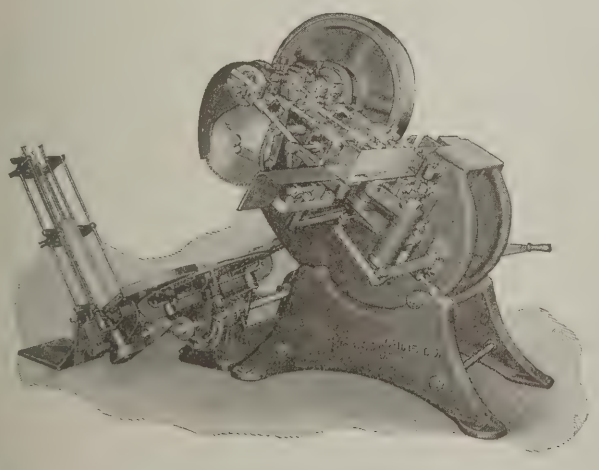
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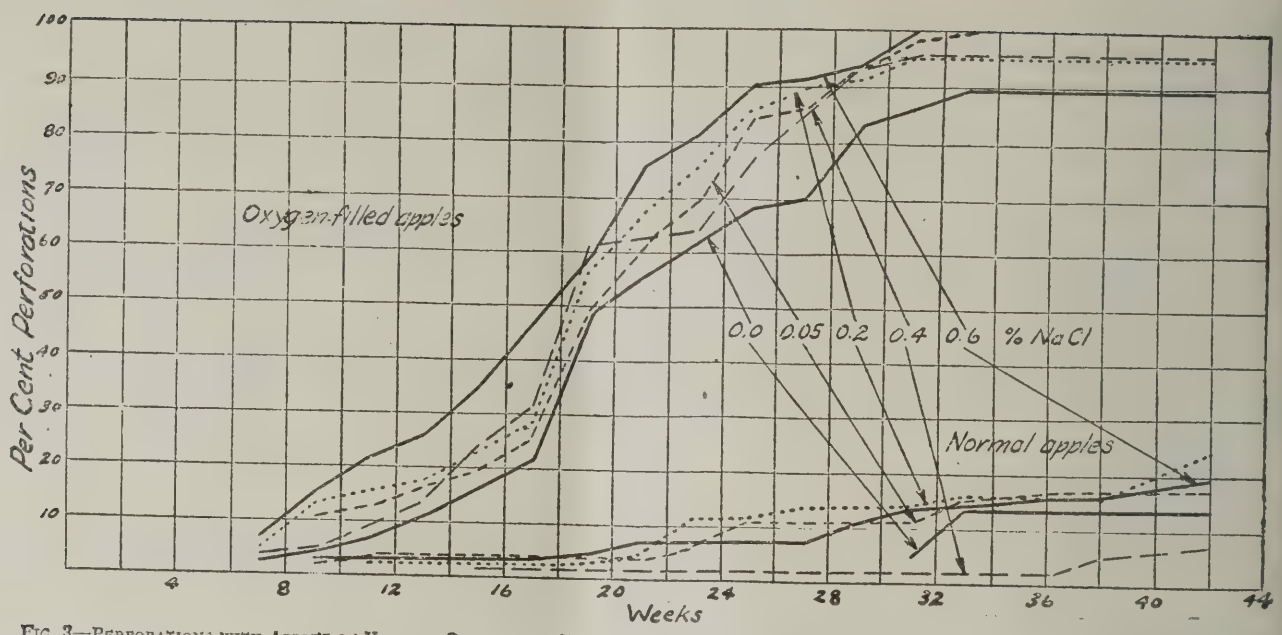


FIG. 3—PERFORATIONS WITH APPLES OF VARYING OXYGEN AND VARYING SALT CONTENT. NITROGEN-FILLED APPLES WITH THE SAME SALT CONTENT HAVE SHOWN NO PERFORATIONS, SWELLS OR SPRINGERS TO DATE (42 WEEKS.)

due to the contraction of the can contents with the advent of fall weather.

TABLE VI.

Per Cent Hydrogen Swells and Springers from Apples of Varying Oxygen and Salt Contents.

Per cent salt in apples	0.0	0.05	0.2	0.4	0.6
Springers and swells from nitrogen-filled apples	0.0	0.0	0.0	0.0	0.0
Springers and swells from untreated apples	28.0	29.2	41.7	23.9	29.2
Springers and swells from oxygen-filled apples	19.6	20.8	27.7	17.4	21.3

a hydrogen acceptor, we can have corrosion taking place wi hydrogen formation. The anthocyan pigments, the fruit c are such possibilities. It is a known fact that colored fruit bleached in plain cans and that frequently the color can b stored by the action of the oxygen of the air. This indi these colors may be oxygen carriers.

There is a limited amount of data to show that ce fruits tend to form a larger per cent of springers and s before perforating than others. In the above experiment assume that before hydrogen began to form the oxygen cor the can to a considerable depth either by attacking the can or by combining with the present hydrogen and thus actin a depolarizing agent. Extensive experiments published this laboratory[6] with cider and blueberries in two diff

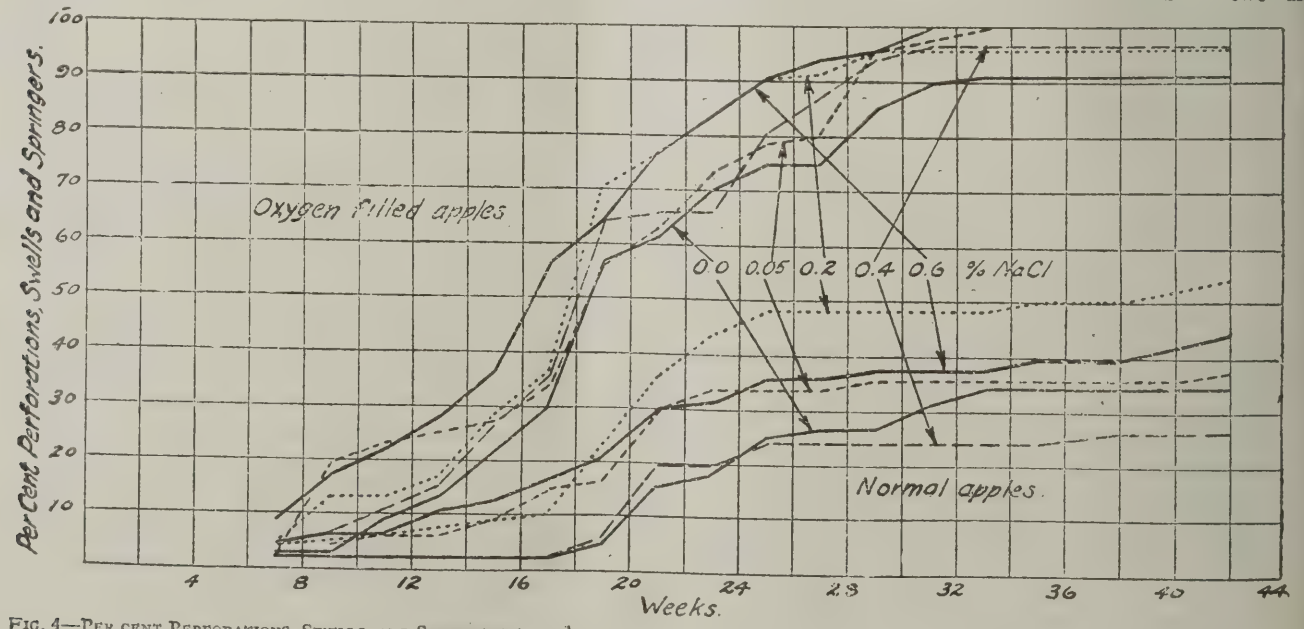


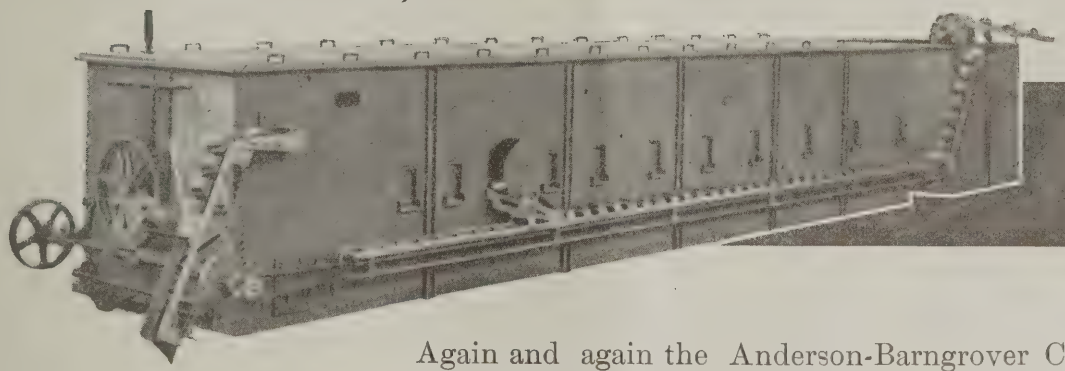
FIG. 4—PER CENT PERFORATIONS, SWELLS, AND SPRINGERS FROM APPLES OF VARYING OXYGEN AND SALT CONTENT HELD AT ORDINARY TEMPERATURES. NITROGEN-FILLED APPLES WITH THE SAME SALT CONTENT HAVE SHOWN NO PERFORATIONS, SWELLS OR SPRINGERS TO DATE (42 WEEKS).

A relatively high vacuum has been advocated to lessen the tendency to formation of swells and springers. In the experiments here recorded the question is somewhat complicated by the higher vacuum developed after canning in those apples originally containing oxygen due to its subsequent disappearance. This vacuum would take care of the hydrogen formed for a certain period. But if there is oxygen in solution or in a combination somewhat analogous to that in oxyhaemoglobin, or if there is present in fruits a non-oxygen-bearing oxidizing agent, i. e., years indicate that cider consistently forms more springers swells than blueberries. Moreover, general observations lea to believe that certain products consistently corrode the without hydrogen formation to a greater extent than others. do not wish to imply that this means, for example, that blueber necessarily contain more oxygen than cider. Rather, we take suggest that fruits contain other oxidizing substances which

[6] Bulletin 22-L. Canned Food Containers.

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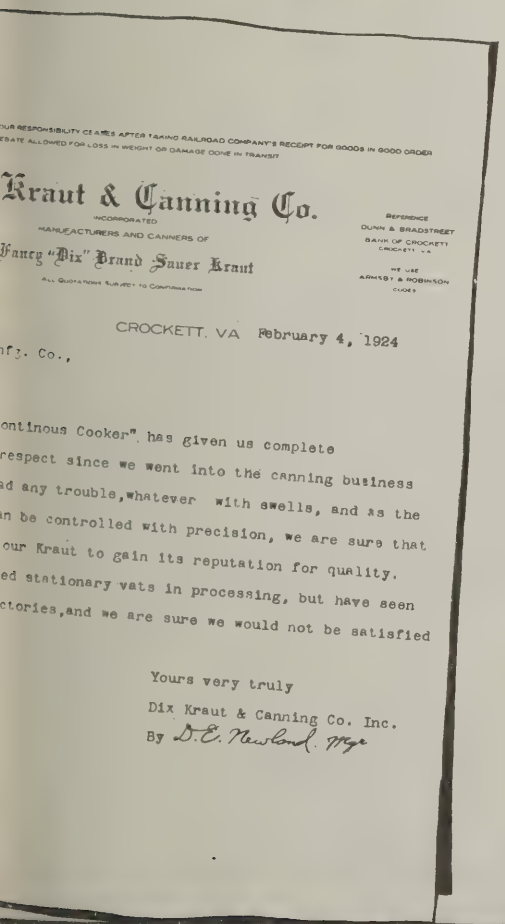
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in a manner similar to oxygen. We believe that the amount of these substances in the canned product is dependent not only on the amount originally present in the fruit, but also on the method of handling. Also, it is not improbable that the same procedure with different fruits has different results.

The fact that when apples containing oxygen are canned in plain cans the oxygen very promptly disappears and hydrogen is very slow to form, and in many cans does not form at all for a considerable time; whereas, when apples with the same amount of oxygen are packed in enameled cans the oxygen disappears much more slowly, but after it is gone hydrogen promptly forms, we take as evidence that tin plate offers some resistance to the action of the acid alone, but under the combined action of acid and oxygen this resistance is greatly weakened. When once this resistance is broken down, as apparently is the case in the enameled cans, where evidently the oxygen corrodes to a greater depth than the same amount of oxygen in plain cans, the acid continues to act upon the metal until perforation results. The more rapid formation of hydrogen with the larger original oxygen content may mean that a larger area has been laid bare to the action of the acid.

We have no data at present to throw much illumination on the nature of this protection. It may be merely foreign matter, such as an oily film, or it may be a physical condition, such as polarization. But we should not exclude the possibility that it may be something more substantial, such as a thin film of an alloy, or alloys of tin and iron. The gelatin test indicates that iron is exposed in certain spots on tin plate, but this may be iron in the form of an alloy which is subject to the attack of hydrochloric acid, but not of the fruit acids. We are aware that some do not believe iron and tin alloy in the process of tin-plating, but do not regard the evidence on this point to be conclusive. This protection is somewhat injured by the bending of the tinplate in the process of closing the can, since it is at the countersink that most perforations occur. But it is by no means completely broken. Any data which will throw light on the nature of this protection is desirable, as it should be suggestive of means to increase it.

Finally, we wish to point out what we regard as a misconception of what constitutes a "good" exhaust in the commercial canning of fruits. A common criterion is the temperature of the can contents at the time of closing. But a simple application of Charles' gas law will reveal the fact that a rise in temperature of the fruit from 65 to 190 F. will drive out, by expansion, only about one-fifth of the gases in them, including oxygen. This can be of little significance if oxygen is an important factor. A greater factor than this is the increased water vapor pressure which crowds out an equivalent amount of oxygen. But both of these factors leave a considerable residue which must be eliminated in another way. The beneficial effect for this residue is to be sought in another feature, namely, in increased respiration of the fruit due to securing an appropriate temperature. A good exhaust is one, therefore, which, by respiratory processes, consumes the oxygen within the fruit most effectively, and possibly other oxidizing substances that the fruit may contain. According to this viewpoint, the temperature of the fruit may be raised so rapidly so to kill the enzymatic reactions before they have accomplished the maximum good. When once the respiratory processes are destroyed by heat, one of the most effective means of oxygen elimination is lost.

There are some striking evidences of harmful effects from a too rapid rise in temperature. It is well known that if the soaking of apples is conducted at too high temperatures, the centers become darkened. With some varieties this occurs as low as 130 degrees F. When some varieties of strawberries are canned immediately after being taken from cold storage, the oxygen content is high, due to inhibited respiration at the low temperature, and unless this is eliminated by an adequate exhaust it is a factor in deadening the brightness of the color during the process.

There is no data available which enables us to say at what temperature the respiratory processes in fruits are destroyed. It undoubtedly varies with conditions and variety of fruit. Moreover, variable factors are always at play, control of which is difficult and often impossible. Different sets of conditions may give what on the surface appear to be contradictory results. It is of the utmost importance that these conditions be clearly understood.

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

— *for the* —

Pea Canner
Corn Canner
Tomato Canner
Fruit Canner
Milk Canner
Meat Canner

BERLIN CANNING MACHINERY WORKS
BERLIN, WIS.

Why Not Eliminate

the chief cause of swells and flat sours by the use of

Wyandotte Sanitary Cleaner and Cleanser

which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.

Over 2,000 distributing centers insure prompt delivery and short haul.

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

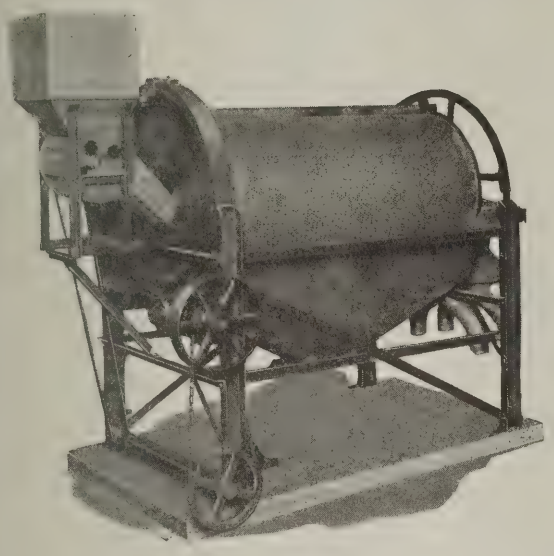


Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

CALIFORNIA PACKING CORPORATION

San Francisco CALIFORNIA

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

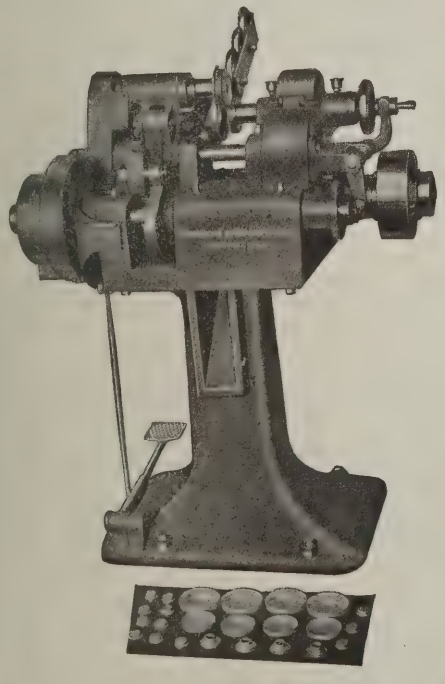
For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

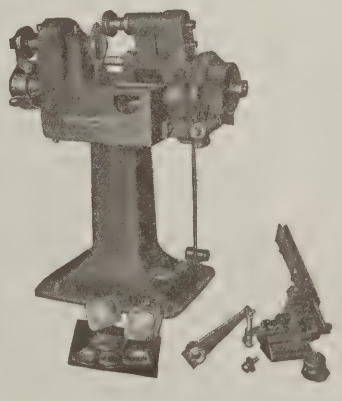


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue **CHICAGO, U. S. A.**

VIRGINIA CANNERS HOLD LARGE MEETING.

THE fourteenth annual convention of the Canners' Association of Virginia convened in the assembly room of the Chamber of Commerce, Roanoke, Wednesday, March 5th.

The largest number of canners attending a convention in the history of the organization were present at the meeting. A great deal of enthusiasm was manifested and some unusually good addresses were delivered by the speakers on the program.

At noon the canners were the guests of the Virginia Can Co. and Bedford Can Co. at luncheon.

Members of the Board of Directors were elected as follows:

For the three-year term: R. A. Gilliam, W. G. Spigle, B. R. Ikenberry, Lester Pendergast and H. D. Moyer.

For the two-year term: J. W. Gillespie, A. L. Murray, G. S. DeLong, M. F. Sink and S. R. Price.

For the one-year term: Miller Overstreet, S. W. Huddleston, F. W. Brugh and H. M. Booze.

Following the adjournment of the convention the directors met in special session and elected the following officers: President, B. R. Ikenberry; secretary-treasurer, W. G. Spigle; vice-presidents, S. R. Price, S. W. Huddleston and Lester Pendergast.

R. A. Gilliam, of Montvale, delivered an address on "The Canning Industry from the Canner's Viewpoint."

J. W. Gillespie, of Bedford, spoke on "Proper Care in Shipping, Neatness of Packing and Invoicing."

A resolution committee, composed of S. R. Price, N. A. Wood and S. W. Huddleston, presented resolutions tendering a vote of thanks from the organization to B. F. Moomaw, W. A. Reid and D. W. Wiley for their helpful talks, and to the Virginia Can Co. and Bedford Can Co. for the luncheon tendered the canners. Other resolutions were presented tendering thanks to President B. R. Ikenberry and Secretary-Treasurer W. G. Spigle for their efficient work during the past year. The resolutions were unanimously adopted.

Following the completion of the regular program the meeting was thrown open to a general round-table discussion, in which a large number of canners took part.

The outlook for the canning business this year was considered favorable. The tomato crop last year was threatened by several diseases, it was stated, and this will keep the growers busy if a bumper crop is to be secured.

The meeting opened with an address of welcome by B. F. Moomaw, secretary of the Chamber of Commerce. R. A. Gilliam, of Montvale, responded.

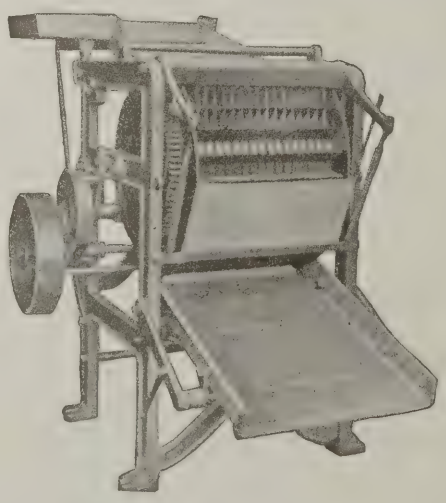
W. A. Reid, cashier of the First National Bank of Troutville, spoke on "The Canning Industry from the Bankers' Viewpoint."

County Agent D. V. Wiley, of Fincastle, gave an interesting talk on "The Canning Industry from the Tomato Growers' Viewpoint."

MARYLAND FARM WAGES HIGHER.

FARMERS of Maryland were required to pay higher wages to male farm labor during 1923 than in the two preceding years. The average rate per month with board in 1923 was $32.00, in 1922 it was $28.50, and in 1914 the rate was $17.00. The

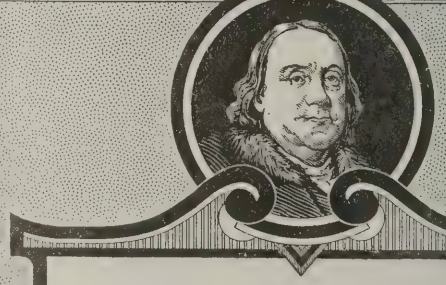
LEWIS CUTTER
—FOR—
Beans, Okra, Celery, Rhubarb



Attention, Nr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build; Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.



Made Specially For You

FRANKLIN CANNERS A

Made from a selected liquor for the Canning Trade. Produces a water white syrup, strong enough to assist in preventing fermentation. Heat doesn't affect its color.

The Franklin Sugar Refining Company
PHILADELPHIA, PA.
"A Franklin Cane Sugar for every use"

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

Peas, Beans, Corn, Beet, Tomato, Cabbage

All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.
CAMBRIDGE, N. Y.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

average monthly rate without board in 1923 was $48.00, in 1922 it was $42.00, and in 1914 the rate was $26.00.

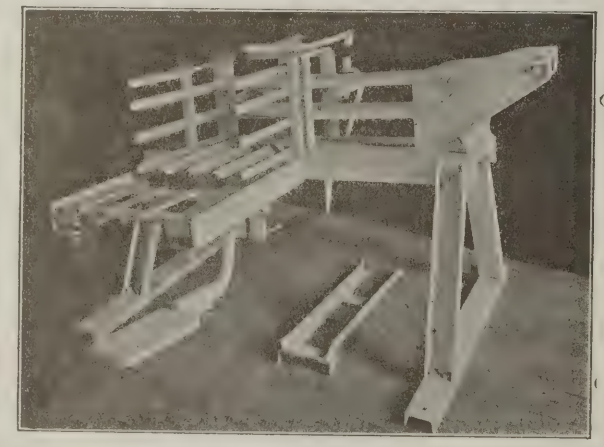
Day wages for harvest labor with board averaged $2.70 in 1923, as compared with $2.17 in 1922, and with $1.38 in 1914. For farm labor other than at harvest time the rate per day with board was $1.95 in 1923, as compared with $1.54 in 1922, and with 94 cents in 1914.

The peak year in wages of farm labor in recent years was 1920. It was then that deflation of general prices began, and farm wage rates continued to decline until the fall of 1922, when an upward trend developed. At the close of 1923 farm wages were from 15 to 28 per cent below those of 1920, depending upon the character of the employment, and ranged from 190 to 200 per cent above the wages prevailing on the farms in the pre-war year 1914.

On December 1, 1923, farm labor offered a supply that was 71 per cent of the demand for such labor, or 29 per cent below the demand. Not so many farms were reported as absolutely idle. But a great many farms were mentioned as only partially worked—not worked at all intensively. Labor deserted the farms for the factories, the railroads, and for public works like road building, at wages the farmers say they are not able to pay. Unless the labor situation improves it seems likely that less acreage will be under the plow during the crop year 1924.

AMERICAN FRUITS CALLED FOR IN HOLLAND.

AMERICAN fruits are becoming nearly as well known throughout Holland as are locally produced fruits and fruits from Holland's colonies in the Far East. There has been a rather notable increase in the imports of American fruits at the present time, particularly apples and raisins, says the Foodstuffs Division of the Department of Commerce. A slight falling off, however, is noted in the imports of dried apples. American grape fruit is being used in Holland to an increasing extent, but the imports of this, as well as all other citrus fruits from the United States, are made by way of Great Britain, so that it is not possible to secure any definite statistics as to the American portion of the trade. The United States has furnished direct 595 metric tons of the 920 metric tons of canned fruit imported during the first eleven months of 1923. Most of the balance of the trade is in canned tropical fruits from the East Indies. The increase in the fresh apple trade has been especially notable since the import of such fruit from the United States heretofore has been a matter of serving the fine trade only, whereas now some of the finest quality American apples have geen coming into the country at prices which enable them to compete with the more ordinary apples from Italy, Germany and other nearby countries.



The New KYLER BOXER.

A machine, simple in construction, positive in action, which takes the cans from the Labeler – or Automatic Cooker – as fast as they come and places them in the cases without injuring the cans or Labels. Sturdily built to last a lifetime; all metal – operates either by foot or hand – both furnished with all machines – always on the job.

BALTIMORE, MD., December 6, 1923

It is with great pleasure we write you regarding the performance of the Boxing Machine we purchased from you this season. The features of this machine are too numerous to mention in this letter, but if you have, at any time, an interested prospect who desires to communicate with a present user, we will be only too glad to tell them of the many advantages we have found in using this machine. As a labor saver, it cannot be beat, and its construction could not be better, in our estimation. Very truly Yours J. H. Roberts & Co.

Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co.

New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.40	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.15	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.55	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.45	130
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.95	1.05
Standard, No. 2, f.o.b. County	.92½	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.62½	.70
Standard 1s, f.o.b. County	6 2½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10		....
Michigan, No. 10	....	....
New York, No. 10		4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	4.50

APRICOTS‡

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	1.90	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.85
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.20	3.40
Hawaii Sliced, Standard, No. 2½	3.00	3.10
Hawaii Sliced, Extra, No. 2	2.85	2.85
Hawaii Sliced, Standard, No. 2	2.75	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.30	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.55	1.60
Standards, 4 oz	....	....
Standards, 10 oz	2.90	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.35	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MARCH 17, 1924

WEEKLY REVIEW

The Market Takes a "Breathing Spell"—Most Sections Well Sold Up on Both Spots and Futures—Higher Prices on Both Likely—Prices Which Should Be Ruling on Future Tomatoes.

ANXIOUS TIMES—During the week we have been asked, several times, what has caused the clump in business, now so apparent, for there is a slump just now. Frank Stare, the well-known market gauger of the Grocers' Supply Co., of Wausau, Wis., answers it in this way in his most recent circular:

"Interest kind o' pinched out all at once. It couldn't continue forever. It was certainly great while it lasted; never saw anything like it. We do not mean to imply that any unusual situation has developed. On the contrary, present conditions are entirely normal. They couldn't be otherwise. **Wisconsin canners have practically nothing to sell,** either spot or futures. Buyers, on the other hand, must be pretty well covered."

We have only to add that what is true of Wisconsin is equally true, to a greater or less extent, of every other section. Of course, there must be some dragging, some who have a few spots to sell and some who want more future business; but, speaking of the industry as a whole, the situation is in a most favorable condition, and there surely is no reason to worry over the present slump, or, as we term it elsewhere, this "air-pocket" in business. The feverish condition of both buying and selling could not continue indefinitely—there must be a bottom to every bin—and on both spots and futures not a few canners have reached the absolute stopping point, and in the same way a large number of buyers must have covered their wants. He must be a very pessimistic canner who will feel "blue" over this breathing spell, for that is about all it is.

The spot market has been quiet this week, as it was last week; but those who can "sense" the market feel that more active buying of spots must be right at hand, if it does not reach the market before this is read. Canned Foods Week has caused a vast increase in the consumption of available stocks, and the drain is still in full force. There is an end to both the retailers' and the wholesalers' ability to meet this demand, and the trick of the wholesalers to buy from each other instead of from the canners is only postponing the day of coming into the market and making certain that more will come in together than would have done so otherwise. The strength of the situation is in the heavy demand and consumption by the people, and this will be met, if there are enough goods of the spot kind to meet it, which is rapidly becoming the question. One section after another is rapidly becoming completely cleaned out of spots of all kinds, especially of peas, tomatoes and a number of the lesser goods, and of corn and fruits as well. The consumers' heavy onslaught upon canned foods is just beginning, and there will be a scramble for the most wanted goods before long.

The weakest item in the whole list has been fruits, which for some reason have not been in as active demand as other items of canned foods. Our market page seems to show a determination to clean out on some of these, and reductions are, accordingly, noted. Standard yellow cling California peaches are quoted this week at $1.90, Baltimore, as against $2 previously. Hawaiian pineapple also shows some reductions: No. 2½ extra sliced at $3.20, 2½ standard sliced at $3, and No. 2 extra sliced at $2.85. Eastern pie water pineapple, No. 10s, which have been out of quotation, are now offering at $5. No. 2 extra preserved strawberries are now quoted at $2.30, a reduction of 10c. And standard No. 10 strawberries, in water, are quoted at $6, a reduction of 50c. Cove oysters of the 5-oz. size are offered at $1.55, as against a previous price of $1.60.

Other items in the spot list remain unchanged and firm, except sweet potatoes, which have been selling well and which are largely out of quotation in this market, although the No. 3 size is offered at $1.45 in the county, an advance of 20c per dozen. Considering that tomatoes, corn, peas and the other items which are mainly held in this immediate section as spots are not mentioned in this list, the spot situation may be said to be very strong. Tomato houses in the counties say that stocks are small and that demand is increasing with the coming of spring, and they all look for better prices. Certain it is that what stocks are held are in hands which can hold them and which intend to hold them until they get the price they consider them worth. If buyers are waiting in the belief that lower prices will prevail, we fear they are going to be badly disappointed, and that in fact that they will have to pay much higher prices than now are possible as soon as the holders fully realize that this section has a practical control of the tomato situation. Indiana can find only a few clean-up lots of tomatoes, mainly a few odd cases, and nowhere a carload of any size or grade. And they are holding No. 2s at $1.10, with No. 3s at $1.60, and what few near-fancy No. 2s that can be found at $1.20. When the Tri-State canners, and other tomato canners of this immediate section, learn this there will doubtless come a very decided turn in tomato prices. That is very much of a certainty, whereas chances for lower prices seem to be very, very remote.

FUTURES—Future peas are about out of the question. The same authority we quoted above says:

"It is a safe bet that a larger volume of future Wisconsin peas, beans and beets have been sold than any year since the canning game in Wisconsin could be dignified as an industry. The sale of future corn has also been very satisfactory. If any canner has not sold all the futures he wants to, it is his own fault. Opportunity has all but broken down his door. Of course, there will be more futures sold; no doubt a lot of them. However, the big business on future Wisconsin canned foods is over."

Baltimore canners are to be classed rather as buyers of futures than sellers of them, and so they are not greatly interested in the question of futures, and consider the market in that phase as uninteresting. In the counties it is said futures have

been only fairly active this week. This applies to both corn and tomatoes. There are still lingering rumors of low prices on tomatoes as if the "hungry" have not yet been fed up. In the olden days even slaves used to be sold to the highest bidders, but in these modern days they are sold to the lowest bidders—but, even so, we should think they were pretty well sold up by this time.

Just this should be said about tomato futures: The industry has never been able to produce enough canned tomatoes **in one season** to oversupply the market, even when demand was very much less than it is known to be today. It took the accumulations of several years, and a "slew" of poor quality stuff, to break the tomato market below cost. The season of 1924 will start with absolutely clean decks and holdings in wholesale and retail hands at record low ebb. More and more men have learned the fallacy of packing "anything," and more and more are packing a fine quality only. Put the two together—better quality, plus empty supply sources—and add an immensely increased consumer demand, and see if you can find why tomato future prices should be as low as they are by a considerable margin. For only one reason, and we have pointed that out—in the slave story above. With that market-disrupting influence out of the way, future tomato prices in these Tri-States should easily reach the level of the Western canners and more, because those canners are quite well sold out. The jobbers are not covered on tomatoes, not by a jugful. If the tomato canners who stand on their own feet had but a little backbone and stood firm for proper prices, they would get them, or they would have the spots to sell next fall at very much better prices and at substantial profits. It is the tomato canners who kill the future tomato market, or, rather, the way they do business. Future 1s are worth 65c as a minimum, 2s at $1 to $1.10, 3s at $1.45 to $1.50 and they would be that today if the canners who constitute the great bulk of the total pack had the "guts" to sell their goods only at such prices. But, again, the tail is wagging the dog. The buyer will not pay you such prices unless you ask them.

Spot sweet potatoes are selling at $1.45 and futures are offered at $1.20. Why? Spot and future corn is showing more reason in this respect: Good standard crushed corn is quoted at 95c of spots and at 90c for futures.

NEW YORK MARKET

Business Holding Up Well—Future Maine Corn Is Selling Very Well—A Merger of New England Jobbers—Future Tomatoes Selling Fairly Well—Sweet Potatoes Are Higher—Interest Showing in Spinach—Systematic Buying—Trade Notes.

New York, March 13, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

BUSINESS Satisfactory—While all remains quiet along the canned foods Potomac—Hudson street in this instance—an underlying condition of firmness prevails, and business is holding up well. Distributors are still rather active buyers of futures in all lines on which prices have been named, and they are likewise in the market right along for small quantities of spot canned foods for immediate distribution.

Fancy Maine Corn—Business on futures has exceeded expectations, and one canner, probably the largest corn packer in Maine, has let it be known that he cannot accept any additional future business here. With the packing season still several months away, canners are naturally neglecting no precautions, but further offerings will no doubt be made as soon as the packers have a chance to figure on their probable packs.

New England Jobbing Merger—One by one the number of wholesale grocers in the East seems to be narrowing down. Reports from Boston during the week noted the purchase by Reid, Murdoch & Co., of Chicago, of the business of the William M. Flanders Co., one of the oldest grocery jobbing concerns in the Hub. Reid, Murdoch & Co. will transfer some of its sales force to Boston and operate the business there as a branch of the Chicago house. Reid, Murdoch & Co. are already operating in the New York territory, having opened a warehouse at the Bush Terminal about two years ago.

What's Wrong With the A. & P.?—The Great Atlantic and Pacific Tea Co. is running a contest in New York city, offering $5,000 in prizes for the best criticisms from its customers telling why the customers like the stores, or why they do not like the stores. Criticism is especially invited by the company. There would be some interesting reading if some of the wholesale grocers would enter and tell why they don't like the A. & P.

Future Southern Tomatoes—Maryland and Delaware tomato canners continue to receive a satisfactory volume of carlot business on futures. The present buying indicates that distributors regard tomatoes as a "good buy" at present prices of 57½c on 1s, 87½c on 2s, $1.27½ on 3s, and $4.00 on 10s, all f. o. b. country canneries on 100 per cent delivery contracts. Canners are now offering future tomato puree at 50c for 1s made from trimmings, and 57½c for 1s packed from whole tomatoes. The market on spot tomatoes for shipment from country cannery has stiffened and is held at 62½c for 1s, 95c for 2s, $1.37½-$1.40 for 3s, and $4.65 for 10s.

Sweet Potatoes Higher—Canned sweet potatoes, which evidently have been hibernating during the winter, recognized the coming of spring with a start last week, and the market stiffened considerably. No. 3s are now held at $1.45, with some interests predicting a higher market. Holdings of canners are very light; many did not can sweet potatoes at all during the 1923 season, owing to the weak market caused by the carryover of 1922 pack.

Spinach—Some interest is being shown in new pack Maryland spinach. The market is quoted on the following basis, for cannery shipment: 2s, $1.10; 2½s, $1.45-$1.50; 3s, $1.50-$1.55; 10s, $4.65-$4.75. Futures are quoted at $1.00 on 2s, $1.40 on 2½s, $1.45 on 3s, and $4.25 on 10s, f. o. b. cannery. Buying is rather quiet thus far at these prices, it is reported locally.

Systematic Buying—One of the largest local canned foods buyers here has put into effect a new schedule of buying. Brokers and canners are received during a two-hour period in the morning, and for two hours in the afternoon. During the afternoon, however, no new business will be taken up, the time being devoted to final disposition of "propositions" which have "been put up" during the morning. Most of the local buyers are now working on some such schedule.

Canned Foods Week Successful—Reports from jobbers, chain stores and retailers indicate that Canned Foods Week this year was successful in the metropolitan territory. Increased sales were reported from retail stores all over the city, and the cause of canned foods received considerable impetus.

Federal to Expand—The Federal Food Stores, Inc., operating a chain of grocery stores in Brooklyn, are offering to the public stock in the company. In its letter to "prospects" the company says: "A few years ago the chain store was simply an experiment. Today YOU know that they are sweeping the country, and in a few years the old-fashioned grocery store will pass out of existence. This popularity of the chain grocery store is due chiefly to one thing—PRICE. The ability to buy in large quantities makes it possible to buy more cheaply—consequently they can sell more cheaply, and at a greater profit. The average earnings of the chain stores are tremendous. The yearly dividends to stockholders are unusually large."

New Era of Retailers—The above regarding the "old-fashioned grocer" may be true, but during the past year or so a new class of independent retail grocers has made its appearance in New York, and is thriving and growing despite the chain stores. It is significant to note that many of the new independent stores are owned and operated by men who have served for a few years as chain store grocery managers, and practically all of them are featuring canned foods just as extensively as the chain stores.

Trade Notes and Personals—R. C. Rhodes, former manager of the canned foods department of Seggerman Bros., Inc., is now a member of the canned foods sales force of Hogan-Levine Co.

W. D. Breaker, of W. D. Breaker & Co., Inc., local brokers, leaves this week for a visit to his Pacific Coast principals. W. D. Breaker & Co., Inc., have a large canned foods department under the management of Ross Yerby, well-known among canners all over the country.

The annual report of the New York Canners, Inc., show that this organization during 1923 effected sales of $11,835,206, with a net income of $803,172, leaving a surplus of $485,343 after payment of dividends.

A. F. Sisk, of A. W. Sisk & Son, of Preston, Md., was in the market during the week.

Wainwright Churchill has been appointed New York manager for Thomas Roberts & Co., Inc,

L. Meulendyke, of W. N. Clark Co., canners, of Rochester, N. Y., was making the rounds of the trade here during the week.

CHICAGO MARKET

Canned Foods Week Sales Heavy—Difficulty in Filling Orders for Spots—No Concessions in Prices—Fancy Corn in Demand—Some Inquiries for Tomatoes—Mostly Only Poor Peas Now in Canners' Hands —Western Canners Will Meet at Hotel Sherman, Chicago.

Chicago, Ill., March 14, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

GENERAL Conditions—The canned foods market is in a reactionary state. There was a heavy demand for canned foods during the week previous to Canned Foods Week from the retail trade in preparation for that event, but during Canned Foods Week there was very little buying on the part of the retailers, especially city retailers, as they were so busy selling their previous purchases that they had no time to consider additional buying.

From what I can hear, the sales of canned foods during the special week have been very heavy, and the wholesale grocers are now beginning to receive business from the retailers for replacement purposes and to replenish their stocks which have been sold to a very low stage. Wholesale grocers find that their own stocks have been depleted to an important extent by the special Canned Foods Week demand, and they are now finding some difficulty in filling orders on account of broken assortments in canned foods.

But little attention is being paid to contracting for futures in canned foods, and most of the attention of buyers for wholesale grocery houses is being turned to the search for spot goods of various grades, and their efforts, aided by the efforts of their brokers, are not altogether satisfactory, as the supplies of spot goods are very small and assortments in various cans are badly broken.

There are no recessions in prices of canned foods to be noted except in canned apples, which are being offered at $3.00, f. o. b. Michigan, for No. 10 size, and in canned pumpkin, which is offered as low as 85c for No. 3 and $2.75 for No. 10, f. o. b. Indiana canneries, for small lots which canners desire to close out so that they can close their warehouses until the canning season begins again.

Canned Corn—There is a great demand for extra standard and fancy canned corn, and wholesalers are disposed to buy spot goods liberally, but future contracting is confined and has been confined to the large establishments which supply the wholesale grocers with canned corn for their private labels, and which always take orders in advance of the season for considerable quantities for that use and purpose.

Canned Tomatoes—The supply of canned tomatoes is limited almost entirely to the Eastern canneries, and there is some buying in No. 2 size especially. There are some inquiries for No. 10 size of extra standard and fancy quality, but these grades are hard to find, so the brokers state, and but few transactions are to be noted in them.

Canned Peas—The supply of canned peas in first hands in Wisconsin is not important, and the few lots which are to be found are usually undesirable quality or slow-selling grades. The canners of Wisconsin have pretty well sold out up to their prudent line of capacity for future or 1924 pack of canned peas, and are not pressing their brokers for additional business. In fact, brokers representing Wisconsin pea canners state that they are having some difficulty in finding canners who are willing to take on additional future business.

Canned Fruits—Michigan canners are pretty well closed out as to canned fruits with the exception of a few small lots of specialties in the way of whole peaches in No. 10 cans and whole spiced peaches in No. 10 and 2½ cans and some sliced peaches in smaller cans.

A few cases of berries are occasionally found in the hands of Michigan canners, but the lots are very small and unimportant.

There is no stock of canned apples of important quantity in the hands of Michigan canners, as they packed but few this season, and have found no profit in marketing what they did pack. The warehouses in Chicago and in other large cities where the wholesale packers are located are filled with apples in barrels and boxes, and the bakers are buying them cheaply and using them in preference to apples in No. 10 cans. Consequently there is a very little demand for canned apples.

A broker told me that the sale of Maine canned corn had greatly decreased in Chicago in the past five years, as it was being replaced by Minnesota fancy Crosby corn and fancy packs of Country Gentleman corn. The broker claimed that not more than 50 per cent of the Maine corn came to Chicago now as compared with that which came here five years ago.

The Directors of the Western Canners' Association have voted to hold the April annual convention of that Association at the Hotel Sherman, Chicago. The days will be Monday to Saturday, inclusive, April 21, 22, 23, 24, 25 and 26. A special railroad rate of one and a half fare for the round trip has been applied for and will be granted. A large attendance is desired and expected.

The National Canners' Association will hold meetings of some of its Sections in Chicago at the same time, namely, Corn Section, Pea Section, Tomato Section and possibly the Fruit Section. This will add interest to the convention and bring a large attendance of canners to the city.

The month of April in Chicago is usually mild and agreeable as to weather conditions, not too hot, not too cold.

The April meeting of the Western Canners' Association is the regular annual meeting, and there will be an election of officers. There will also be a fine program which will be participated in by the best talent in the industry. There will, however, be no display of machinery or canned foods exhibits.

ST. LOUIS MARKET

Business Fair—Most Futures Have Been Bought—Spot Peas Hard to Find—Trading Between Jobbers—No Surplus Corn in This Market—Tomatoes Rule Steady— Buying Fruits Only as Needed—Canned Foods Week Was Well Observed.

St. Louis, March 13, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

THERE is a continued fair movement of canned vegetables for both spot and future shipment. It is said, however, that most of the future business, as far as this market is concerned, has already been placed. Peas of the 1924 pack were sold readily, but the larger distributors continue to give them considerable attention. Corn has had a wider demand and is now pretty well sold up. Tomatoes have been irregular, good at times and slow at others. There is an even demand for other lines of vegetables.

Peas—Spot peas are a hard item to locate at prices which will be paid by the buyer. Full prices are easily obtained, as sellers do not care whether they unload now or later on, as they believe there will be an outlet for all 1923 lines before the present season is over. Cheap lines have the call and are the strongest. All grades are well placed. Nearly all of the stocks for trading are furnished by second hands, as primary points are nearly out. There is only a moderate future business being placed, as there was much free buying done earlier in the season, the highest market in the country now and the lack of offerings from any packers. Futures have outsold other commodities, and so much business resulted after the original opening that standard No. 4s and 5s are now quoted 5 or 10 cents over the first of the season. Since canners are pretty well booked up, they are somewhat indifferent. The same holds good of the buyers since they have booked at least part of what they want. Favored brands are most in demand, but they are hard to get. Future prices now quoted here, f. o. b. at points of production, are:

Fancy No. 1s, Alaska-Wisconsin	$2.60
Fancy No. 2s, Alaska-Wisconsin	2.20
Fancy No. 3s, Alaska-Wisconsin	1.65
Extra Standard No. 2s, Alaska-Wisconsin	1.90
Extra Standard No. 3s, Alaska-Wisconsin	1.40
Fancy No. 2s, Sweet	2.25
Fancy No. 3s, Sweet	1.90
Fancy No. 4s	1.60

Corn—Corn is in pretty good shape, both on spot and futures. There is no large surplus on spot, so that when a dealer comes to cover he must pay full market prices. Fancy corn is scarce and is very firm in price. Like peas, most of the future trading seems to have been placed for the present, but buyers are still anxious to cover when they can get inside prices. The excitement in new packs subsided after Maine and Middle West canners reported satisfactory bookings of fancy and standards.

Jobbers have not enthused much over the Maine opening. Well-known packers, however, got their usual business. The Middle-West packers, however, were strong competitors because of the good quality of their pack and because they quoted better prices. Prices of better known brands have been at opening. Futures are quoted here as follows, f. o. b. at points of production:

No. 2 Fancy Crosby, Minnesota	$1.35
No. 2 Golden Bantam, Fancy, Minnesota	2.00
No. 2 Standard, Evergreen, Wisconsin	1.00
No. 2 Extra Standard, Evergreen, Wisconsin	1.10
No. 2 Fancy Country Gentleman, Wisconsin	1.30
No. 2 Fancy Country Gentleman, Illinois	1.35
No. 2 Extra Standard, Illinois	1.00
No. 2 Standard, Iowa	.95
No. 2 Standard, Indiana	.90
No. 2 Extra Standard Country Gentleman, Indiana	1.30
No. 2 Standard, Ohio	.95

Tomatoes—There is a fair demand for spot tomatoes and prices rule steady. They are taken only for immediate requirements. The demand is mostly for small sizes No. 2 and No. 3, small sizes for immediate use, and not for speculative purposes. For quite a while the trade has been on a hand-to-mouth basis, and it continues this policy.

No. 2 Standard, Illinois	$1.10
No. 3 Standard, Indiana	1.60
No. 10 Standard, Indiana	5.50

Fruit—The demand for fruit is rather quiet and almost neglected, and the disposition is to buy only for immediate wants. Spot offerings for immediate delivery and in small parcels are preferred as a rule to factory lines. Seconds, in peaches, are developing more firmness. All grades and sizes of California fruits are available, with no special interest on any one item, except for urgent requirements. Apples are quiet, but canners having the goods are not trying to unload. It is hard to quote spot prices. No. 3 apples are quoted $1.10, f. o. b. Missouri.

Fish—Canned fish has been in greater demand owing to the Lenten holidays. There has been an increase in the movement of canned salmon, and stocks that have been on hand were distributed freely. Pinks, medium reds, reds and chinocks all moved well. Sardines were not quite as active. Prices, f. o. b., are:

No. 1 Tall Chinock	$3.70
No. 1 Tall Red Alaska	3.25
No. 1 Tall Pink Alaska	1.25

Notes—The outstanding feature in the trade this week was that the Niehoff Grocery Co., a wholesale grocery firm, Eighth and Spruce streets, St. Louis, has been acquired by the General Grocery Co., which already comprised three separate wholesale grocery firms, consisting of the Amos-James Grocery Co., the Scudder-Gale Grocery Co. and the Haas-Lieber Grocer Co. The purchase price was placed at $175,000. L. H. Niehoff, of the Niehoff Company, is to transfer his interests in that firm to the Amos-James Co., of the General Grocery Co. The Amos-James Grocery Co., now located at Third and Washington avenue, will remove its entire business, it is understood, to the buildings and warerooms now occupied by the Niehoff Company at Eighth and Spruce streets. With the addition of the Niehoff Company's business it is said that the combined volume of sales for the General Grocery Co. will total approximately $20,000,000 a year.

Canned Foods Week was well observed here last week, and many stores had displays showing a varied assortment of vegetables and fruits. Canned milk was especially well represented, the Pet Brand, in many windows in the business district.

CALIFORNIA MARKET

Crops Benefited by Rains—Asparagus Coming to Market—Canning Soon to Begin—Pack Mainly Sold in Advance—Exports Dropping Off Again—Canned Foods Week Splendidly Supported—Great Acreages of Fruits to Come In—Coast Notes.

San Francisco, March 13, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

THE Crops—March was ushered in by a light rainstorm that covered the entire State, and growing crops were greatly benefited. The precipitation was heaviest in the territory south of San Francisco, where rain was needed the most, and proved most acceptable to growers in Southern California where crops were suffering. It has relieved the situation immeasurably, but the rainfall to date is far below normal, and there is scarcely any snow in the mountains to furnish water for irrigation. The snow at Summit is but about twenty inches in depth, whereas in some years it has been as many feet. The recent rains have served to prevent immediate losses, and crops in California will depend upon weather conditions the next few weeks.

Asparagus—Asparagus is commencing to move to the markets in carload lots, and canning operations will be under way shortly after the middle of the month, if the weather continues warm. Canners have experienced a very heavy demand for their output, and there will be very little unsold by the time packing operations are commenced. One large operator has disposed of all he expects to pack, and it is estimated that the trade, as a whole, has sold fully 90 per cent of the pack that can be put up. The output promises to be larger than that of last year, owing to an increase in acreage. Most packers have named tentative, rather than definite, opening prices; but all have protected their customers against a decline.

Exports—The spurt in export business in California canned fruits has come largely to an end, probably owing to the fact that the grades most in demand have been about cleaned up. Some canners still have stock of the better grades, but the domestic demand is fast absorbing these. Pears are about out of the market, and peaches and apricots are none too plentiful. There is scarcely anything to be had here in No. 10 water and pie fruits and seconds in all sizes are in light supply.

Olives—The packing of ripe olives is still under way in California, although some plants are closing for the season and are being placed in shape for the handling of early vegetables. The olive crop in Northern and Central California proved of good volume, and officials of the California Olive Association estimate that the output for the season will be fully 700,000 cases. In addition to this, large quantities have been salted and handled in the green state. The pack of last year was in the neighborhood of 425,000 cases.

Spinach—Revised prices on canned spinach of the 1924 pack have been made by Walter M. Field & Co., which handles the output of the Bay Side Canning Co. The new prices are: No. 1s, $1.05; No. 2s, $1.20; No. 2½s, $1.45, and No. 10s, $4.75. These prices are the same as those of the California Packing Corporation and Libby, McNeill & Libby on No. 1s and No. 2s, but are 5 cents lower on No. 2½s and 10 cents lower on No. 10s.

Canned Foods Week—San Francisco did itself proud this year in the observance of Canned Foods Week, and made displays so that even those who run could not fail to notice them. Great department stores, such as the White House, which do not carry groceries, gave freely of their window space in the interests of the canning industry, which is such an important factor in the prosperity of the State. Restaurants gave over their windows to displays of canned products, and canners obtained the use of windows in vacant stores, where such could be located. The thousands of commuters to the east-bay suburbs of San Francisco admired the striking display of the Virden Packing Co., which secured the display windows of a large building just completed on Market street and installed an exhibit that was a work of art. Newspapers gave the event much publicity, and a marked increase in business was noted by retail grocers.

The Recent Convention—The annual convention of the Canners' League of California, which came to a close the first day of March, was a highly successful affair and was very well attended. The program as originally outlined was carried out in full, with a few changes in time, and the discussions proved of marked interest. One of the interesting features of the convention was the decision to co-operate with the growers of canning peaches in formulating a national advertising campaign to stimulate the demand for this fruit, and President Elmer E. Chase was authorized to appoint a committee to attend to this. The pack of 1923 has virtually been moved, but Vice-President and Secretary Preston McKinney pointed out the fact that by 1928 the output of canned cling peaches would be about 14,000,000 cases, instead of 7,000,000 cases, which represented the pack last year, the increase being figured on the acreage that would be in bearing by that time. Optimistic reports concerning marketing conditions were made by W. A. Gellerson, of Libby, McNeill & Libby; G. H. Bradt, G. H. Herbert and Frank E. Booth. Directors for the coming year were chosen as follows: Elmer E. Chase, of the Richmond-Chase Co., San Jose; R. M. Marthold, of the California Packing Corporation, San Francisco; Walter M. Field, of Walter M. Field & Co., San Francisco; W. A. Gellerson, of Libby, McNeill & Libby, San Francisco; Frank A. Wilder, of the Pratt-Low Preserving Co., Santa Clara, and D. L. Smith, of the Smith-Frank Packing Co., Sacramento and San Jose. The directors will meet at San Francisco and name their officers.

Coast Notes—A meeting of the Board of Directors of the California Olive Growers' Association was held at Fresno on March 4, and officers were chosen as follows: President, B. A. Harbour, of Hemet; vice-presidents, Ben Hayes of Madera, G. E. Faultings of Orland, and F. L. Pierce of Highland; secretary-treasurer and general manager, C. E. Weikert, of Fair Oaks. Mr. Harbour had been acting as president since the resignation of H. T. Miller, of Bakersfield.

The California Packing Corporation, which owns a large ranch near Ignacio, Cal., plans the erection of a canning plant there, according to published reports.

Canned "jelly juice," a product upon which the fruit products laboratory of the University of California has been working for several years, is now making its appearance in a commercial way. The Exchange Orange Products Co., at San Dimas, has commenced the manufacture of citrus jelly and marmalade juices to supply the wholesale manufacturers of jelly and marmalade. A San Jose firm is putting out a product known as "Ju Ji," and other firms are preparing to put out similar products. The canned jellies form a reliable and convenient starting point for jellies of any flavor. When sugar is added and the mixture boiled two minutes, the housewife is assured of a delicious fresh jelly.

MAINE MARKET

A Blizzard Sets in to Paralyze Business—Clam Canning Has Been Delayed—Clam Prices on Upward Trend—Future Corn Continues Active—Beans Are in Demand—Clarence A. Weston Celebrates 75th Birthday.

Portland, Me., March 14, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

WITH spring but a few days away, Maine has experienced this week one of the worst winterlike blizzards for many years. Transportation and communication have suffered for the first time this season. This all has a very demoralizing effect on business, which was about ready to open up for spring, and will result in a setback of several weeks.

The immediate effect upon local canning business is the delay in starting work in the clam canneries and interruption in receipt of fares by the fish canners. The clam factories had expected to open up this week in a limited way, but the time will now be set ahead at least a fortnight. Buyers who are out of stock have anticipated early receipts of new goods. Spring contracts carry a price of $1.30 for the regular 5-oz. size. The 8-oz. package is put up only on order and brings around $2.00. It is increasingly difficult each year to get clams for the cannery, and prices are doubtless on the upward trend.

Future corn continues active and is really well sold up. As usual, the established canners who have built up and maintained a good business policy are now the ones sold up, and at full prices. The man who makes low prices invites question as to his product or methods and does not find a ready welcome in the market. Fancy Crosby futures are strong at $1.45, Golden Bantam at $1.70. If prices are quoted f. o. b. Portland, the figures are $1.47½ and $1.75.

Stringless Beans are in demand, more so than ever before. While the acreage this season has been considerably increased to take care of the larger sales, canners are not anxious to do a very heavy business at present prices, owing to the small margin of profit under even most favorable conditions. A poor crop or any factory or labor troubles would show an actual loss on beans this season. Prices are $1.30 for 2s and $6.00 for 10s and contracts are now out for practically the entire estimated up-put.

Clarence A. Weston, of C. A. Weston Co., celebrated his 75th birthday on March 3rd. This also marks his 56th year in the grocery business in Portland, where he is still active. Mr. Weston is also prominent in club and social circles, is a star bowler and a rare story-teller.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

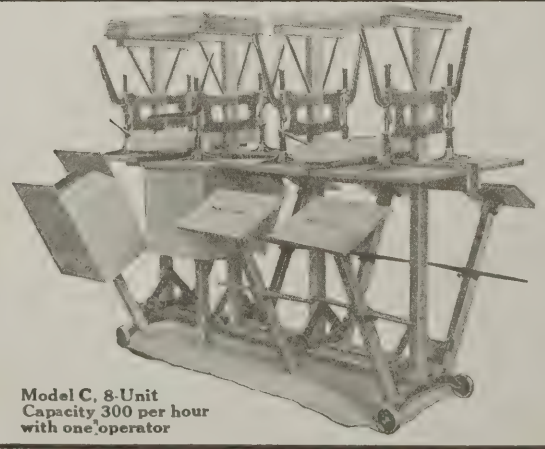
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A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, — and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

Steel Rolls are sanitary. That alone is a sufficent reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

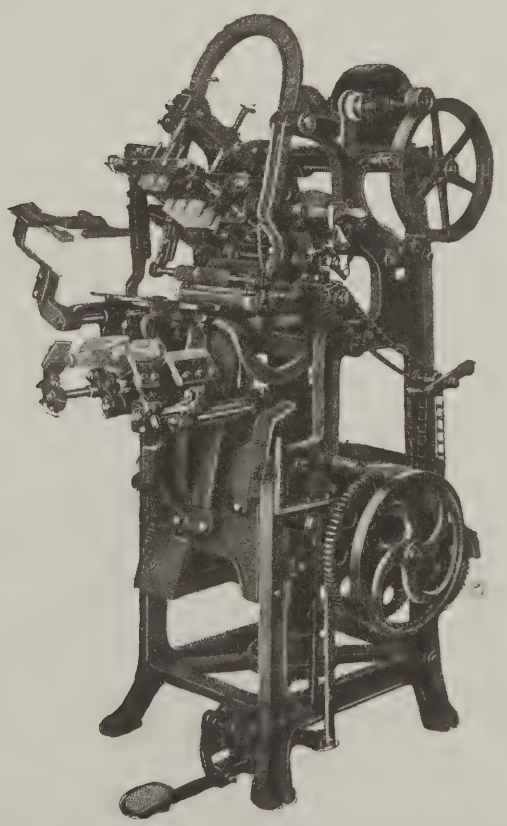
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BALTIMORE 439 Cross Street

SMILE AWHILE

DENOUEMENT

"A book of verse," old Omar sang,
"A loaf of bread and thou,
A jug of wine and all the world
Were paradise enow."

The wise old bard no further sang;
He tried it for a spell;
The book, the wine, the loaf were fine—
The woman? She was hell!

—Edgar Daniel Kramer in "American Legion."

THE DEADLINE

The inquiring friend, in process of being shown about the newly-acquired country estate, stopped in amazement and demanded:

"What on earth are you doing with that zebra?"

"Ah!" said the host, amiably. "There's been so much talk about the danger of over-indulgence in this new stuff that I thought I'd better provide myself with a stop signal, and that zebra is just the thing. When I see it all one color, then I know I've had enough."

CONSIDERATION!

To wed or not to wed, that is the question. Whether 'tis better to remain single, and disappoint a number of women for a time, or marry and disappoint one woman for life.—Juggler.

MISS UNDERSTOOD

Mistress—I saw the milkman kiss you this morning, Janet. I'll take the milk in myself after this.

Janet—It won't do you any good, mum. He promised to kiss nobody except me.

THE JOKE'S ON HIM!

Patient—Can this operation be performed safely, doctor?

Doctor—That, my dear sir, is what we are about to discover. —London Opinion.

HOLDING HER OWN

Betty—And did he get down on his knees when he proposed?

Netty—No; I refused to move.—Town Topics.

DIDJA?

Nature is wonderful, isn't it?

Right. Didja ever see a pair of lips that wouldn't fit.—Puppet.

THREE CHANCES

Cop—Where are you going?

Woozly One—Don't tell me, mister. Let me guess."—Sun Dial.

THE GREATEST JOKE OF ALL

("Pop-Corn" in the March Bulletin of the National Wholesale Grocers' Association)

"For instance, this manufacturer's name-on-the-label bill must be kicked over into Mexico or Russia. My friend Royal, the canners' leader, is against this bill, and maybe he can set the Baltimore and Chicago editors right. Mebbe! Those militant mates, however, might have typhoid and recover, or pneumonia and recover, or yellow fever and recover. But if they ever had writer's cramp, they'd explode. Seriously, however, the wholesale grocers that trot with 'Pop' Corn depend upon this pair for many of their laughs."

(The W. K. Whl Gros. even laugh seriously!!)

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

LOCATING THE NEXT CONVENTION — The Location Committee, which consists of the Presidents of the three National Associations—canners brokers and machinery—met this week in Washington to consider the city in which to hold the next annual Convention. After just "getting over" the last big Convention, it is kind o' hard to think about another Convention; but maybe it is just as well to do this now, while the matter is fresh in our minds. And to allay your fears, we might hasten to say that there is not much danger of any definite decision for many months yet. To do so would seem like unseemly haste. We have heard nothing as to the cities discussed or considered, and the committee will, probably, have nothing to report for quite a while; but if they had their ears to the ground at the last Buffalo Convention, they will be careful about one thing—and that is to take the next Convention to some warm clime. The industry knows pretty well that we have grown sick of this annual barnstorming; that we have thumped as hard as we dare this old foggy practice of running from place to place to hold our annual Conventions—"even the foxes have burrows"—but this vaunted great and imposing canning industry has to go about the country begging some city or municipality to please take them in for their annual gathering. It is our belief that these Conventions should be held at one point every year, like other self-respecting bodies, and that that point should be one where the climate is agreeable the hotels plentiful and the machinery hall as fine as can be produced. But we are not anxious to force our opinion on others. However, as we have before stated, to us there seemed to be a demand at Buffalo for Atlantic City as the next point of meeting place, which seemed to be overwhelming. We kept no record of the number who urged us to advocate Atlantic City, and not only as the next meeting place, but as the permanent meeting place for the years to come, but certainly their number was large.

We hold no brief for Atlantic City; we have no axe to grind in advocating it; there is no personal advantage to us in its selection. Our only object is to please the greatest number. Of course, it is impossible to please everybody, but it is our honest belief that Atlantic City is the choice of more in this industry—on all sides—than any other single point that might be selected. The Committee is not seeking its own convenience; it, too, is trying to please the greatest number; but how can it know? We had thought of taking a referendum on the matter; to send out voting blanks and ask everyone to register his choice of cities, or for and against Atlantic City. Drop us a postal card, if you wish, and we will forward the cards to the Committee, and we are sure they will welcome the information given in that way.

THE PLIGHT OF THE EASTERN TOMATO CANNERS—It is not often given to any industry to have the solution of its problems as much in its own hands as is the case right now with the tomato canners of the Tri-States and nearby territory. And on both spots and futures. On spots the entire country is depending upon this immediate section for what tomatoes are wanted, for all other sections are cleaned out of them. Are the canners here taking advantage of their opportunity, Not in the least. Instead of standing firmly for the prices which they ought to know their holdings are worth, they can easily be inveigled out of the goods by being told that some fellow-canner is letting go at a lower price. Never before in their history have they seen the tomato market worked down to as clean a condition as it is today; but apparently that means little or nothing to them. We are not anxious to see record-high prices on spot tomatoes, for we do not believe that is good for the market; but at least there ought not to be any weakness, and certainly no timidity about asking the proper price. They read about the Indiana canners getting from 10c to 20c per dozen more for their goods than the prices here prevailing, and instead of jogging up their prices, they look for excuses, saying that Indiana tomatoes are being sold in territories where the freight rate is to their advantage, etc., etc. Everybody and everything else is to blame but themselves, for there is only one real reason why the Tri-States are not getting as high prices for their spot tomatoes as Indiana, or anywhere

else, and that is that the canners here have not the backbone to ask the price.

But the situation in future tomatoes is even worse. Most of the rest of the tomato-canning sections of the country have sold as heavily of future tomatoes—at very much better prices than the Tri-States have had—as they care to sell up to this time, leaving the market largely to this immediate section, the tomato canners of the Tri-States and Virginia. Are the tomato canners of this section taking advantage of this situation? Yes, by cutting each other's prices down to below what now seems to be bed-rock cost. Once more those other sections have written their contracts at prices which at least promise a fair profit—and they have practically withdrawn from competition, leaving the market on futures to this section. Instead of prices here improving on future tomatoes, they are growing weaker. And the jobbers are not insisting upon below-cost prices. The jobber is buying, of course, to the very best possible advantage—he is not a fool. But why these tomato canners, with the game right in their own hands, are acting as they are is too much for anyone to attempt to explain.

THE JOBBERS ARE COUNTING SWELLS—Elsewhere in this issue you will notice that the National Wholesale Grocers' Association is furnishing its members with blank forms for the careful accounting of all canned foods bought, swells allowed for cash claimed, with instructions to turn the sheets in on January 1st and every six months thereafter. They are going to find out just how this matter works and be ready to talk definitely to the canners after the present year's experiment with the swell claim matter has passed. You know this Warehousing Plan is only on trial for a year. There is not much question but what it will prove helpful to the canners in their efforts to improve their goods, and be worth a whole lot more than it will cost; and we presume the Laboratory will have careful record of whatever comes through its hands, and pass on to its members all the benefits derived from the examinations. And we expect these to be large and important, because this is the only real way to get at and correct troubles as they actually occur. In other words, these will be the real and not the theoretical faults of canned foods. So the industry stands to profit immeasurably from this Warehousing Plan, aside from the financial savings as compared with the flat-allowance scheme. But in what way will the buyers profit, and what will be the ultimate effect upon the buyers from the year's experiment? That is what the jobbers are going to find out for themselves, and they can be counted upon to come into next year's Convention with the facts and figures down in black and white, and then be ready to talk by the book.

Can the canners help their case any? Very decidedly. They must be careful to pack all their goods with the utmost caution; must be sure that their process times and temperatures are absolutely correct and safe; that they are not permitting unknown spoilages to get through to the consumers; in a word, that they are bringing to bear that almost perfected process about which we heard so much during the past discussion. This is what every canner should always do, and what the vast majority of canners invariably do, but it is more important this season than ever before, because the truth of your assertions is being tested, and the safety of canned foods is on trial. If there are any who still feel that if they are forced to grant any allowance on their goods, to cover the can or two in the retailers' hands, that they will see that that percentage of bad cans will be delivered, let them get this unfair thought out of their minds. Let every canner, large or small, be more than ordinarily alert to see that no bad can possibly gets into a shipment. Be unusually careful on this point, and, as we have said, during the season watch your process carefully and prove that canned foods are safe.

* * *

Early reports are that Hawaii eclipsed all previous celebrations of Canned Foods Week, which is saying a good deal, as it has been a leader in the movement. A Characteristic feature of the celebration was that they pushed all canned products except their own.

"THOM" SCOTT VACATIONING

ASK the casual visitor to any local or National Convention of canners, and he will probably tell you that Mr. Thomas A. Scott, directing genius and head of the Chisholm-Scott Co., always takes it easy, as a gentleman of means and leisure should—at all meetings except, of course, the Wisconsin meeting, when he is always the busy bee—and that he is now on a pleasant vacation jaunt to the Southern climes, including Cuba, may cause a smile. But, fact is, while "Thom" has the easy air of contentment and repose, he is a very hard worker, continually on the job. It is no sinecure to manage a business the size and extent of the Chisholm-Scott Co.

"Thom" says this is his first vacation, and he was good enough to drop the writer a line from down in Cuba to wish that he were with him to enjoy all the pleasures of that blessed land. Just why he thought we would enjoy Cuba more than New Orleans, Palm Beach or other such attractive places he has visited can only be surmised, but you know "Thom" is a prince of entertainers! Our only regret is that we could not join him. But we have one thing on "Thom"—our first vacation in still in front of us!

DEATH OF HENRY R. STICKNEY

THE death of Henry Rolfe Stickney occurred at his home in Portland, Me., on March 12. A natural mechanic, Mr. Stickney first became identified with the canning business when he was called upon to assist in working out the constantly developing problems of the young industry, and his interest has remained there even though his activities later became more diversified. Several important inventions and improvements which he worked out are still in use throughout the country. The Conant Cooker for corn was one of his first developments, later giving place to his Burnham Cooker. The Stickney Mixer and Stickney Hoist were standard equipment in all canning factories for many years. His latest production was a filler for evaporated and condensed milk, for which the demand grew beyond his ability to manufacture.

More than this, Mr. Stickney was the personal friend, from boyhood, of many of the men who grew up in the Maine canning business, and his death is an intimate grief to them, as well as to the many friends he had throughout the canning industry of the United States.

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Before Placing Contracts for
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SHOULD CONSIDER:

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Tomato Production in California

By J. T. Rosa

University of California College of Agriculture
Agricultural Experiment Station

Circular No. 263

THE production of tomatoes is one of the important agricultural industries of California. In 1922, 2,226 carloads of tomatoes were shipped for table purposes; the canneries packed 1,925,389 cases of the whole tomato, and 1,489,617 cases of other products, such as pulp, puree, catsup, and paste. Large quantities are grown for local markets; a considerable acreage is grown especially for seed production; and in home gardens throughout the state the tomato is a crop of first importance. Thus it is seen that the tomato is grown for a number of distinct purposes in the state, each amounting to a business of considerable proportions. While each of these lines of production and utilization have grown steadily in recent years, there is at the present time come concern over the relatively low yield per acre. The average yield for California has varied from 5.5 to 7.2 tons an acre in recent years. While these yields are much above the average for the whole United States, they are far below the possibilities of economic production with the favorable soil and climatic conditions existing in many sections of the state. Yields of ten to twenty-five tons per acre are frequently obtained and such yields are attainable easily by skillful growers. Surveys in other states have shown that the grower producing yields below the average is likely to be losing money on the crop, while other growers in the same district whose yields are above the average, make a good profit. The object of this circular is to describe successful methods of growing and handling the crop, and to point out in a general way some of the basic principles underlying better production. However, when the culture of such a crop as tomatoes is considered, due allowance must always be made for the diversity in soil and climatic conditions existing within the state, and the variety of purposes for which the crop is grown.

PRODUCING REGIONS

At present commercial production is more or less centered in a number of important districts. The earliest tomatoes are grown in the Imperial alley and are shipped in considerable quantities to Western markets. Possibly the use of a better shipping variety, or the adoption of better cultural practices, may result in the production of fruit that can be marketed successfully further east in competition with the Florida crop.

Los Angeles, Ventura, Riverside, Orange and San Diego counties produce a large quantity of tomatoes for all of the uses to which the crop is put, but most important part of the tomato business in this district is the production of a late or fall crop for eastern shipment. From September to December, after disease has killed the plants in the Southern States and frost has ended the crop in the Northern States, there is a good demand for California tomatoes in the East.

The San Joaquin Valley has considerable tomato production, most important being the production of early tomatoes for shipment, centered at Merced. After the shipping season ends, the later part of the crop is utilized for manufacturing purposes. Tomato production in this section is on an extermely intensive basis and the returns by the acre are high.

The Santa Clara Valley is one of the oldest and most important districts for the production of tomatoes for canning and manufacturing.

The San Francisco Bay district is an important producer of canning and manufacturing stock, as well as fruit for local markets and for shipment to the East during the fall months. Some growers contract their entire crop to a cannery, while others ship their crop when market conditions provide a profitable outlet, but when the market demand is not good, turn their crop or a portion of it to the canneries.

The Sacramento Valley has several districts which are producing canning tomatoes extensively. One of the most important districts is around Sacramento.

Sonoma County is one of the most important districts for cannery production.

There are many other localities where the crop is grown for canning and other purposes on a smaller scale. Production for local markets is more or less important in all parts of the state. Fifty-two counties in California report a commercial tomato acreage. The most important counties in point of production are listed in the following tables with the number of acres for 1919.

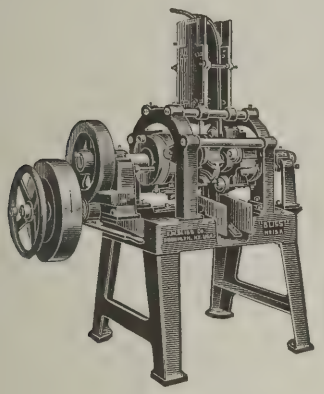
CROPPING SYSTEMS

At present a large portion of the tomato crop in northern and central California is produced in connection with a winter crop of spinach. The tomato vines are pulled and burned at the end of the season in November, the land is fitted and sown to spinach at once. The spinach crop is harvested in March and April, and the land fitted in time to plant tomatoes again. This combination is a good one, but will lead to bad results if the same land is continuously cropped in this way, in fact, it seems that this practice is partly responsible in some cases for recent low yields of tomatoes. Tomatoes should not be grown more than once in four years on the same piece of land; they should be grown in rotation with other crops. Various diseases often become very common and do much damage when tomatoes are grown continuously.

Tomatoes are extensively grown as an intercrop in young orchards, to which purpose they are well adapted when the irrigation pratice for tomatoes does not conflict with the requirements of the trees. This may sometimes be an objection, especially in young walnut groves.

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Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

PLANT PRODUCTION

For the sake of economy of seed, earliness and convenience in growing the crop, the plants are usually grown in beds of one kind or another, from which the plants are transplanted to the field at the proper time. The best method of growing the plants varies according to the locality and the season at which the crop is desired.

The Hotbed-Coldframe Method.—The hotbed-coldframe method is usually best for early market crops, and perhaps should be used for the late shipping and canning crop in central and northern California. This method is described in detail herein, because its more extensive use seems desirable. The hotbed frame should be located in a warm, sunny, well drained spot. About one foot of fresh hot horse manure is placed in the bed, tramped down, and a layer of soil four inches deep placed over this. It is best to use a sandy soil or a mixture of one-half sand and one-half garden soil in the hotbed. This gives stronger plants with good root systems. The seeds are planted about ten weeks before time of field setting, sowing them broadcast, or drilled into rows about four inches apart and covered about one-half inch deep. If good seed are sowed at the rate of twelve or fifteen seeds per inch of row, one hotbed six by twenty-four feet in size should produce about 50,000 seedlings. The hotbed should be kept warm and moist until the plants are up, after which time it should be well ventilated and watered sparingly. As soon as the seedings show their first rough leaves, they are ready to transplant to the coldframe. This is a tedious task, but one that is worth doing well and carefully. The coldframes are prepared much like the hotbeds except that no manure is placed under them. A suitable covering for the frames may be made of eight or ten-ounce muslin. About four inches of fine soil should be placed in the coldframe, preferably a mixture of one part garden soil, one part sand, and one part rotted manure, all well mixed and screened through a screen of one-half-inch mesh if possible. The seedling plants from the hotbed are set therein about two by two inches apart usually, though wider spacing will give better results. Watering should follow transplanting and the frames should be kept covered a few days, until the plants have taken root. This is especially necessary if the sun is warm or the weather windy. After the plants have begun to grow, the frames should be ventilated freely during the day time, and watered only enough to keep the plants growing fairly fast. When the plants are ten inches high, the beds should be gone over and the terminal bud pinched out of each plant. This prevents the plants from growing any taller, and encourages the development of thick stout stems and good root systems. At the same time, shoots begin to develop in the axils of the leaves. In this manner, the framework for a large bushy plant is started before the plants are set in the field. This treatment of "topping" the plants two or three weeks before transplanting to the field has been found, in experiments by the writer, to result in considerable increases in yield of fruit. It has also been successfully practiced for years by certain growers in the Sacramento district, and perhaps elsewhere.

For a week or ten days before transplanting the plants to the field, the beds should be left open day and night, and only enough water appiled to keep the plants from very serious wilting. This treatment toughens or "hardens" the plants so that they will stand trans planting without damage or severe shock, which s often kills tender plants when set in the open field.

The Coldframe Method.—This method frequentl used where plants have to be started during coo weather but not so early as to require the hotbe method. Frames are prepared running east and wes in a sheltered sunny spot. A four-inch layer of sandy fertile soil should be placed in the frame. The see are sowed by hand or with a seed drill, being plante thinly in rows four to six inches apart. After germin ation, the beds should be weeded and the plants thinne to about three plants per inch. This method can b used to produce large numbers of plants cheaply, bu good large stocky plants with well-developed roots ar seldom grown in this way, the seed being usually plant ed too thick and the growers failing to do the necessary thinning.

The Open Bed Method.—This is probably the cheapest way to grow plants, but it is not adapted fo sections having short growing seasons or for crop production. It is adapted for growing plants for the late shipping crop in southern California and for the canning crop in northern California, though in the latter case it is believed that the hotbed method is really better. For the open bed method, beds are prepared in a well drained sheltered spot, preferably where the soil is sandy. The seed are drilled in with a seeder as soon as the soil warms up and danger of frost is over (about March 15 in the Sacramento district). Narrow beds thirty to thirty-six inches from center to center are thrown up with a lister, the ridges are harrowed down and levelled with a planker, and a double row is sowed on each bed. The furrow between the beds is used for irrigation when necessary. It is very important to see that the seed are not planted too thickly even in these open beds, and thinning the plants in the thicker portions of the bed should be practiced.

Care of Plants Beds.—Plant beds must be weeded and cultivated to prevent crust formation around the plants. Thinning the plants is often necessary, for if crowded they develop weak spindling stems, resulting in plants of very poor quality. Particular care should be given to the watering of plant beds, for over-watering results in weak, sappy, leggy plants are hard to transplant to the field and which recover slowly if they survive transplanting. Excessive moisture, especially if given late in the day, encourages "damping off," a disease which sometimes wipes out many plants overnight. Waterings should be given usually several days apart, and not until the plants show need for it. No harm is done if the plants are checked by lack of water. Tomatoes, unlike most vegetable plants, suffer little permanent injury even if severly checked in the seedling stage. However, holding plants for a long period after they have reached transplanting size will lead to bad results.

The day before transplanting to the field, the beds should be soaked well so that the plants can be easily removed. In taking up the plants, it is better to dig them with a spade, rather than to pull out by hand, which is the too general practice.

Seeding Directly in the Field—In sections having a long season, tomatoes may and sometimes are, planted directly in the field when the soil has become warm. This method is wasteful of seed, involves considerable labor in thinning, and is seldom practiced when toma-

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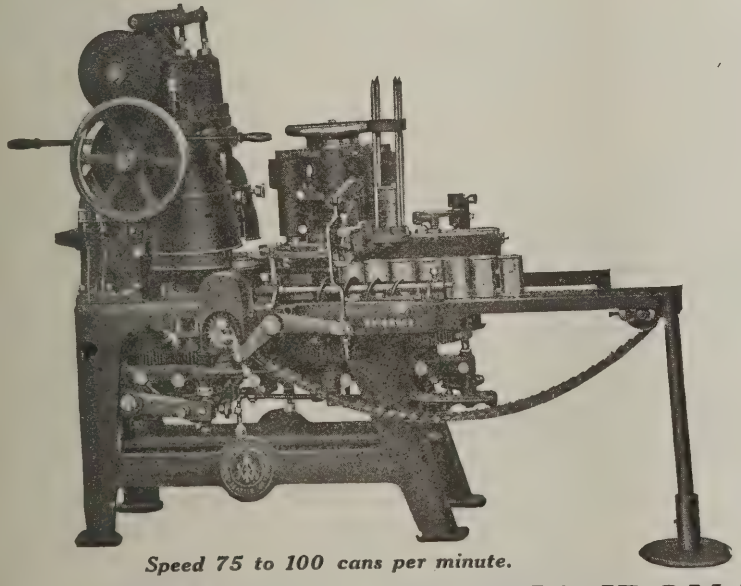
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toes follow a spring crop of spinach. Only varieties that mature in a medium or short season should be grown this way.

FIELD CULTURE

Except where following spinach or other winter crop, tomato land should be fall-plowed as deeply as possible. In spring, before the surface gets hard and dry, the land should be disced to kill weeds and get the soil into fine condition. The method of preparing for the plants and method of transplanting depends upon the locality and the soil conditions. In most sections, when setting for the early crop, it is easy to set the plants without watering if the soil is handled properly. Under such conditions, the field is prepared level and marked off in both directions and the plants set at the intersections if they are set by hand. In setting large acreages, however, much time and labor can be saved by the use of a horse-drawn transplanter. These machines, of which there are several types on the market, set the plants as well as they are usually set by hand, and can be used to water the plants if watering is necessary.

In dry sections and in most sections during dry seasons, it is necessary to water the plants as they are transplanted. This is almost always necessary in setting the late crop. If irrigation water is available, the simplest plan is to mark the rows with a plow. The plants are set the proper distance apart on the edge of the furrow and a small stream of irrigation water is turned into each row as it is set. Cultivation must follow within a day or two, to prevent a hard crust forming around the roots. At this time the soil should be worked toward the plants, thus beginning the bed which should be gradually formed for each row.

Another way to set plants under dry conditions is to haul a number of barrels of water into the field, placing the barrels across the field at convenient intervals. As the plants are set, a little water is poured about the roots from a can.

In transplanting tomatoes, the plants should be set as deeply as possible, usually four or five inches deeper than the plants were in the plant bed. New roots develop along the stem giving the plant a much larger and deeper root system than can be obtained when the plants are small and set shallow. Deep setting is of course more laborious than the customary shallow setting, but it encourages the plants to develop large, deep root systems, which enables plants to make use of the moisture in the lower soil. Deeper plowing than usual for tomatoes aids in securing the same result. Plants with deep roots are most assured of an even moisture supply, do not require so frequent irrigations, and do not suffer from the sharp fluctuations of alternately having too much and not enough water. It seems that many of the troubles affecting tomato plants in California are connected with their shallow root systems.

Irrigation.—In some parts of the state, satisfactory tomato crops can be grown with little or no irrigation, if the plants are given a chance to develop deep root systems. However, in most sections some irrigation is necessary, the number and frequency of irrigations being determined mostly by local conditions. Enough water should be applied to keep the plants growing steadily. Over-irrigation favors excessive vine growth and sometimes causes the blossoms to drop without setting fruit. The best method is to open a furrow alongside each row of plants so that the moisture can seep down to the roots without wetting or compacting the surface soil (fig. 3). Cultivation should follow promptly, throwing the soil toward the plants. For each successive irrigation, the furrow is made further from the plants and by mid-season a broad low bed has been formed, which is covered by the sprawling plants. Between the beds is the dead-furrow which may be used for later irrigation, allowing the water to seep down to the roots without wetting the surface on which vines and fruit are resting.

There are two periods at which water should not be applied—during the period when the first blossoms are open, and during the latter part of the fruit-ripening period. Irrigation at the earlier period will decrease the set of fruit, and at the later period will retard the maturing of the crop. However, in some sections where a late crop is grown for fall shipment, the practice is to irrigate just as the first cluster begins to bloom. This prevents the setting of early fruit and may encourage the development of a larger plant that will produce more late fruit.

Planting Distances—The planting distasce is determined by the variety, the soil, and the season at which the crop is grown. Early tomatoes grown under intensive culture, where plants are staked and trained to a single stem, as in the Merced district, are set 15 inches by 3 feet apart, this requiring about 12,000 plants per acre. Early varieties where not staked and pruned, are usually set about three by four feet, requiring about 3,600 plants per acre. The late shipping and canning crop, the varieties used for which generally make very vigorous vine growth, are set from 6 by 6 feet to 8 by 8 feet apart, depending on the locality and soil fertility. This crop then requires from 700 to 1,200 plants per acre.

The wider spacings are more economical of plants and labor than the closer plantings. Yet there is no reliable data available to indicate whether wide or close planting pays best. Centainly the rows must be wide enough to allow cultivation and irrigation and to permit easy passage for the pickers without trampling upon the plants.

VARIETIES

Selection of a variety adapted to the purpose and the location where it is to be grown is the first step in the production of a good crop. Unfortunately some lots of seed, while approximately true to name, produce fruit of poor type. It is high time that all growers of tomatoes should begin to pay close attention to the variety used, and to the source and quality of the seed. The cost of the seed is an insignficant item because of the small amounts used. One pound is sufficient for twenty-five acres in most of the ordinary methods of planting in California. The following varieties are now used extensively for the various purposes, or have shown promise for use in the state.

Earliana.—This is the earilest maturing variety. It is characterized by small, weak vines and bears medium to small red fruits that tends to be quite flat and rough, which are serious defects. Some strains are claimed to be of better type and more productive than the general run of this variety. It should be used only on a limited scale for extra early crop, if at all.

Bonny Best.—This variety is a week or ten days later than Earliana. It produces larger, smoother, rounder fruits, of a good red color. John Bear and

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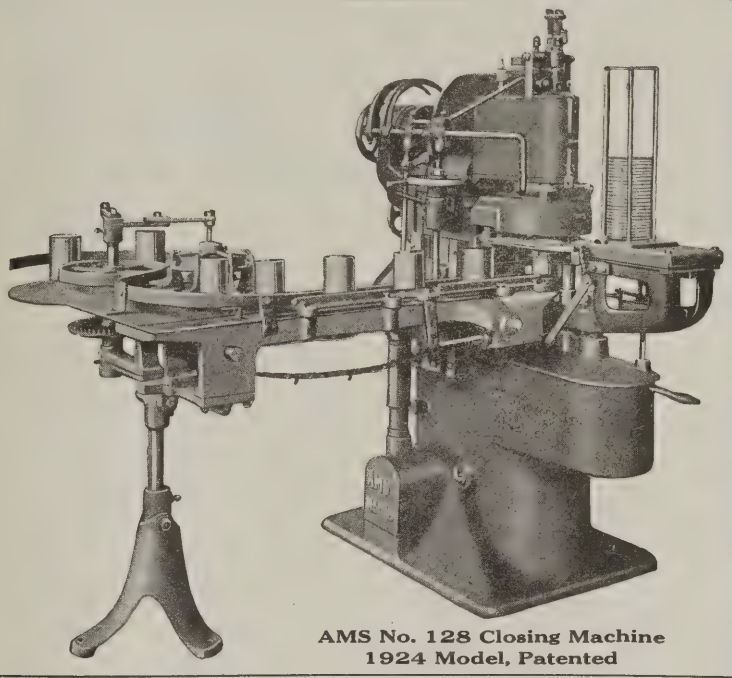
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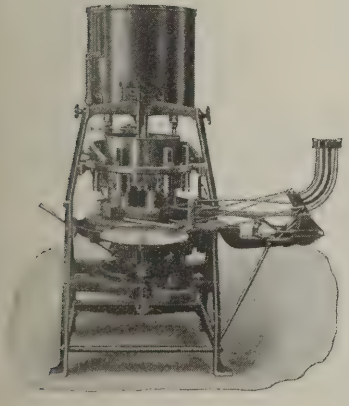
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Chalk's Jewel are varieties that are identical with Bonny Best when good strains are obtained.

Livingston's Globe.—This variety classes as a second early. It has medium sized, round, pink or purple fruits, which are firm and stand shipment well. It is used very extensively for shipping purposes throughout the southern states and in Mexico, but does not seem to be used much in California as yet.

Stone.—This is a late variety, having vigorous vines and large solid red fruits, which in good strains are smooth and nearly round. This variety has long been the standard for canning purposes in eastern regions, and is used for that purpose in California. It is also the sort generally grown now for the late shipping crop. Stone or Norton appear to be the most suitable varieties where it is desired to grow a "dual purpose" crop, that is, both for canning and for fall shipment.

Norton.—This is a selection from Stone developed especially for resistance to the Fusarium wilt, which is a valuable characteristic in many parts of the state where the soils are infected with the wilt disease. Otherwise, this variety is identical with the best-bred strains of Stone, and is suited to the same season and uses. Several competent observes are of the opinion that this variety will be of great value in California, as it was grown very successfully in several places in 1922.

San Jose Canner.—This variety is supposed to have come from Trophy, a very old variety. It has very large rank vines, and classes as very late in regard to maturity. Most of the common or "growers strains" of this variety produce very large, rough, flattened, red fruits. It is a heavy yielder if plants are started early enough in the season. This variety is not suitable for shipment, but is used most extensively for canning purposes in central and northern California. A few growers are said to have selected, improved strains.

More's San Jose Canner.—This is a recently introduced and much improved strain of the foregoing variety, having deep, smooth, meaty fruits, and should prove desirable for canning purposes.

SEED PRODUCTION

Comparatively few tomato growers are selecting and saving seed for their own use at the present time. Where one is engaged in tomato production over a period of years, it is well worth while for the grower to select and save sufficient seed for his own use. Improved, acclimated strains, the result of careful selection, seem to be very scarce in California. Experiments elsewhere have shown that seed selected by farmers from their own fields out yield commercial seed from two to sixty per cent.

Most varieties usually contain plants varying a great deal in vigor and yield, as well as in quality and type of fruit. In fact, it seems that many seed stocks are actually mixed, containing many plants of poor type or low yield. The procedure recommended is to

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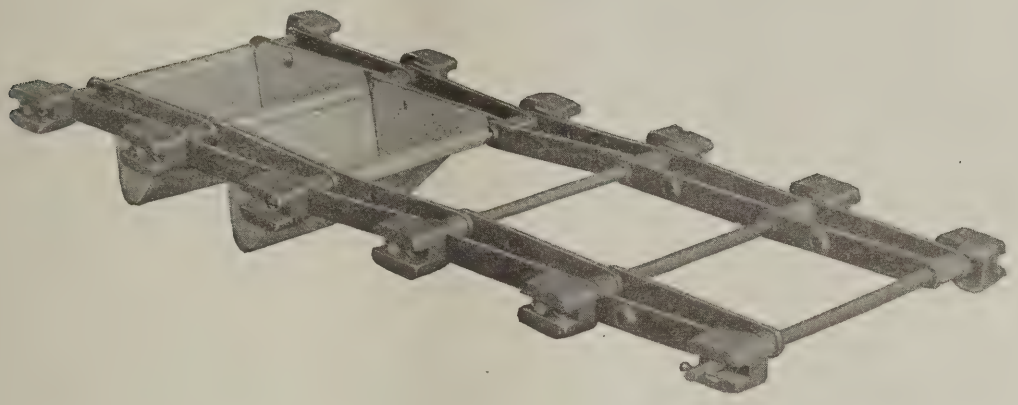
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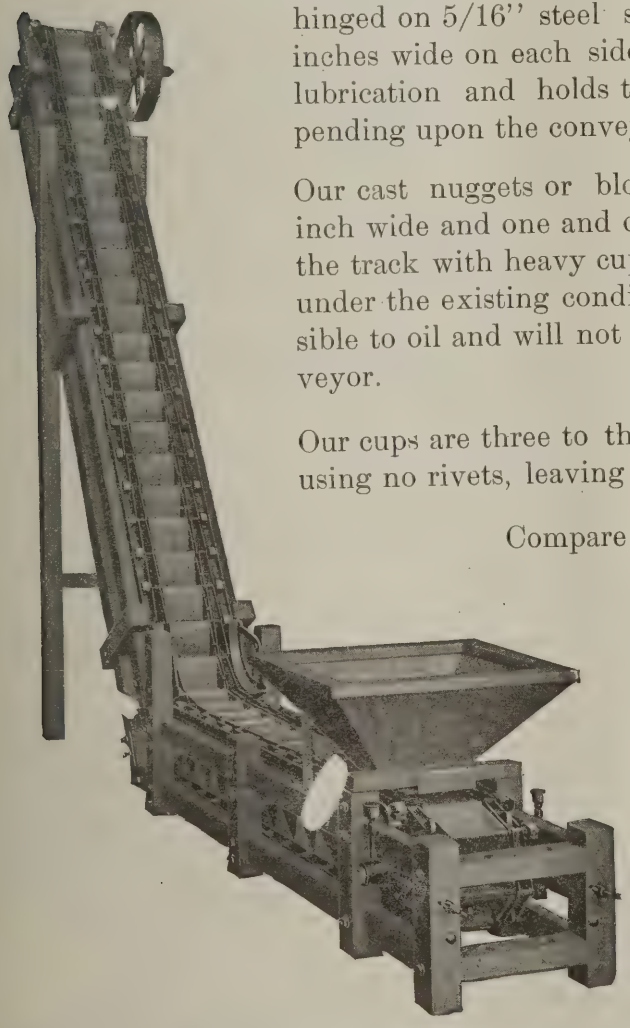
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mark certain plants that show vigor, health and good type, about the time the fruits begin to ripen. The pickers are then instructed to take no fruit from the marked plants. A second inspection, two of three weeks later, will then enable one to judge of the productivity, quality and type of fruit. Those plants which seem desirable from this standpoint are selected. While the other plants marked at the first selection are discarded. It is best to save separately and to plant one row in the field the next year with seed from each of the selected plants. The rest of the seed from the selected plants can be mixed and used for the main planting. From the best row the next year, seed is saved in sufficient quantity for the entire planting the third year. Practically all of the benefit derived from selection is apparent in the tomato the first year after the selection is made. Selection simply isolates the best qualities present in the original variety, and the improvement over the average is usually sufficient to make the practice quite profitable. However, selection should be continued from year to year to eliminate any degenerate plants and to preserve and improve, if possible, the qualities of the original selection. Indiscriminate selection of good fruits without reference to the vigor, health, yield and type of the plant from which the fruit came will not result in much improvement, for even poor plants may produce a few good fruits.

Generally speaking the ideals in selecting tomatoes are: First, a vine that is large, vigorous, free from all disease and producing a large yield of fruit; second, fruits medium to large, well colored, smooth, and deep, approaching the rounded form as closely as possible; thirdly, fruits which, when cut transversely, show well filled cells and freedom from greenish spots and hard white cores.

Fruits on plants from which seed are to be saved should be allowed to ripen fully on vine. When large quantities are to be saved from a number of plants, the ripe fruit should be gathered at intervals and dumped into wooden barrels, where it should be pounded into a pulp. No water should be added—there will be sufficient juice in the pulp fruits to insure speedy fermentation. After standing until the gelatinous mass surrounding the seed is well decomposed, water is added. Vigorous stirring facilitates separation of seed from pulp. The good seed sinks to the bottom while the light seed, skins, cores and pulp rise to the surface where they can easily be removed. Several successive washings clean the seed thoroughly, after which they should be removed, spread in thin layers on wire or cloth screens, and placed in the sun or elsewhere to dry as quickly as possible.

In cleaning seed on a larger scale, a flume with catch basins is used to separate seed from pulp, and the seed is dried in rotating cylinders through which a current of hot air is driven.

CONTROL OF TOMATO DISEASES.

Damping Off.—This is a seed bed trouble which attacks tomatoes and all other plants grown in beds. It is due to several kinds of fungi which are often present in soils. These fungi attack the plants at the surface of the soil, causing the stem to shrivel and turn black, while the top soon falls over. This disease is most likely to do serious damage when the same soil is used year after year for plant beds. It is also likely to spread rapidly when the surface of the soil is kept damp continually. The control consists in using fresh soil in the plant beds each year; watering plants only when absolutely necessary, and then always in the forenoon, so that plants and soil surface may dry off before night; ventilating the plant beds as freely as possible if they are covered, and avoiding over-crowding of plants by transplasting to proper distance or by thinning.

Late-Blight.—This disease often appears in coastal districts on potatoes and tomatoes. It spreads only in moist cool weather. In southern California the late fall crop is sometimes very seriously injured by this disease when the fall rains come earlier than usual. Due to its irregular appearance, growers are seldom prepared to combat it, hence serious damage results occasionally. The effects of the disease appear soon after rains commence in the form of numerous black spots on leaves and stems. The spots enlarge rapidly if the weather remains moist, and soon the whole plant blankens and dies. Fruits in all stages of maturity are affected, having small dark spots which enlarge rapidly and soon involve the decay of the whole fruit.

The control consists in spraying the plants thoroughly with Bordeaux mixture whenever early rains occur and the disease threatens. The spray material is prepared by dissolving separately four pounds of bluestone and four pounds of unslaked lime (or six pounds of hydrated lime). Each solution is diluted to 25 gallons and the two are then poured together, making 50 gallons of the spray material. Where no special spraying machines for use on tomatoes are available, power orchard sprayers can be used to spray the tomato fields.

Fusarium Wilt.—This disease is caused by a fungus living in the soil, which enters the plant through the roots. When the disease once gets into a field, it spreads rapidly in succeeding years. The disease is said to occur in many parts of the state. It usually appears a few weeks after the beginning of hot weather the lower leaves of effected plants turn yellow and dry up. The stems, if split open reveal dark brown streaks in the woody portion. The disease advances rapidly and kills the entire plants, or sometimes only one of the main branches. There is no true wilting of the plant, in the ordinary sense of the word, connected with this disease. The control is to grow resistant varieties, of which the Norton seems best at present, though Marvel, an early variety, and Norduke, a late shipping sort, may be desirable under some conditions. These varieties were recently developed by the U. S. Department of Agriculture.

Summer Blight (Western Blight).—This trouble occurs very generally in the state and is known by several names. The cause is unknown. The disease usually appears about mid-summer and many gradually involve many plants during the season. Affected plants stop growing, the margins of the leaves roll upward, and the under sides become purplish. The leaves and tips of the stem gradually dry up, and eventually the whole plant dies. No satisfactory control measure can yet be recommended.

Root Knot.—This trouble is caused by nematodes miscroscopic worms which infect the soil and which enter the roots of tomatoes and many other plants, causing the characteristic swelling of the roots. Affected plants appear stunted and yellow, and die slowly. The trouble can always be recognized by pulling up the plants and inspecting roots. Extreme caution should

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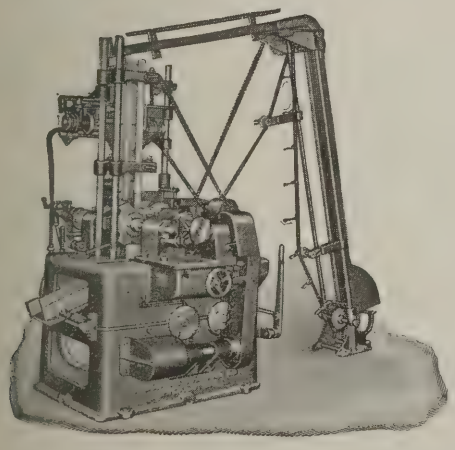
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be exercised by growers to prevent the introduction of the disease on vegetable plants or seed potatoes shipped from other sections. When once introduced into the soil, nematodes are very difficult to eradicate. Flooding the land for two or three months, through drying out of the soil over summer, summer fallow, and growing resistant crops for two years are practices that have been recommended. The small grains, the Iron variety of cowpea, and the velvet bean are some of the crops resistant to nematodes. One should always be sure that the soil used for plant beds is free from nematodes, for infected beds are often responsible for infecting a field and spreading the trouble.

Fruit Spot (Anthracnose).—This is caused by a fungus which attacks the fruit in damp weather in the fall. Sometimes the black circular spots of decay are noticeable when the fruit is picked, and such fruit should of course be destroyed. The more serious damage caused by this disease, however, is the decay of fruit during shipment or after reaching market. There was some complaint of this the fall of 1922. It is believed that spraying the plants with standard Bordeaux mixture will control the disease, if applied just before the fruit begins to ripen. Spraying of course entails the additional task of wiping the fruit as it is packed. Infected fruit should be destroyed. Seed disinfection may aid in preventing the trouble.

Mosaic.—This disease causes a mottled appearance of the leaves; the plants are stunted and usually die without producing much fruit. The disease is readily spread in the field by insects and other means. It has been recently reported as doing considerable damage in some places. Infected plants should be promptly pulled up and burned or buried. Probably the most important step in controlling the disease is to destroy the perennial weeds related to tomatoes, on which the disease over-winter. Horse-nettles, ground cherries and matrimony vines especially should be eliminted from the neighborhood of the plant beds and from the field as well, if possible. Tomatoes should not be grown after potatoes, for the volunteer potato plants which usually are quite numerous the year after potatoes are grown, would be a source of Mosaic infection to the tomato plants.

Blossom End Rot.—This is a common disease in most parts of the state, though the damage done varies much according to the season. The first stage occurs on either green or ripening fruits, as an irregular brownish patch at the blossom end of the fruit. If the trouble does not develop beyond this stage, as is sometimes the case, little harm is done. But generally the disease advances rapidly, developing a black dry leathery rot which may advance until the lower half of the fruit is decayed. The disease is usually associated with drought conditions, where the plants are not able on account of dry soil or limited root system, to take up moisture as fast as it is needed. The disease also of vines early in the season, and are then checked by insufficient moisture when the fruit is ripening. The prevention of this disease seems to lie in proper regulation of the moisture supply. Everything done to encourage development of a deep root system by the plant will also aid in preventing disease. Also, the selection of seed from plants bearing fruits not effected by the disease offers much hope for its control in succeeding years.

Failure to set fruit.—This is a frequent cause of trouble, especially at certain seasons of the yea Although the plants may bloom profusely many flowers may fall without setting fruit. One frequent cause o the trouble lies in the excessively rank vegetativ growth of the plant, which is likely to occur when the water supply is too liberal when the soil is excessively rich in nitrogenous matter. Another cause is the very low humidity of the air which often occurs in summer. This condition, in connection with high temperature and high winds, may cause most of the blossms to fall.

Avoiding too much nitrogenous fertilizer and irrigating sparingly if at all during the first bloom stage will promote a better set of fruits. Windbreaks an the selection of a type of plant having heavy foliage will be helpful in other cases.

For aid in preparing this circular, the writer is indebted to R. G. Risser of the California Vegetable Union; F. A. Dixon of the Canners League; S. W. Cunningham of the Southern California Canners Bureau and R. E. Smith, Plant Pathologist in the College of Agriculture.

A CATECHISM BY DR. IRONS

List, Ye Sauer Kraut Men.

(From a recent N. K. P. A. Bulletin).

Do you know that this office was opened July a year ago with but one person taking care of the work?

Do you know that within six weeks, it was necessary to add another person and when the first ad appeared, six weeks later, two more went to work there, making four in all? These four were continually employed, and three weeks ago another was added. And yet with all this force our correspondence is so heavy that it is almost beyond us to keep up. We are feeling our way along, planning and devising new methods, filing systems, etc., so as to keep from adding more help. But if the present heavy mail continues to increase, nothing short of more help will relieve the situation.

Do you know we receive on an average of 3,000 pieces of first class mail per month since the campaign started?

Do you know that we started with one borrowed typewriter, two rooms and two desks? And that we now have four typewriters, five desks, one addressograph and a mimeograph machine and have been compelled to secure two more rooms for more desk and filling purposes?

Do you know that we received five thousand four hundred letters in December and seven thousand two hundred forty-one in January, and on the 11th of this month we received the largest mail since we began the Advertising Campaign which was six hundred forty eight letters—no business letters included?

Do you know that we are receiving more letters from those we have sent the booklets to—thanking us and expressing their appreciation and requesting more booklets? Also many letters saying that they have been reading our ads for some time and now was sending for the literature. This is accumulative advertising.

Do you know that up to February 1st, we have received coupons from one thousand three hundred seventy-one domestic science teachers all over the United States requesting a supply of the booklets for their classes? We have mailed twenty-nine thousan

S and PEERLESS



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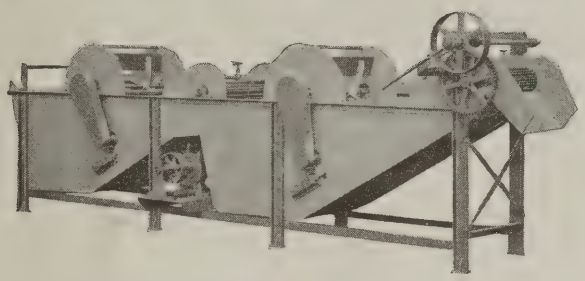
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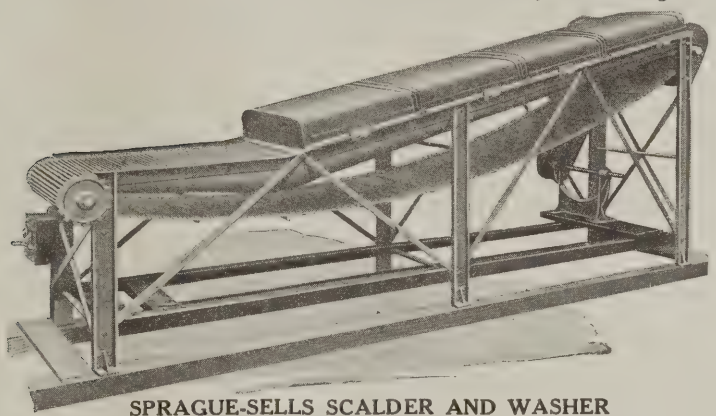
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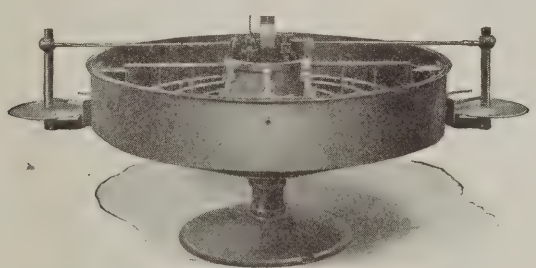
SPRAGUE-SELLS AERO TOMATO WASHER

Employs a brand new principle for thoroughly cleansing fruits and vegetables---vigorous agitation by means of an air blast injected into the bottom of the tanks. Positively no bruising.



SPRAGUE-SELLS SCALDER AND WASHER

The ideal continuous tomato scalder, and a wonderful washer for berries, spinach, celery, etc. Powerful steam and water sprays located both above and below conveyor. Sturdy---Substantial---Reliable.



PEERLESS ROTARY EXHAUSTER

The Exhauster De-Luxe. Most economical in steam. Greatest capacity in smallest floor space. Absolute freedom from jamming, slopping and spilling. Strong, sturdy and substantial. Built to last a lifetime. Install a Peerless and forget your exhausting troubles.

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Canning Mach. Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

G MACHINERY

six hundred forty booklets to these teachers since last October when the first ad appeared in the Normal Instructor. These average twenty-two to each teacher, one for each pupil in their class. It is well to reflect that many of these booklets reach the pupils' homes.

Do you know that these pupils will be the heads of families tomorrow? Think what this is doing toward establishing the consumption of sauerkraut a few years hence.

Do you know that we have received over fifty thousand letters from consumers besides those above mentioned?

Do you know that we have printed and distributed aproximately a half million copies of the booklets "Sauerkraut as a Health Food" and the pamphlet "The Story of Sauerkraut" to all sources of inquiry?

Do you know that sauerkraut now is being served in homes, finest hotels, grills and dinning cars that never served it before?

Do you know that large manufacturers who have their own dining rooms are now serving sauerkraut that never did before; and that large banking institutions, mail order houses are now serving sauerkraut regularly in their dining rooms that only occasionally served it before?

Do you know we really believe that we have more results for the amount of money expended than most any other article that has ever been advertised?

Do you know that experienced advertising men unanimously agree with us on this assertion?

Do you know that while we have enjoyed wonderful progress in this work, the surface is only scratched?

Do you know there were twice as many kraut packers back of the advertising campaign last year than in the previous year?

Do you know that the sales of sauerkraut have increased among the jobbers from twenty to fifty per cent? And one chain store operator reports that their sauerkraut sales last year had increased 74 per cent.

Do you know that we have already received signed 1924 Advertising Agreements since mailing them a few days ago?

Do you know that among these were the agreements of some kraut packers who had never before supported the Advertising Campaign?

Do you know that if we are to maintain the prestige so far gained we must back it up by the best quality of sauerkraut that the packers can produce?

Do you know that we have before us the copy for the ad that will appear in the Ladies' Home Journal in May featuring Sauerkraut Salad recipes for summer uses of sauerkraut?

Do you know that with more contributors to the advertising fund we will be able to give more summer publicity to sauerkraut?

It is hoped that this will aid you to a better knowledge of just what the Advertising Committee has accomplished in bringing sauerkraut closer to the front page of food annals.

We believe that every kraut packer will give these facts their honest consideration, for this is but a description of an organized effort to promote and steady their own business. And by the same token, it behooves them to lend a hand.

What We Grow
and
Where We Grow

PEAS On the Western slope of the Rockies, where sunshine and irrigation make an ideal growing condition for bright, clean seed.

BEANS Also in the Mountain States, where the dry climate and clean atmosphere reduce the chance for plant diseases to a minimum. Idaho seed Beans are famous.

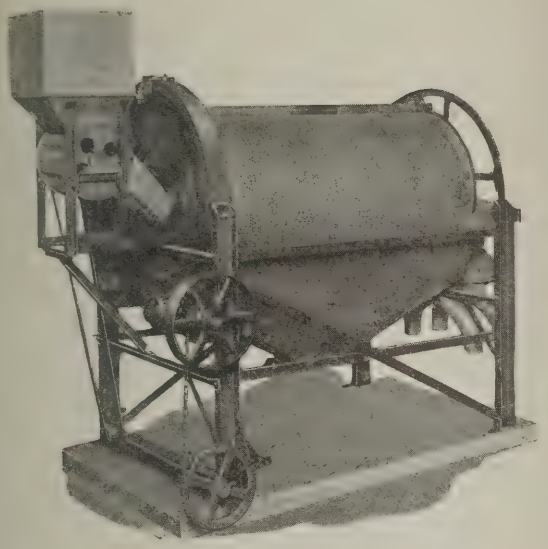
CORN Golden Bantam in Northern Michigan, a hardy strain of strong vitality. Al other varieties in the famous Indiana Corn Belt, whose limestone soil produces the finest of seed.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Breeders-Growers
Chicago, Ill.

"NOW BOOKING FUTURES 1924 CROP"

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

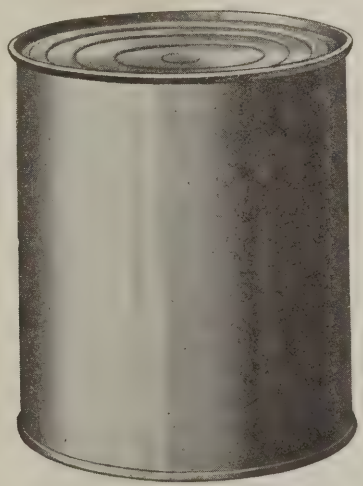
Manufactured and Sold by

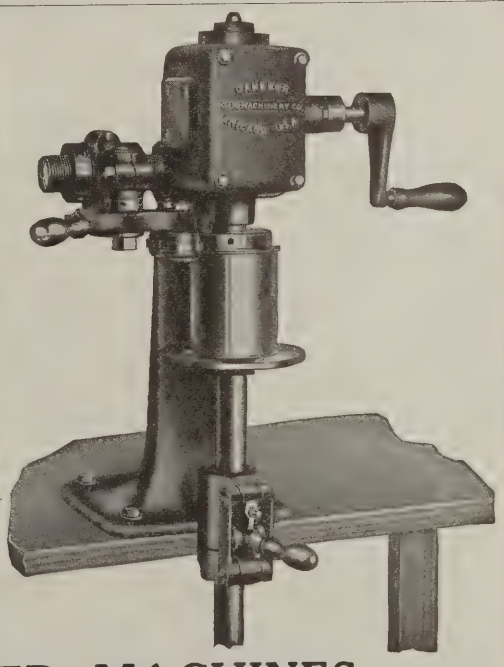
Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.**

23

GAMSE HAS ATTRACTIVE CALENDAR.

H. GAMSE & BRO., the well known label men of Baltimore, have gotten out an attractive calendar in ten colors. They are busy now sending it to their canner friends, but if you have not received one drop a line to them and we are sure they will gladly send you one.

The Gamse house boasts the blue ribbon, first prize, awarded by the Typothetae Federation Convention of the Fourth district. This is for offset lithography, and it is a feather they very properly sport in their caps. They have one of the most extensve equipments of their kind in the country. They are, therefore, well able to care for all canners' business in labels.

COLBERT "CALLS" THE TURN THIS TIME.

Preston, Md., March 17, 1924.

Mr. A. I. Judge, care The Canning Trade, Baltimore, Md.:

Dear Sir: If you will refer to last week's issue of the American Grocer you will find where Thomas J. Meehan & Co. quote future tomatoes, No. 2s, at 85c., and No. 3s at $1.25 Peninsula, and we have called up every broker on the Peninsula and all of them positively claim the best they have is 87½c and $1.27½.

Now when we did things like this in the past a certain interest took great pleasure in trying to make things for us as unpleasant as possible.

This letter referred to is an open letter sent to Meehan's connections and a copy of same published in the American Grocer.

With prices of raw stock likely to be higher than first anticipated, canners cannot possibly make money at this price, and it is suicide, in our opinion, to sell on this basis at this time.

Yours very truly,
COLBERT BROKERAGE CO.

"CANNING NOTES" APPEARS AGAIN.

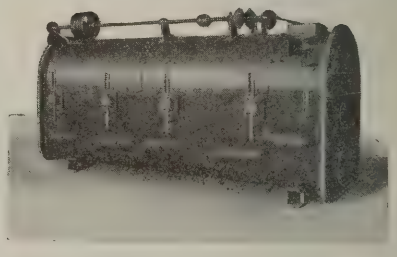
WE have been favored with an advanced copy of the new "Cannery Notes," reissued by the Sprague-Sells Corp. This is its third time on earth, or in the mails, as you choose. "Dan" Trench, in the hey-day of the Sprague Canning Machinery Co., originated it as a little house organ to carry the message of his long list of canning machinery. It grew and waxed strong, but was ultimately blended with The Canner, after Trench took over that journal. Still later the Sprague Company began its publication, and with "Bab" (Leland A. Babcock) as its editor made quite a name for itself, until changing fortunes again silenced it.

Now, with Ned Sells as its editor, it has again blossomed forth, more attractive and more scrappy, if possible, and certainly as "easy" to read as ever. And there is always good "stuff" in it, a good variety, titbits of news, helpful suggestions, a scientific or practical article or two, a joke column, and of course some pertinent paragraphs about some of the canning machinery put out by this big combination. It comes from the Sprague side of the house, edited by a scion of the Peerless branch, and will be welcomed by the whole industry. Glad to see you back, Cannery Notes, and hope you stay longer and prosper.

We Manufacture for CANNERS:

Verticle Process Kettles
Horizontal Proocss Kettles
Agitating Process Kettles
Automatic Pressure Kettles
Continuous Non-agitating Cookers
Continuous Agitating Cookers
Crates
Cooling Tanks
Trolley (Systems)
Steam Hoists
Picking Tables
Peeling Tables
Pea Washer
Steam Exhaust Boxes
Water Exhaust Boxes
Milk Sterilizers
Milk Fillers
Milk and Corn Shakers
Automatic Shakers
Continuous Shakers
Test or Pilot Sterlizers
Cross Conveyors
Tomato Holding Tanks
Tomto Inspection Tables

Berlin Continous Cookers



Continuous Cooker

Berlin Cookers are made for every purpose. No type of Cooker is fit for all kinds of foods.
Berlin Cookers are made in the following distinct classes:
Continuous Open Cookers which agitate the food while cooking,
Automatic Pressure Cookers which agitate the food while cooking,
Continuous Open Cookers which do not agitate the food while cooking,
Automatic Pressure Cookers which do not agitate the food while cooking,
A Contenuous or Agitating Cooker for every purpose for every kind of food.

BERLIN CANNING MACHINERY WORKS

BERLIN, WIS.. U. S. A.

A Complete Line of Canning Machinery for any Canning Factory.

ARTISTIC LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

Peas, Beans, Corn, Beet, Tomato, Cabbage

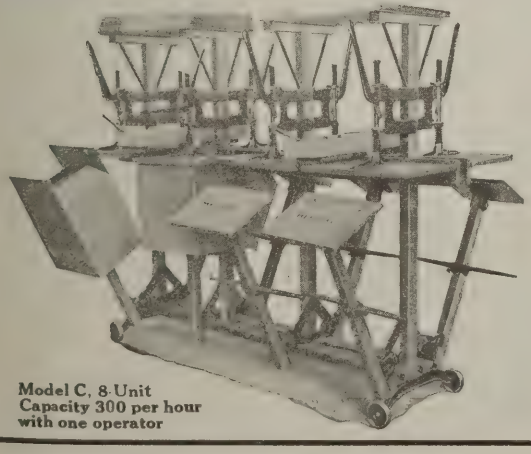
All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.

CAMBRIDGE, N. Y.



Model C, 8-Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT **$210** C-4-UNIT **$115**

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

D. E. WINEBRENNER CELEBRATES GOLDEN JUBILEE.

THE D. E. Winebrenner Co., of Hanover, Pa., have been canning peas, string beans and corn for fifty years this season. They began in 1874, in a small way, of course, but long ago increased their facilities and now have one of the modern factories of Pennsylvania. Their goods are well known by the jobbers.

They celebrated this event by sending their friends a very neat paper cutter and envelope opener made of genuine bronze, bearing a tablet commemorating the occasion.

We congratulate them on their long and honorable career, and hope that they may have many more successful and happy years ahead of them.

D. E. GREBB NOW WITH THE INBUSCH CO.

MR. D. E. GREBB, formerly manager of the Wisconsin Canned Foods Department of the F. F. O'Brien Brokerage Co., Milwaukee, Wis., is now affiliated with our organization. Mr. Grebb will take full charge of the Wisconsin Canned Foods Department in the same efficient manner as heretofore with the F. F. O'Brien Brokerage Co., having discontinued operating their business.

The addition of Mr. Grebb to our forces enables our Wisconsin Canned Foods Department to offer:

To Wisconsin Canners—A nation-wide sales service.

To Canned Foods Buyers—A continuous supply of Wisconsin canned foods.

To Associates—A complete field service.

FRANK A. INBUSCH CO., Milwaukee, Wis.

CHISHOLM-SCOTT IMPROVE THEIR VINER SHEETS.

WE quote a circular recently sent out by the Chisholm-Scott Co., announcing some changes in their well-known machine of more than ordinary interest. It reads:

March 7, 1924.

To Our Customers:

We beg to advise that, after considerable experimentation, we have adopted an improvement to the viner in the shape of a new design perforated rubber screen, upon which we have received a patent from the United States Government.

Our perforated rubber sheet is divided into three sections, and apertures for all sections have heretofore been 5/8" in diameter. On our new screen the apertures of the first section, which is the one nearest the feed end of the viner, are 1/2" in diameter, and the apertures in the second and third sections are 5/8" in diameter. The smaller apertures in the first section act to prevent any pods falling through to the viner apron unthreshed, and thus lost. Such pods are retained in the cylinder and brought into contact with the beaters and properly hulled.

In addition we have constructed our punch presses for both the 1/2" and 5/8" apertures, so that a greater number of apertures are provided in each section, and the sifting capacity of our new screen is increased about 12 per cent over our previous screen. The value of such increase in the sifting capacity is obvious.

The price of our perforated rubber sheets for 1924 will be $9.00 each. This is an increase of $1.00 per sheet, as compared with 1923, but this increase is chargeable solely to the increased cost to us by the manufacturers, and no attempt is being made to charge off the expense of constructing new punches, etc., or to take advantage of the fact that our new design perforated rubber sheet is a patented article. It is, perhaps, needless to state that, in the manufacture of these sheets this year, we will continue to use the same formula that has given such splendid results in past years.

The adoption of this sheet can be made by our customers at practically no extra expense, since the first section of the present rubber sheets now being used may be cut away and used elsewhere, and sections of the rubber sheets with half-inch apertures attached in their places.

We obtained the idea originally for this new design perforated rubber sheet from Wm. F. Christel, of Valders, Wis. The adoption of this new part for the viner is but a further evidence of the fact that we are always on the alert to make real improvements in the art of vining green peas, and to maintain our policy of making no change in our viner unless it is proven to our satisfaction that the benefit is fundamental and not merely superficial.

PURELY MEDICAL REASONS

"Now, tell us about it—why **did** you steal the purse?"

"Your Honor, I won't deceive you—I was ill and thought the change might do me good."—Sydney Bulletin.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MARCH 24, 1924

WEEKLY REVIEW

usiness in Canned Foods Is Proceeding in a Good, Steady Way. Jobbers Trying to Increase Their Profits by More Frequent Turn-over—Buying Often and in Small Quantities—The Heavy Penalties Being Paid by Canners Who Are Not Well Informed.

BUSINESS RESTING—From most sections of the country come reports that business in canned foods is quiet; that there is a steady but small volume business passing all the me, but it is to be observed that no one reports any weakness either the spot or future situations. There are those who ink that the jobbers have gone on a buyer's strike. This is not all true. Read the Chicago market report this week and note e jobber quoted there by "Wrangler." The day has long since ssed when either wholesaler or retailer can be neglectful or interested in canned foods; they constitute too large a portion of their business, are in too rapidly increasing demand the consumers to be neglected, for these good traders miss no portunity to turn an honest penny. And they should not. We metimes think that if the canners were, individually, as much terested in the distribution of canned foods as are these two terests, the canned foods business would be in very different ndition as a rule. The jobbers and the retailers do not select nned foods half as much as do the canners of those goods.

The situation is thoroughly sound, strong and very hopeful. nsumption is proceeding at a very satisfactory rate; the ods are moving off the shelves, not in any burst or spasm, t in a steady, even flow which denotes solid appreciation and growing taste. And the volume is large enough to cause nned foods to move into the staple class in the minds of all ndlers. They just know that the goods will sell, and conue to sell, and that they can buy just so many cases weekly, monthly, and know that they will be gone by a certain time. nd they feel confident that their jobber will take care of them ith these five or ten case lots as wanted. In turn the jobbers ow that the retailers will be there to take up the average nount of goods which experience has taught them is usually ken, and with this important branch of their business runng along smoothly they are turning to ways and means of imoving their merchandising methods. Chief among these, in te years, is to turn stock more often than they used to do. stead of turning once or twice or four times a year, they are w planning to turn it at least twelve times a year, and 52 nes wherever possible, and it is in the staples that they exct to meet this possibility. That is what is at the back of the pparent slowness in buying, and not any distaste for canned ods, not any buyers' strike or other moving picture stuff of at kind. It is just good, solid business that is trying to make do what two, four and even fifty dollars formerly did.

E. F. Brewster, a wholesale grocer of Rochester, N. Y., speaking before the Convention of Pennsylvania, New Jersey and Delaware wholesale growers, at Wilmington, last week, advocated buying in small lots—not just canned foods, but general buying by the wholesalers—and in the course of his remarks is quoted as saying:

> "The advantages or disadvantages of small lot purchases as a principle simply resolves itself into the much mooted question as to whether the buyer wishes to speculate in business or not.
>
> The only disadvantages of small lot purchases, as I see them, are the danger of being out of goods and the impossibility of making any speculative margin on advancing markets. If very careful attention is paid to the buying, however, there is no necessity for being out of goods, and aren't the market declines about equal to the market advances on a ten-year average, when we consider our line as a whole? So I believe that the jobber who confines himself to small lot purchases, according to the volume of business he does, year in and year out, will make a better financial showing in the long run than the jobber who buys in large quantities with the hope of either making a speculative profit on advancing markets or in order to get special discounts or carload allowances given for quantity purchases."

And further on he continued:

> "Interest on borrowed money will be less because of the smaller stock carried when making small lot purchases; profits will be greatly increased on account of faster turnover. As a fair example, let us assume a business with sales of $2,500,000, turning over six times a year. This will give you an average inventory of $416,666.60. Six per cent on this investment is $25.000, insurance at 8½ cents a hundred would be $354.16, making a total of $25,354.16. Now, let us see what happens with the same sales with an eight times stock turnover. Turning your stock over eight times would reduce your inventory to $31,500 your insurance cost at 8½ cents $265, these two making a total of $19,-015.62. In this instance of increased turnover from six to eight times your investment and insurance show a saving of $6,338.54.
>
> These figures should prove the advantages of small lot purchases as a principle. With your increased turnover you have reduced your floor space, you have eliminated danger of being caught on market declines and you are assured of fresh stock."

THE MARKET—There is nothing to be added to what we said last week. Our market pages show that there are no changes in prices, and if there is any weakness in either spots or futures it is coming from the canners who are not posted on conditions, who seem to make no effort to inform themselves on market conditions, or in other words let someone else attend to their business for them. The canner who knows that spots are all cleaned down to the vanishing point; that the East has all the spots in tomatoes, peas and corn, to say nothing of other lines, is not worrying about what spots he has on hand,

unless it is because he has not more of them. And certainly he is not considering lower prices for them. More than that, when the jobber comes into the market for his small buying the well posted canner is not letting go of "just these little blocks" below market prices, but is charging him more because of the retail nature of his purchases, is putting from 2½ to 5 cents per dozen on the price to cover handling in small quantities.

And the same thing is true in futures: the well-posted canners are not reducing their prices, they are advancing them as one section after another becomes sold up and withdrawn from the market. And there are more and more being withdrawn from the market. And there are more and more of them withdrawing as the days go by. There is no reason in the world why the tomato canners of the Tri-States should not be selling their futures on the same basis as Indiana, for instance—except again that the uninformed canners fall easy victims to the crafty buyers and their agents. It is the canners' own fault and nobody else's.

Nothing of moment has happened in the market this week. Below we give the reports of some brokers on the situation as they see it.

NEW YORK MARKET

Future Sales Are Running Ahead of Previous Years—Western Future Corn Especially Good—Buyers Taking Spots in Small Lots—Canners Are Firm on Spot Tomato Prices—Fancy Corn Is Ruling High for Spots—Notes of the Trade.

New York, March 20, 1924.

By "New York Stater,"

Special Correspondent "The Canning Trade."

BUSINESS Brisk—Satisfactory canned foods business is reported among members of the local trade, and the market is developing gradually as spring buying increases. Future sales of canned vegetables are running far ahead of those for the same period last year, and many canners are even now withdrawing from the field, after having booked sufficient volume to take care of all of the pack they are willing to gamble on getting. Business in future standard corn in the Midwestern territory has been exceptionally good, while pea sales have also been heavy.

Spots Hand to Mouth—On the spot position, buyers cannot be talked into expanding their operations, and brokers report that the volume of spot sales is good, but add that "they have to work hard for every nickel they make," referring to the fact that distributors are buying in such small quantities. A fifty case lot sale takes just as much (if not more) energy as a carlot sale generally does, and the results from the broker's standpoint are far divergent. However, buyers generally appear to be of the opinion that any heavy buying on their part would probably start a sharp upward price movement in the lines wanted, and they are doing their utmost to hold the market stabilized for the remainder of the season.

"Joe" Allen Dead—Joe Allen, one of the most popular men in the food trade in this city, died suddenly at his home March 18th. He was associated with North & Dalzell as manager of their dried fruit department, but had been all through the food game in California, having been connected with several of the leading houses in the business during his career. He was popular with buyers and his fellow-brokers alike, and his passing will be mourned by all of his late associates in the industry.

Southern Tomatoes—While there was a fair inquiry for tomatoes for factory shipment during the week, the volume was not up to expectations and the market showed no quotable change. Canners appear confident that a strong demand is being withheld, however, and they are very firm in their views, particularly on No. 2s, which appear to be in lighter supply than many buyers are willing to admit. Futures developed no new features during the week, trading being routine.

Indiana Tomatoes—Indiana packers continue to offer futures on the basis of $1.00 for standard 2s, $1.35 for 3s. It is reported, however, that a little business has been done at prices slightly under these figures.

Standard Corn Quiet—With the market for both spots and futures standard corn held at 92½ cents, f. o. b. cannery, there has been a continued quiet movement in this commodity, with buyers operating only for their immediate needs. The above refers to Southern corn. Midwestern corn canners report that their business on future corn is running far ahead of that of last year. Standards are quoted anywheres from 95 cents to $1.00 per dozen, f. o. b.

Fancy Corn High—Maine canners who were able to hold back small quantities of fancy corn from the 1923 pack are now being amply repaid for their foresight. During the past week it is reported that small sales were made for factory shipment up to $2.10 for fancy Golden Bantam and $1.75 for fancy Crosby. Business on future Maine corn has been good, and offerings now are not large.

Pineapple—Reports from the Coast state that the 1924 pack of Hawaiian pineapple is not expected to be any larger in the aggregate than the 1923 pack. Despite this, however, jobbers in many parts of the country are rather bearish on pineapple, owing to the recent break in prices, and it is believed that stocks in the hands of distributors, both wholesale and retail, are fairly large for this season of the year.

California Spinach—Some of the California spinach packers are said to have decided not to pack this season, and the market appears rather weak. It is reported that some of the smaller canners have cut the market under the opening price basis.

Notes of the Trade—The Atlantic and Pacific Products Corporation, a subsidiary of the Great Atlantic and Pacific Tea Company, has acquired property at Hindsburg, New York, and will erect a tomato catsup cannery there. The Corporation has already contracted considerable acreage for the coming season.

P. E. Emerson, of S. E. Comstock & Co., well known canners of Newark, New York, was a visitor in the trade during the week.

Earl Withgott, of the Talbot Packing and Preserving Co., of Easton, Md., was another visitor in the market.

Bacon and Trubenbach, Inc., have just been appointed sales agents for three well-known shrimp canners, the Sea Island Canning Co. of Supplee, Ga.; South Atlantic Canning Co. of Fernandino, Fla., and Cedar Point Canning Co. of Crescent, Ga.

J. J. Farley, of J. J. Farley Co., Inc., Winslow, New Jersey, was one of the out-of-town trade members on Hudson street during the week.

E. L. Heebner, president of J. M. McNiece Co., Inc., is back from a trip to California, where he visited his firm's principals.

Paul Fishback Secretary of the National Food Brokers' Association, was here during the week.

An inquirer at a broker's office this afternoon asked the manager of the canned foods department what made canned corn a little black once in a while. "That's easy," said the broker, "the same thing that makes the wildcat wild."

CHICAGO MARKET

Corn Holdings Growing Too Small to Mention—No Peas and No Tomatoes in the Central West—Demand Is Dull—Good Shipping Weather—One Jobber's Opinion of Why More Buying Is Not Being Done — No Selling Between Jobbers in This Market — South Bend Wants Cannery.

Chicago, March 21, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

CORN—The statisticians of Iowa and of Ohio have quit counting the stock of corn remaining unsold in those States, all being sold or the quantity remaining being too small to mention.

Indiana and Illinois still have some canned corn of the 1923 pack, but they are not making any fuss about it, evidently feeling that their favorite customers will need it a little later along.

There are not enough spot canned peas left in Wisconsin to start a conversation about, so I will say good-bye to them and begin to talk about the 1924 crop, which is also well sold ahead.

There are no tomatoes in the Central West to talk about, not even to whisper about, so there goes another subject for conversation. If this situation goes much farther in the direction it has gone, I will have to quit writing to you and arrange to take a long fishing trip until after the crop of 1924 gets into the cans and begins to arrive in market.

The interregnum coming after Canned Foods Week and its activities still prevails, and the demand for canned foods of all description is dull, and everybody seems to be taking a "smoke and a think," chiefly a smoke, over the situation.

The weather has moderated and is a little snowy, but almost as mild as spring, and all shipments of canned foods are going out promptly when ordered, but they are not being ordered as freely, or as frequently, as the dealers would like, or as they

have a right to expect.

One buyer said to me when I asked him why he was holding out of the market and buying no goods: "Who said so? I am not! Wattell is the use of trying to buy canned foods when you can't buy them and when there are none to buy? I would buy some fancy twos, threes or tens tomatoes, or some extra standard twos, threes or tens tomatoes, or some extra standard or fancy threes sieve Alaska peas, or some fancy fours sweet peas, or a dozen grades or kinds of canned foods, but where are they? Lead me to them! Don't tell me that I am holding out! I need goods, and am in the market and not 'hollerin'' about the price. I want the goods. Dig them up and bring them to me first, and the other fellow won't get a chance at them."

His position seems reasonable, don't it? But isn't it amusing to find the market in that kind of a situation so early in the selling season, and when we all know that there was a big output of most kinds of canned foods?

Wholesale grocers are not selling canned foods to each other in this market. They won't job their holdings, turning the brokers away with the statement that they have no canned foods to spare, and have only supplies for their own regular customers.

South Bend, Ind., wants some reliable and responsible canner to come there and establish a canning factory, either in the city or in the vicinity. It is a city of about 90,000 population, and a big manufacturing point. The Studebaker Automobile plant is there, and the Oliver Plow plant, and a dozen other big factories, and labor conditions are good, with an abundance of white labor.

The city is located on the St. Joseph River, about ten miles south of the Michigan line. The land is as fertile as any in the world, but it is too high-priced to raise corn, oats, potatoes and wheat on, and the tenant farmers—Germans, Hungarians, Poles, etc.—know how to raise canning crops and want to cultivate and raise crops that will pay them a profit.

If you are interested, write to P. E. Bondurant, banker, South Bend, Ind. He has been made chairman of a committee by the Chamber of Commerce to secure the locating of one or more canning factories there. They have one of the finest newspaper plants there in the United States, owned by the South Bend Tribune. It cost $300,000, and is strictly up to date. There are two daily papers there.

I spoke there during Canned Foods Week to the Chamber of Commerce, the University Club and to the Lions Club, and a finer lot of people I never before met. They were all deeply interested in the canning industry. The city has a supply of the finest water, with fine roads reaching out in all directions; has five good wholesale grocery houses and a whole lot of good retail grocers. The country will grow tomatoes, sweet corn, peas, sweet potatoes, cabbage, green and white beans, and there is a good supply of fruits and berries, I was told, up toward the Michigan line and along the St. Joseph River, upon which South Bend is located.

MAINE MARKET

Business Quiet—Future Corn Has Sold Well—Acreage Slow in Coming in—Canners Nearly Sold Out on Both Corn and Beans.

Portland, Maine, March 21, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

Business—After a little improvement during February in general trade conditions, business has remained quiet during the past month. Local buyers are taking in stocks in limited quantities only for current needs, and report that their sales are also small. While we have had a very mild winter and there is every indication of an early opening of spring, general business lacks the stimulus usually accompanying this season of the year. The Maine Publicity Bureau, however, anticipates a very heavy summer season, based upon the bookings and inquiries already received, and this will go far in averaging up the year's business.

Future Corn—Future corn has sold well ever since the first offerings were put upon the market. And unless acreage comes on more freely in the next month there will be little if any more futures to offer. The canners wish to be conservative in their sales, and will probably withdraw when their contracts amount to 80 per cent of their anticipated production. $1.45 and $1.70 for Crosby and Golden Bantam varieties have been firmly adhered to, and have evidently been satisfactory to the trade, to judge by the sales made. Cans are costing more, the price to the grower had to be advanced this season, and everyone knows that labor costs are continually going up. Even at $1.45 and $1.70 the canners are making less money per dozen than usual, owing to these increased expenses.

Beans.—Stringless beans are even nearer sold out on future contracts. The acreage has been increased this season, and even now the supply will not meet the demand. $1.30 for twos and $6.00 for tens have been the uniform prices from all canners, and in some instances twos have brought $1.35 for special packs.

MR. BROOKS COMMENDED BY THE MAINE CANNERS' ASSOCIATION.

At a regular meeting of the Maine Canners' Association, held in Portland, Maine, February 14, 1924, the following resolutions were adopted, namely:

Whereas, Mr. Edward H. Brooks has accepted a well-earned relief from the more active duties which he has heretofore performed in our State, and

Whereas, his always pleasant and obliging personality has won the esteem of members of this Association with whom he has had business relations;

Now, therefore, be it Resolved, That while it is realized that in the retirement of Mr. Brooks from his more active business relations with us he has acted in accordance with what was for his own best interests, the members of this Association feel a real personal loss.

And be it further Resolved, That the best wishes of the members of this Assocaition be extended to Mr. Brooks for the enjoyment of that freedom which his new status permits. All of which is extended to Mr. Brooks with the hope that he will, nevertheless, find it convenient and pleasant to be frequently with us as heretofore.

W. E. ELWELL,
JAMES P. BAXTER, Jr.,
Committee.

Official: JAMES W. LANIGAN, Secretary.

ST. LOUIS MARKET

Trade Quiet—Conservative Policy Shown by Buyers—Corn Quiet—Corn Futures Soon to Advance—Jobbers Need Peas—Early Delivery on Futures Needed to Relieve the Shortage—Any Shading in Tomato Prices Taken Advantage Of—Indications for Fruits Are Bad.

St. Louis, March 20, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

TRADE Quiet—There is no especial change in the canned foods situation here. Brokers and distributors report trade as rather quiet. There is some "pick-up" trade for immediate requirements, but not enough for the future. The spot canned foods movement is not what it should be for this season of the year, according to general reports. Distributors are doing business on a hand-to-mouth basis. Their holdings show no actual need for buyin freely. The most optimistic reports come from the jobbers and wholesale grocers, who are moving their goods, are making frequent "turn over" of light stocks, and are not investing in any one commodity. Brokers are doing little in the way of spot or future trading. In fact, the distributors are doing most of the business. Many items are firm as stocks, held by distributors to see them through the season, are light. Futures are marking time. No heavy bookings on any one item are reported.

Corn—Standard offerings on the spot are moderate and full prices are obtainable. There is not an over-supply either here or in the country. Some of the fancy brands, like fancy Crosby and Golden Bantam, are scarce. Future lines are firm, a fairly satisfactory business having been placed. Maine canners, who have brands that are well established, are sold up. They are not looking for business. It is the same with Middle Western packers. While canners of standard packs are taking business at 92½ to 95c, some of them have informed their brokers that they will soon advance prices to $1.00. This is because the packers do not want to think they have sold out too cheaply. Quotations and points of destination are: No. 3 fancy Crosby, Minnesota, $1.30; No. 2 Golden Bantam, fancy, Minnesota, $2.00; No. 2 standard Evergreen, Wisconsin, $1.00; No. 2 extra standard Evergreen, Wisconsin, $1.05; No. 2 extra standard, Illinois, $1.00; No. 2 standard, Iowa, 95c; No. 2 standard, Ohio, 90c.

Peas—Jobbers are badly in need of peas, as they have about sold out, and it is hard to replace them, even when full prices are offered, because holdings are restricted and are confined to second hands. Holders do not care to liquidate with the market advancing. Standard sweets are held at $1.40, f. o. b. Some future trading is being done, but it is hard for the buyers and sellers to get together on a price basis and on assortments. Southern early June futures are quoted at $1.20, f. o. b. Early deliveries are desired in order to relieve the shortage which promises to be acute by the time new peas are packed.

Tomatoes—Tomatoes are steady at the prevailing factory prices. Buying is light. The majority of distributors are covering as they need them. Any price shading is being taken advantage of, which is being done in a small way. Futures, either California or Southern, are not much in demand. Southern No. 2s and No. 3s are maintained at country quotations. There is no demand for large blocks. There are enough spot stocks to be had at practically factory prices that are taken up in small blocks as needed, rather than on a carload basis. Small sizes are most in demand. Canners and jobbers have not come together yet on a mutually satisfactory range of future prices.

A well-known broker in discussing tomatoes said he saw higher prices on 1924 tomatoes. "While many factors have entertained the hope that future tomatoes would reach lower levels," he said, "indications are that today's future market is as low as it will be. The small packs in Indiana and Illinois, coupled with the fact that stocks are rapidly being reduced, pressages, in the opinion of well-informed operators, an early demand from the Middle West. Contracts have already been made with some of the large distributors on futures." Quotations on futures, f. o. b. at point of shipment, are: No. 1s, standard, 10-oz., 60 to 62c per dozen; No. 1s, tall, 15-oz., 75 to 77½c; No. 2 standard, 90c; No. 2 standard, 95 and 97½c; No. 2½ standard, $1.20 and $1.25; No. 3s, standard, $1.30; No. 3s, extra standard, $1.37½ and $1.40.

Miscellaneous—Asparagus will about be exhausted before the new goods come in. There is a fair demand for limas, stringless and string beans, succotash and beets.

Fruits—California peaches are growing firmer in standards and seconds and choice since the stocks of desirable brands are getting lower. Buying is rather restricted. If there was more buying, a speculative market might result. Apricots are about like peaches. Hawaiian pineapple is steady. Apples are steady.

According to the crop report of the Missouri State Board of Agriculture, just issued, the indications are that the peach crop ths year will be bad. Missouri farmers have more corn, wheat, oats and hay on their farms than they did last March. Cash rents are the same, local values average the same for crop lands, and farm hands' wages are slightly less than those of last year, but fruit blooms are only 74 per cent. as against 90 ver cent last year, and peaches are said to be 50 to 90 per cent killed in practically all sections of the State. Apples, cherries and pears, however, are not seriously hurt.

Advices have been received from Doniphan, Mo., that an organization of more than 100 farmers had been formed at that place to engage in the growing of strawberries as a commercial crop. About 200 acres will be set out this spring, and a still larger acreage will be planted in the fall. The growers expect to go on the market in 1925 with carload shipments of berries and develop the community as a strawberry center. Local business men are giving assistance to the movement. A large grower in the Arkansas field was there recently and examined the soil and pronounced it an ideal berry country.

CALIFORNIA MARKET

Crops Make Good Growth Under Excellent Weather—Owing to Lack of Moisture, However, Bumper Crops Seem Impossible — Mr. Chase Again Elected — The New Peach and Pear Sizes—Swells Settlement Approved — The Golf Experts— Asparagus Canning On— Coast Notes.

San Francisco, March 20, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

WARM Weather—The general rain of two weeks ago has been followed by warm weather and early crops have made a splendid growth, but the need for more moisture is evident everywhere, and the outlook is none too bright. Irrigation is the rule wherever water is available, and pumping plants are being operated months in advance of the usual time. In fact, there has not been a month during the past year that orchardists have not pumped water for irrigation, something never before heard of. The rainfall to date is less than one-third the normal in Southern California and the San Joaquin Valley, and there are but a few places in the State where it is half the normal. But three inches have fallen at Los Angeles since last July, as compared with a normal of twelve. The situation has reached a point where bumper crops are an impossibility and even fair crops scarcely possible. Now that Nature has fallen down on the job of furnishing sufficient moisture, man is preparing to prod the skies, and from the San Joaquin Valley comes the news that Rainmaker Charles M. Hatfield, who has a reputation in emergencies of this kind, has been employed to relieve the parched fields. He has contracted to produce rain at the rate of $1,600 an inch over a circle of the diameter of 150 miles.

League Officers—Following the recent convention of the Canners' League of California, held at Del Monte, the Board of Directors met and organized by electing officers as follows: President, Elmer E. Chase, of the Richmond-Chase Co.; vice-president, Leslie S. Smith, of the Kings County Packing Co.; vice-president, Frank A. Wilder, of the Pratt-Low Preserving Co.; vice-president and secretary, Preston McKinney, and treasurer, R. Bellingall, of the Pacific Coast Canning Co. The directors of the organization, fourteen in number, half of which are chosen each year, are: Elmer E. Chase, J. C. Ainsley, R. M. Barthold, R. Bellingall, G. H. Bradt, W. M. Field, W. A. Gellersen, George N. Herbert, C. E. Hume, D. L. Smith, Leslie S. Smith, Charles E. Virden, Frank A. Wilder and Leonard Wood. The Executive Committee named by President Chase is the same as last year, being composed of F. E. Booth, of the F. E. Booth Co., chairman; R. M. Barthold, of the California Packing Corporation; G. H. Bradt, of Hunt Brothers' Packing Co.; G. N. Edwards, of the Winters Canning Co.; W. A. Gellersen, of Libby, McNeill & Libby; H. E. MacConaughey, of the Hawaiian Pineapple Co., Ltd.; C. L. Tilden, of H. G. Prince & Co., and F. A. Wilder, of the Pratt-Low Preserving Co.

New Peach and Pear Sizes—Considerable discussion took place at the convention on the subject of the new peach and pear sizes from both the production angle and from the cannery angle and at the conclusion of this a resolution was passed that sizes for the coming season would be no smaller than those of last year. Canners realize that the future of the canned fruit business in this State lies in packing goods of the highest possible quality, and to this end every effort is being made to improve the size and quality of the fruit produced. Minimum sizes were increased last year, and growers at once responded with better thinning and cultivation in order to produce fruit that could be sold.

Swells—The question of swells also came in for considerable attention, and a resolution was passed unanimously approving the new arrangement under which some lines will take an allowance of one-quarter of one per cent for swells guarantee, while others will take an allowance of one-half of one per cent. Under this arrangement swells costs to California packers will be reduced materially, since most of the products packed in this State come under the quarter of one per cent allowance.

The Golfers—The golf tournament, which brought the convention to an end, was an exciting one, with many entries. C. E. Hume won the cup for the best gross score, and D. L. Smith annexed the flask for runner up in gross. R. M. Barthold landed the cup for the best net, while E. N. Richmond won the cigarette case for runner up in net. Harry Howell went home with a picture for making the highest score.

Asparagus—The canning of asparagus has commenced at San Francisco on a limited scale, and only surplus offerings in the fresh vegetable market are being handled. Operations in the Delta district will scarcely be under way before the end of the month. Many canners have contracts with growers for the delivery of grass at 4½c a pound, but as high as 7c is being offered on short-term contracts and in the market. Most packers have disposed of their expected output, and there is now little business being done in the new pack.

Exports—Exports of California canned fruits to England, Germany and France during February reached a comparatively high figure, and assisted materially in cleaning up stocks in first hands. Stocks in the San Francisco market are badly broken, and it is impossible to secure complete assortments. The strength of the market may be judged by the fact that virtually all operators are now securing the same price for their products, brands being lost sight of for the time being. At the opening of the season, when stocks are complete ,there is always quite a differential.

SEATTLE MARKET

Fruit Outlook Uncertain—Hard to Estimate Costs—Good Demand for Berries and Pears—Salmon Steady—Cohoes Scarce—Reds Are Slow—A Little Export Trade Showing.

Seattle, March 20, 1924.

By "Nomlas"

Special Correspondent "The Canning Trade"

FRUIT Outlook Uncertain—The market for future canned fruits in the Northwest is rather uncertain at this writing. Some of the canners have announced tentative prices, but here has not yet been any general formal opening.

Costs Uncertain—Canners are concerned over the costs for packing this season. They point out that sugar, labels, cases and cans will cost more this year than last, yet buyers' views are just about the same as last year's. It is not probable that the prices for 1924 pack, when named, will greatly exceed those for 1923 pack fruits.

Berries and Pears Sell—There has been quite a good demand for berries and Bartlett pears, and canners' holdings are practically exhausted. Export buying accounted for some of the demand for pears, while the domestic trade has been buying berries rather freely, particularly in No. 10s for the bakery and restaurant trades.

Salmon Steady—With tax time past, salmon holders are quoting the market rather firm. Spring buying is opening up gradually, but rather more slowly than some factors in the trade had anticipated. It is rumored that a little business was done on chums early in the month on the basis of $1.15. The pack was not Alaska or Puget Sound, however.

Cohoes Scarce—Alaska mediums and Puget Sound cohoes are reported to be practically a thing of the past with most packers. According to brokers here Cohoes will soon be unavailable at any price.

Chums Scanty—Good Alaska chum salmon is also in very limited supply, the market holding at $1.20 for shipment from Seattle. Many in the trade will have to swing to pinks at $1.25 for the remainder of the season. Pink halves are available in limited way at 90 cents.

Reds Slow—The market for reds has been rather slow. Talls are held at $2.25, with halves at $1.50. Medium red talls are to be had in a small way on the basis of $1.45 per dozen.

Export Trade—There has been a little export inquiry for pinks from the Canadian market, due primarily to the sold-up condition of the British Columbia salmon packers, it is believed. Buyers in the Philippines are also taking pinks in fair quantities for immediate shipment.

P. E. Harris & Co. Expand—P. E. Harris & Co. have announced that they are expanding the cannery end of their business, and have taken on an additional plant in Southeastern Alaska. The new plant is known as the Scow Bay Cannery, formerly owned and operated by G. W. Hume Company, of San Francisco. The cannery is located in the district of Alaska producing principally pinks and chums. It is a two-line plant, with a normal capacity of sixty thousand cases. "Our output of select Double Q Pinks and Fairweather Chums will be materially increased by the addition of this plant" the company advises. "It will be operated by Mr. Ed. Brennan, who has been with us a number of years at our False Pass plant, where it is now conceded by those who know that the finest pack of reds in Alaska is produced. Mr. Brennan will exercise the same care in operating the new plant that has made our False Pass pack justly famous."

What Canned Foods Distributors are Doing.

National Wholesale Grocers' Association Asks Jobbers to Keep Definite Record of All "Swells" Losses and to Furnish Accurate Statistics for Canners' Conference Committee.—Notes of the Trade.

TO KEEP Record of Swell Losses—Wholesale grocers are after the swelled canned foods problem in earest, and are seeking definite data to use in setting forth their claims after the present "truce" between canners and wholesale grocers comes to an end.

The National Wholesale Grocers' Association sent out today to all members a letter asking members to keep definite data on their swells.

Arthur P. Williams, chairman of the Canners' Conference Committee, in the bulletin says: "The National Wholesale Grocers' Association urges wholesale grocers to maintain individual and careful records of losses from swells and to file these records with the National Association for the information and use of the National Canners' Conference Committee in assisting it to protect the wholesale grocer. Few wholesale grocers have kept records in the past. As a result of the adoption of the cash allowance plan in lieu of normal swells by all factors, it is now essential and urgent that buyers maintain careful and accurate records the year 'round and report results to the National Association.

"Herewith is enclosed a record form, devised by and used successfully by L. W. Mallory, chairman of the Association's Contract Committee. It will yield the information every business-like wholesale grocer should have and which will be highly useful to the Conference Committee.

"This form is self-explanatory. Each individual wholesale grocer is urged to adopt and put this record in use immediately. On January 1 next the final record for 1924 should be forwarded to the National. Thereafter it should be forwarded for each six-month period."

A copy of the form devised by Mr. Mallory appears below, and should be of great value in determining actual losses, so that when canners and distributors once again get together to talk over the important problem, they will have definite data available from each element on which to work.

WHAT THE JOBBERS ARE DOING

John W. Morey, of the Morey Mercantile Co., well-known wholesale grocers, of Denver, Col., is on a trip to Eastern markets.

Campbell Holton, of the Campbell Holton Co., wholesale grocers, of Bloomington, Ill., was visiting in the New York trade last week.

H. M. Foster, secretary of the New York Wholesale Grocers' Association, was one of the speakers before the convention of the Southern New England Wholesale Grocers' Association at the Bond Hotel, Hartford, March 19th. C. E. Slasson is president of the Association.

Advance registrations for the National Wholesale Grocers' Association Convention in Chicago, May 27-30, are reported unu-

Swells' Loss Record ..... **from** ..... **to** .....

(FIRM NAME AND ADDRESS) (INDICATE TIME)

(NOTE:— THIS RECORD SHOULD BE FILED WITH THE NATIONAL WHOLESALE GROCERS' ASSOCIATION JANUARY 1, 1925 AND FOR EACH SIX MONTHS' PERIOD THEREAFTER.)

ITEM	Invtry. Beginning Current Period Cases	Purch. Current Period Cases	Total Current Period Cases	Less Inv. End Current period Cases	Net Pur. Current Period Cases	Avg. Cost Doz. $	Amt. Pur. $	Canners Allowance			Cstmr. Allown. Cases	Spoiled in Whse. Cases	Total Cases	Amount Loss $	% Loss
								Cases	Amt.	%					

sually heavy, and those who are planning to attend are advised to make early reservations.

Wholesale grocers heaved a sigh of relief this week when Washington reports stated that the Packers' Consent Decree has been completely carried out in spirit, with the exception of the provisions relating to unrelated commodities and to stockyards. The provisions relating to unrelated commodities have been carried out in spirit, and the Department of Justice is now striving only to carry out the letter of the ruling, according to a report by Attorney General Daugherty.

Beyer Bros., wholesale grocers, of Kendallville, Ind., have solved the credit problem with their trade by placing their business upon a weekly cash basis, extending only seven days' credit.

P. M. Omstad is now manager of the business of the Grand Forks Mercantile Co., wholesale grocers, of Grand Forks, N. D.

E. C. Campbell has been named general manager of Solomon Wickersham Co., operating wholesale grocery business at Bowie, Globe and Safford, Arizona. Mr. Campbell was for a number of years associated with the Phelps Dodge Mercantile Co., of Bisbee, Arizona.

WHAT THE BROKERS SAY

Indianapolis, Ind., March 15, 1924.

Business has been a little quiet the last week, excepting on future corn and spot catsup, which have been quite active. Four Indiana corn packers are sold up for 1924 pack, the last sales of standard corn being made at 92½c for fall delivery. We have one packer, however, who will still take about 1,000 cases standard corn at 90c. This is a very good packer, with uniform quality, whose pack we sell to the same buyers both in the East and the West each season.

In spot corn we have some very good extra standard extra sweet at $1.05.

In spot catsup we call attention to the following:

1,100 cases 10-oz. Screw Cap Catsup.....$1.25
950 cases 14½-oz. Screw Cap Catsup..... 1.55
F. O. B. Seymour, Ind.
625 cases 10-oz. Screw Cap Catsup..... 1.25
165 cases 8-oz. Crown Seal Catsup..... 1.20
110 cases 8-oz. Fancy Catsup 1.25
30 cases 8-oz. Crown Seal Catsup..... 1.10
30 cases No. 10 tins Catsup..... 6.50
F. O. B. Washington, Ind.
175 cases 10-oz. Chili Sauce..... 1.85
F. O. B. Vincennes, Ind.

All the above subject to seller's confirmation and prior sale.

BERT C. KEITHLY CO.

Springfield, Mo., March 10, 1924.

Offerings of spot tomatoes are now reduced to only a few lots, and are held in firm hands. We quote the lots listed below at the lowest prices at which our canners are willing to confirm subject to canners' confirmation, and if unsold. None of these lots are available for buyers' labels.

About 1,000 cases No. 3 Std. Hand-packed Tomatoes, doz...$1.5
600-700 cases No. 3 Std. Hand-packed Tomatoes, doz..... 1.5
About 3,000 cs. No. 2 San. Std. Hand-packed Tomatoes, doz. 1.0
700-800 cs. No. 2½ San. Std. Hand-packed Tomatoes, doz.. 1.4
About 400 cs. No. 3 Caphole Std. Hand packed Tomatoes, doz. 1.4
About 2,000 cs. No. 2 Std. Hand-packed Tomatoes, doz..... 1.0
About 1,000 cs. No. 3 Std. Hand-packed Tomatoes, doz..... 1.5

Future Tomatoes—We renew our previous quotations on future tomatoes: No. 2 standards, 90c; extra standards, 95c; No. 2½ standards, $1.20; extra standards, $1.30; No. 3 standards $1.30; extra standards, $1.37½ to $1.40; No. 10 standards, $4.50. It is now next to impossible to confirm on smaller sizes.

With firm orders in hand we might be able to confirm a limited business for No. 2 standards, 87½c; No. 3 standards, $1.27½ f. o. b. shipping points.

W. D. MASSEY BROKERAGE CO.

Baltimore, Md., March 15, 1924.

Spot tomatoes were quite active throughout the week, especially No. 2 tins. The reaction is yet to come, but is expected shortly. With few exceptions, the present stocks were tucked away in strong hands at the close of the canning season last October, and for the most part the holders of tomatoes still have abiding faith in the ultimate result of their convictions. They are safe to buy if needed.

Future corn, peas and stringless beans were bought in an orderly fashion. Corn and beans were the most active items. Spinach and herring roe did not attract much attention; they will have their innings in a few days. We will appreciate your order for all, when needed, at the prices quoted herein. Look them up; the prices are attractive.

Outside of the usual activity in No. 2 tins, cut-green stringless beans, the orders for the other vegetables were nothing to brag about. Sweet potatoes have joined the ranks of the nearly sold out items, such as beets, spinach and succotash. Buy beans and potatoes if you have not sufficient quantity to see you through. We will appreciate your orders for each.

The demand for fruits was limited to No. 10 apples and No. 3 tins pears.

Cove oysters moved out more freely this week; all sizes. The demand for them came from nearly all sections, and the orders were larger than heretofore this season.

The business in new herring roe was confined chiefly to numerous inquiries. The buyers are wiling to go ahead at fair prices, but the canners say the hazard is too great to sell ahead at this stage of the game. Let us have your inquiries to place before our canners when the season opens up.

We report the market in detail:

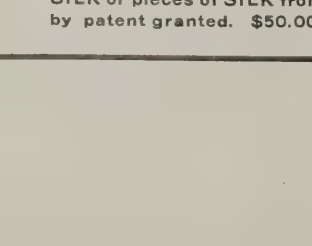
Future Tomatoes—Fair buying this week, but there is room for improvement

Standard Quality—No. 1 tins, 55-57½c; No. 2 tins, 85-87½c; No. 3 tins, $1.25-1.27½; No. 10 tins, $4.00; No. 9 tins, 70c, salmon size, 72½c, f. o. b. peninsula.

Extra Standard Quality—No. 1 tins, 60c; No. 2 tins, 90-92½c; No. 2½ tins, $1.30-$1.32½; No. 3 tins, $1.35; No. 10 tins, $4.25, f. o. b. peninsula; possibly Baltimore freight.

THOS. J. MEEHAN & CO.

COVER YOUR WANTS EARLY



Not made to meet competition
Made to beat competition

We manufacture and sell to the largest canners in the country.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

Phones { *24147* / *(Night) Berkeley 200*

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Brokers
Cor. Custom House Avenue
CANNED FOODS
BALTIMORE, MARYLAND

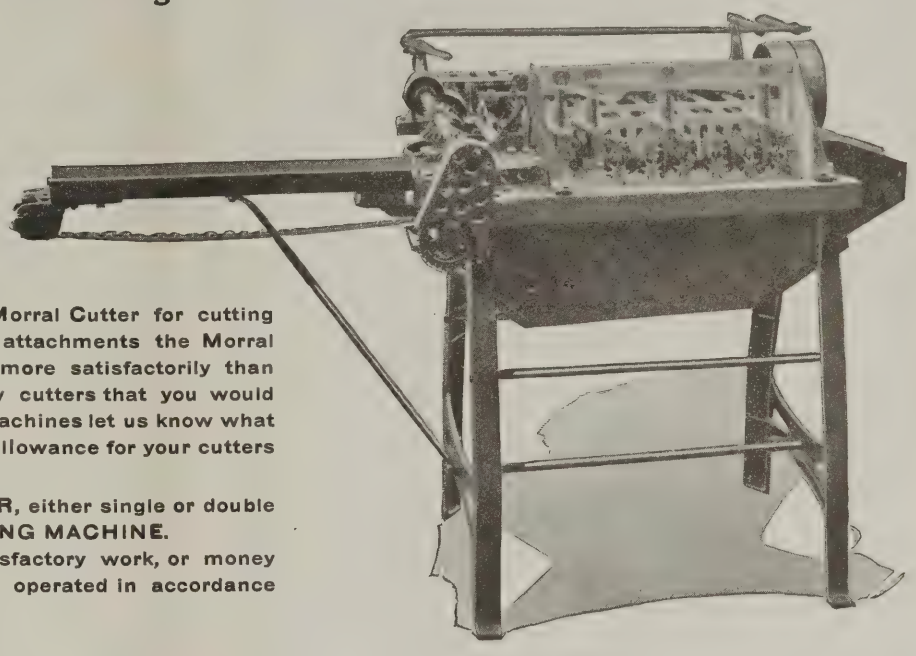
USERS of MERRELL-SOULE CORN MIXERS

ATTENTION:

I have a simple little contrivance to attach to the shaft of your Merrell-Soule Corn Mixers and which will completely remove all SILK or pieces of SILK from the corn. You know what that means. No extra power. Once installed always ready. Fully covered by patent granted. $50.00 per set. If interested in better corn, write BOX A 1169 care of THE CANNING TRADE.

THE MORRAL CORN CUTTING MACHINE

Either Single Or Double Cut



THE MORRAL CORN CUTTING MACHINE is the most durable, simple and efficient cutter you can buy. It has the most positive feed of any cutter in use.

The Morral Cutter will cut large ears, nubbins and pieces of ears, without clogging like other cutters and for this reason you can secure a larger yield of cans per ton with the Morral Cutter than with any other type of cutter.

We furnish special attachments for the Morral Cutter for cutting Golden Bantam Corn and with these attachments the Morral Cutter will cut the Golden Bantam Corn more satisfactorily than any other cutter in use. If you have any cutters that you would like to replace with new and up to date machines let us know what you have and we will make you a liberal allowance for your cutters on the price of new cutters.

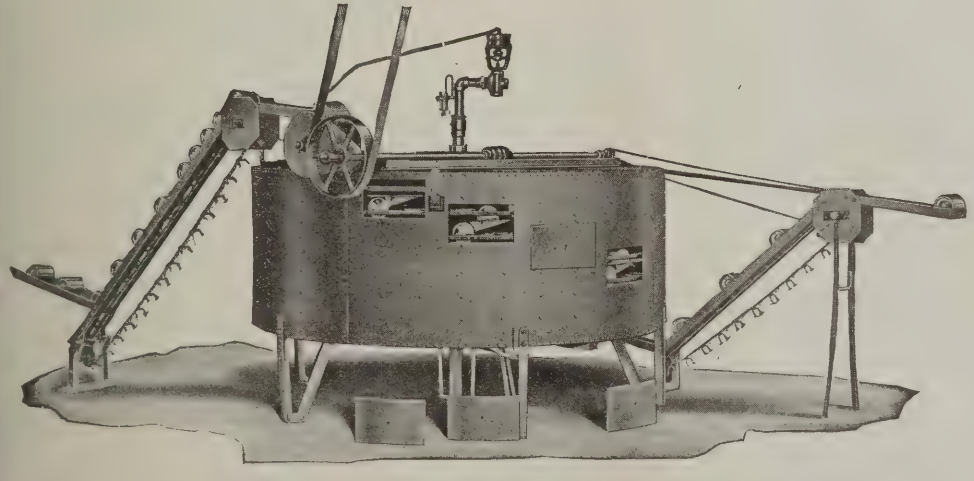
We make the MORRAL CORN HUSKER, either single or double and we also make the MORRAL LABELING MACHINE.

Our machines are guaranteed to do satisfactory work, or money back if they fail to do so when set up and operated in accordance with directions furnished.

It will pay you to write at once for prices and further information.

MORRAL BROTHERS, Morral, Ohio

THE SOUDER CONTINUOUS COOKER



The first Cookers built are still running. Patented 1916 with thirty claims granted.

Made durable, out of the best steel. Handles three sizes of cans with nothing to change, Special machine will handle four sizes.

Cans roll gently, continuous while in cooker.

No water to get dirty and soil cans.

Prices and sizes made to suit any canner.

1924 type runs perfect and pleasing. Guaranteed.

For further information, Write us or our agents.

The Souder Manufacturing, Co.,

Bridgeton, New Jersey.

SPRAGUE-SELLS CORP.
Chicago, Baltimore, Newark, N. Y.

AGENTS:

SPAULDING & METCALF.
Philadelphia, Pa.

Your label is your salesman

Putting your product on the dealers shelves does not complete the sale. Why not help the dealer sell your goods by using labels that will create a favorable impression?

Labels should suggest that the contents are dainty and tasteful. We make labels that do this. Write us for particulars.

Consult our Trade Mark Bureau before selecting a new brand name—it may save you from conflicting with brands already in use.

The United States Printing and Lithograph Company

CINCINNATI
55 Beech Street

BALTIMORE
439 Cross Street

SMILE AWHILE

SLIGHTLY LATE

A nervous young gentleman, all a-flutter over the prospect of attending a party in a nearby city, rushed breathlessly into the railroad station at Bangs Center.

"When does the first train leave for Galesburg?" he asked of the white-haired station agent who was perched on a truck in the baggage room.

"Son," replied the agent, "the fust train left for Galesburg in 1861."

TWO THINGS AT THE SAME TIME?

Dorcas—Do you ever allow a man to kiss you when you're out motoring with him?

Philippa—Never! If a man can drive safely while kissing me, he is not giving the kiss the attention it deserves."—Kansas City Star.

WITHOUT MALICE

Sam, impaneled for jury service at a murder trial, had seemed a little too anxious to serve.

"Do you know the accused?" he was asked.

"Yessuh—dat is, nossuh," he replied, realizing that if he made an affimative answer he would be disbarred from serving.

"Have you made up your mind as to his guilt or innocence?"

"Oh, no, suh."

"You think, then ,that you could give his case a fair hearing?"

"Yessuh," replied Sam. "Leastways, ez fair ez de ole scamp deserves."

THE PRESCRIPTION

The Doctor—All you need is a little sun and air.

The Patient—Sir, how dare you!"—Pelican.

THE SPIRIT OF THE GAME

She—Oh, look at them coming with the stretcher! Do you suppose he's seriously injured?

He—I hope not.

"Hope not? But you don't know yet which team he belongs to."

INSULTED

Ruth—That was the most unsatisfactory telephone conversation I ever had.

Beth—Why?

"Some man called up and said, 'Hello, dear!' and when I said, 'Hello,' he said 'Excuse me!'"

Kay—A college education teaches you so many things. You couldn't begin to mention them all.

Det—No, not in polite society.—The Pointer.

SORROW'S CROWN OF SORROW

Many kissed me when I yet
Was too small to value kisses;
Now, grown knowinger, I get
Nary taste of such-like blisses.
Let them bar me from the feast
And an obsolescent list me:
Once upon a time, at least,
Many kissed me! —Edward W. Barnard.

EXCHANGES

"Pardon me, but I think we have some common ancestors," began the young man in the bright green cap.

"No doubt you have," replied Miss Cutting, as she turned her back.—Dodo.

CANNING MACHINERY EXCHANGE
Handles CANNING MACHINERY Sold
SUPPLIES
Monroe Bank Bldg. Baltimore, Md.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, MARCH 31, 1924 No. 32

EDITORIALS

THE OLD TIN CAN

They've written songs and poetry
On topics far and wide;
On babbling brooks and shady nooks
And love, and suicide;
But neither Burns nor Shakespeare,
Nor any other man
Has ever paid a tribute
To the old tin can.

The old tin can—we know it well,
We meet it every day;
It enters every household
In its unassuming way;
And even when its contents
Have filled the wants of man,
We still have many uses
For the old tin can.

No word in any land or clime
A greater meaning brings;
We can not only foods alone,
But many other things;
We can an actor if he's punk,
And baseball players, too;
A speaker, if he talks too much;
The grouch, who's always blue.

We can heat, light and music,
We can things everywhere;
We even can by radio
The noises in the air.
One day a guy put wheels on one
And saw how well it ran,
And now we go joy-riding
In an old tin can.

So let's give praise where praise is due
And in the future scan
A real poetic tribute to
The old tin can.

—*Irvin Engler.*

THE APRIL CONVENTION—This annual Convention of the Eastern Canners Association is rapidly growing into a husky boy, and the meeting this year—April 22nd to 26th—promises to be even more husky than any of its predecessors. As usual, it will be held at the canners' headquarters, the Hotel Sherman, and the program looks like it would be all business.

At the same time there will be meetings of most of the N. C. A. Sections, together with a meeting of the National Kraut Packers Association, so that the event will take on the appearance and importance of a National Convention. It means another week's convention; the matters which will be discussed and acted upon are of equal importance, and, therefore, the importance of canners being present measures up well with that of the annual gathering of the whole body in January. The one thing that will be lacking to make the week resemble, in every detail, the big gathering, will be the absence of the big machinery display. That, of course, is a very decided difference, but the machinery and supply men will be there in person and ready to take care of any business which the canners have yet unplaced. So now we have the winter convention and the spring convention, and you will do well to mark prominently on your memo pad that you must be among those present this spring.

And, to reiterate what Secretary of the Western Canners Association, Col. J. A. Lee, so forcefully urges, don't forget to ask for a railroad certificate receipt for your ticket, even if the saving does not mean anything to you, so as to help the other fellow.

As this will be an Eastern convention, what a crowd would be there if we could move the Atlantic City Boardwalk, with its Easter parade and week of festivities, to the Hotel Sherman, or the Hotel Sherman to the Boardwalk! But Secretary Lee says that Chicago is the greatest summer resort in the world, and we all know it is nice in late April.

WHY DELAY—Quite a number of the machinery and of the supply men have expressed to us a mental puzzle as to why many of the canners have not placed their orders for machinery and for supplies, which they will need, and which, beyond a doubt, they intend to buy before the next season. The year has grown old enough for every canner to have gone carefully over his machinery, note what must be renewed or replaced and to determine whether or not he will install the improved machine about which he has been thinking. They should not wait longer in these matters. There is nothing to be gained in price by the delay; on the contrary the machinery man may

have to charge more because he will have to work overtime to take care of the buyer. The order might very easily be placed now, and time of delivery specified, which will make definite the time when the money must be provided. This will enable the manufacturer to plan your requirement ahead and have it ready on time, and certainly he should be given this consideration. Take the matter of these big Automatic continuous Cookers. The Anderson-Barngrover machine, which has been so well and painstakingly drawn to your attention by attractive advertisements during the past few months—a machine which most canners realize can immensely simplify their operations, and help put the goods through the factory with greater ease and in better condition—yet that machine is made on the Pacific Coast and cannot be delivered by parcels post, special delivery, much less by wire.

Or again, canners who have contracted their acreage and intend to put up an increase pack this coming season seem to have given only attention to their seed supply. What about the cans and cases, the labels and the hundred and one minor things which will play havoc in the excitement if the opening days of the pack if they are not ready on hand? Why not give these matters attention now while you have the time. It will be to your advantage as well as to the advantage of the man upon whom you depend for these supplies. You have had rest enough since the turmoil of the last season's pack. Now stand up and stretch; rub your eyes, look about and get busy with your order book. The new season will be here before you realize it.

PENNY WISE AND POUND FOOLISH.—Is an old English expression that proves true today as it always had, and sometimes it would seem or at least they are charged so that the canners furnish more evidence of this than some other industry. For instance, rather than go to the small expense of having their thermometers carefully tested before the season opens, they will go along with the old thermometers and lose more goods by swells and flat sours, than would have paid for a dozen sets of new apparatus. Examples might be multiplied of this effort to save the drippings at the spigot while the bung-hole is wide open.

This has been forcibly brought to our attention, recently, in connection with the revision of that widely known, and extensively used book, "A Complete Course In Canning." Most canners keep a copy of this book in their offices, as a sort of insurance, in case any question might arise as to the process or the time. When the goods are piling in and the factory rushed, any hesitation or doubt then can quickly run into hundreds of dollars of loss and result in the disorganization of the pack. Five minutes too much or five minutes too little in the process can play havoc, as you know. Therefore, they keep this important book at hand, and a moment's consultation sets the mstraight, dispels the doubt, and lets them proceed with certainty.

All the industry knows that there have recently come about troubles in processing, and in the keeping of the goods, which they never had to face before—botulinus, flat sours, black in corn and peas and other products; troubles of the kind that try souls, as well as the pocketbooks, of many canners. They have been forced to change their methods and particularly the times of process, and yet they feel timid and frightened even now.

To meet this condition we have had this book, A Complete Course In Canning, completely revised by one whom we do not hesitate to name as the highest authority on the subject obtainable. We feel confident in offering this newly revised edition with the assurance that the users will find in it the answers to their problems. Now, everyone knows that the costs of production have immensely increased and that if we attempted to put the book out on the same basis as previous editions we would have to do charity work for the industry; and yet despite this fact, and the added importance of the contents of the book to say nothing of the vital importance of having the correct process times for every article there are those that seem to think that $10 for the new edition is high. There is only one way to weigh this $10, and that is against your possible spoilage. How long would it take to lose $10 in goods, and in quality of them, if you happened not to be sure of the time? Why that proper time and direction would be easily worth thousands of dollars to every canner. There is not a canner in the business, handling any product put in cans, that can afford to be without a copy of this new book. A strong statement but think it over.

A SAUERKRAUT WEEK?

Well, here's what Secretary Roy Irons says about sauerkraut in his most recent epistle to the "onregenerate":

Clyde, Ohio, March 31, 1924.

The following is a reproduction of a letter from a retail grocer who had mailed out 154 of our booklets to his customers:

Missouri, February 27th, 1924.

National Kraut Packers' Association,
Clyde, Ohio.

Dear Sirs: The evidence of good results from the mailing list campaign is best shown by actual figures of new customers for sauerkraut, and we are giving a list of fifteen customers who purchased kraut the first day after receiving the booklet, and who had never purchased kraut from us before, although they do their regular buying at our store. (Names.)

We also sold more kraut to the regular kraut buyers than ever before. Thanking you for your excellent co-operation, we beg to remain, Yours very truly,

C. CASH STORE.

This is proof of just what detail work will do, for we are shown that the mailing of 150 booklets brought in 15 NEW buyers, and also increased the sales to the old buyers.

It would be fine if we could find some effective way to reach the majority of the retailers and get them to work with us even for a week or so a year, say, for instance, work out a "Sauerkraut Week" in addition to our national advertising. What do you think?

WOLFROM NOW AT SHERMAN

JOHN L. Wolfrom, who has been connected with the Niagara County Preserving Corporation at Wilson, N. Y. for some time will operate the Sherman Preserving Co. plant at Sherman, N. Y. this year. Sufficient pea and Golden Bantam corn acreage has already been secured to operate to capacity. Peas will be purchased on the graded basis according to size.

BENNETT & HUGHES MOVE.

The well-known brokerage house of Bennett & Hughes, Buffalo, N. Y., is moving from its former office, 202 Main street, to 1017 Bramson Building. They made this move this week, and friends and customers should take note of the change.

All Packers—

Before Placing Contracts for
Their Can Requirements

SHOULD CONSIDER:

First–QUALITY—
Second–SERVICE—
Third–EQUIPMENT—

Our many years of experience in Can-making enable us to produce Cans of A-1 Quality.

Our large and efficient corps of closing machine experts, our location on two railroad sidings, our dock on the water–front enable us to give the Service required.

Our connection with closing machine manufacturers enables us to furnish the latest, speediest and best closing machine Equipment.

Can you see any reason for not letting us take care of your requirements in the manner you desire?

Put Your Troubles Up To Us
Inquiries appreciated

Metal Package Corporation of New York

Executive Offices: 110 East 42nd Street,
New York, City.

PLANTS:

Sanitary Cans:
BALTIMORE MD. MASPETH, N. Y. BROOKLYN, N. Y.
Boyle Plant.

More Tomatoes From Fewer Acres

By W. R. Ballard and A. D. Radebaugh,
University of Maryland Extension Service.

A resume of the work done on tomatoes in 1923

INTRODUCTION—Thirty-five beds in thirteen counties of the State, producing a total of seven and a half million plants, afforded ample opportunity during 1923 to test the particability of the centralized tomato plant bed and its adaptability to varying conditions in Maryland.

Its operation in Cecil County, where it originated as a definite project the previous year, clearly indicated its possibilities. To growers in that county it demonstrated very effectively two important factors in the production of cannery tomatoes. It showed them that strong, vigorous plants set in the field at the proper time have a marked influence in increasing the acre yields of tomatoes and thereby effecting corresponding reductions in the cost of production. Furthermore it demonstrated that such plants could be grown in a way to meet the practical requirements of growers, relieving them of the task of planting their own beds and at the same time supplying them with plants of better quality.

The experience of the past year, based on results of many beds in many counties, confirms this evidence and indicates that the centralized plant bed may be regarded as an important forward step in the improved production of tomatoes in Maryland.

Several facts stand out with prominence from the experience of the past year. Among them may be mentioned the fact that had it not been for the centralized plant beds many growers in the State would have found themselves unable to secure suitable plants to meet their acreage requirements.

It is also important to observe that the average yield of cannery tomatoes in the State for the year was five and a half tons per acre, a figure considerably higher than in former years. How much of this increase in yield can be attributed to centralized plant beds it is impossible to estimate, but that the exerted considerable influence is unquestioned.

Efforts in connection with the plant beds likewise had their effects with individual growers, many of whom followed the directions advocated for plant bed management with the result that they, too, secured plants of better quality than formerly. The selection and saving of home grown seed was another result of the season's work.

Both grower and canners were pleased with results obtained during the year and there is every reason to believe that the centralized plant will become a permanent factor in the development of the tomato industry in the State.

In the following pages of this Bulletin, a summarized account of the conditions affecting the centralized plant beds during the year and the results obtained are given. Directions for establishing the plant beds, based upon the original recommendations and the experiences of the past year, are included for those who contemplate plant production.

The Campaign.—The community plant bed project in Cecil County during 1922 was so successful that its influence spread to all the tomato growing sections of Maryland as well as to adjoining states. This interest was further stimulated by the issuance of the bulletin "More Tomatoes From Fewer Acres" and by an intensive publicity campaign in the tomato growing counties. Enthusiastic meetings of both canners and growers were addressed by specialists from the Extension Service. Lantern slides were used to illustrate the method of handling the community plant bed. The County Agents followed up this preliminary campaign by organizing community plant beds in sections where the plant seemed feasible.

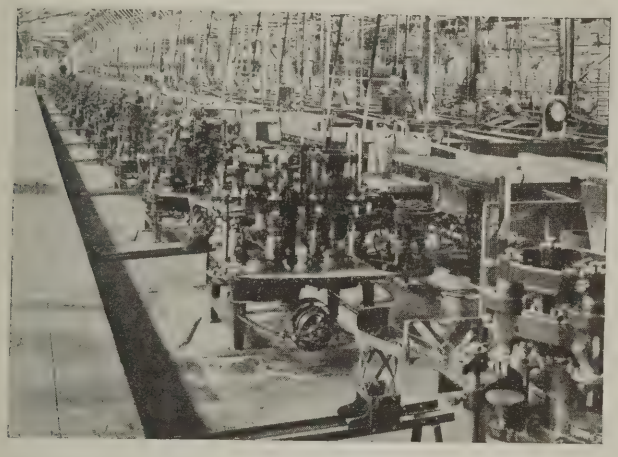
The Plant Beds.—A total of thirty-five beds were established in the State distributed over thirteen counties. These beds varied in size from one-eighth acre to one and one-half acres. Canners co-operated in the establishment of twenty-eight of these beds by donating seeds, fertilizer, tools and other supplies and equipment. Besides these community beds a very large number of individual growers were induced to follow more or less closely the recommendations laid down for the community plant beds. This was notably true in regard to spraying.

Unfavorable Conditions.—After getting off to an auspicious start unfavorable weather conditions handicapped the project very materially. In some cases heavy rains came just after seeding, which packed the surface before the mulch was placed over the top of the rows. Some of the growers broke up the crust with various tools to allow the plants to get through. Even under the best soil conditions the late spring and the cold drying winds made it difficult to secure good growing conditions. A number of skillful plant growers stated that in all their experience they had never known a season quite so unfavorable for the production of tomato plants. Under the circumstances it was fortunate that the interest in plant production had been so aroused in Maryland that special care was taken not only of the community beds but of the individual beds as well.

Control Of Insects.—The flea beetle and the potato beetle were unusually abundant the past season. This fact together with the unsuitable growing conditions made it all the more important to follow out a careful spraying program. In a few of the community plant beds, spraying was not begun as soon as it should have been. As a consequence considerable damage was done to the plants by insects. In some cases it was necessary to increase the amount of arsenate of lead from one and one-half to two and even three pounds to fifty gallons of Bordeaux in order to secure good control. In the Cecil County bed, dusting with a commercial mixture was tried and was found to be cheaper, more easily performed and just as effective as spraying.

Results Secured.—About two-thirds of the plant beds were successful, a few others produced some plants and a small number were complete failures. Approx-

"BLISS-PACIFIC" No. 81 Double Seamer



One Sealer to a Filler

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

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American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

ATLANTIC CANS

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Packers
Syrup Refiners
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Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

imately 7,500,000 plants were produced in the centralized plant beds. The quality of the plants was above the ordinary.

Field Results.—It has been impossible to secure many accurate field records of yield, but individual cases have shown excellent results. In Dorchester County one demonstration field in which both community bed plants and ordinary plants had been set, yielded respectively twelve and four tons per acre. In Cecil County five demonstration fields of twenty acres each set with plants from the community bed averaged seven and one-half tons per acre. In Kent County the yield was from two to four tons per acre more than from ordinary plants. The plants in the individual beds had been taken care of so much better than in previous years, that it was not to be expected that very striking differences in yield would show up. The fact that the average yield for the State in 1923 was five and one-half tons per acre indicates that the tomato crop had been given more careful attention than ever before.

Seed Saving.—One of the most important results of the campaign was the interest which developed in the selection and saving of seed stock. In Harford County sufficient seed from selected plants was saved to plant seventy-five per cent of the county acreage for 1924. In Cecil County a variety test of several strains of Greater Baltimore was conducted and a number of individual plant selections were made. Considerable quantities of seed of improved strains were saved and this stock will be distributed to growers who will agree to harvest the entire crop for seed. In Dorchester County an effort is being made to increase stock of wilt resistant strains. In several other counties considerable quantities of seed have been saved for future plantings.

Inspection Trips.—Several inspection trips through the important tomato growing sections were made by Extension Service officials and others. A number of canners and growers also visited centralized plant beds and demonstration fields. A special study of the mosaic disease and the relation of the community plant beds to its distribution to the fields was made by Dr. J. B. S. Norton of the Experiment Station. This disease was found to be widespread in the tomato growing sections. It is estimated that the average loss from this disease is about five per cent, although in individual fields the loss ran as high as ten per cent.

THE PLANT BED

Management.—Various ways of establishing community plant beds have been in use. In some cases the canners donate the seed, fertilizers, tools, etc., the growers agreeing to take so many plants at cost. A good plant grower is put in charge of growing the plants and is paid by the hour. Another plan is to have some individual grow the plants at a specified price per thousand, the farmers of the community agreeing to purchase a definite number of plants. From the experience of the past year it is the consensus of opinion that the best plan of management is to have the plant grower assume all responsibility for the growing of the plants, to purchase all supplies and to sell the plants at a price which will insure him a reasonable profit. In short, it is believed that someone in each tomato growing community should develop a commercial plant growing business.

Soil Preparation.—As a rule plant beds from one-fourth to one-half acre in extent are large enough. Beds of this size should produce from 250,000 to 500,000 plants. Select a fertile, well-drained soil, a sandy loam being preferred. A sod plowed in the fall should make an excellent bed. If fall plowed land is not available, plow the ground as early in the spring as possible. Fertilizing practices will vary, but good results have been secured where a top dressing of well rotted manure and from a thousand to twelve hundred pounds per acre of a 2-8-5 fertilizer applied broadcast and thoroughly mixed with the soil. Where manure is not used, good results should be obtained by broadcasting from one to two thousand pounds of a 4-8-7 fertilizer per acre. The surface must be put in fine condition. Remove all trash, stones or clods by hand raking.

Seed—The importance of good seed cannot be overemphasized. Home selected seed or that obtained from reliable seedsmen usually gives best results. Where soils are infected with Fusarium wilt, seed from only wilt resistant strains should be sown.

Greater Baltimore is the most popular variety planted in Maryland for canning purposes. Stone, Clark's Special and Delaware Beauty are also extensively grown. In certain sections midseason varieties, such as Bonny Best, Chalk's Jewel and John Baer, are grown. The first pickings from these varieties are shipped to the markets, but the bulk of the crop to the cannery.

The amount of seed to be purchased is dependent upon several factors. The size of the seed varies considerably, that from fruits of the crown set usually averaging larger than that from later pickings. However, where germinating power is high, one ounce should produce enough plants to set one acre in the field.

Planting The Seed.—For most of the tomato growing sections the middle of April is the time to plant in the open seed bed. A hand drill of the revolving barrel type is the best tool for sowing tomato seed. This keeps the seed stirred and prevents clogging. Make the rows from twelve to fourteen inches apart. Regulate the drill to drop five or six seed to the inch and cover not more than one-half inch deep.

The Surface Mulch.—A mulch placed on top of the row immediately after seeding has proved one of the most important factors in securing a stand. This prevents the formation of a crust which would keep the plants from getting through the ground. The best mulch tried is a mixture of approximately equal parts of leaf mold and tankage. Five hundred pounds of each would not be too much for a half-acre bed. Well rotted manure has also given good results, but sawdust has not proved satisfactory.

Cultivation.—Begin cultivation as soon as the plants appear above ground. The most efficient tool for this purpose is the hand cultivator. Five cultivations will usually be necessary. Thorough cultivation keeps down the weeds, aerates and warms up the soil and stimulates a good growth of the plants. Pull weeds from the row by hand.

Control Of Insects And Diseases—Thorough spraying or dusting of plants in the seed beds is an essential factor in the successful production of the best type of plant. The flea beetle may be expected to appear even before plants come up. In some sections potato

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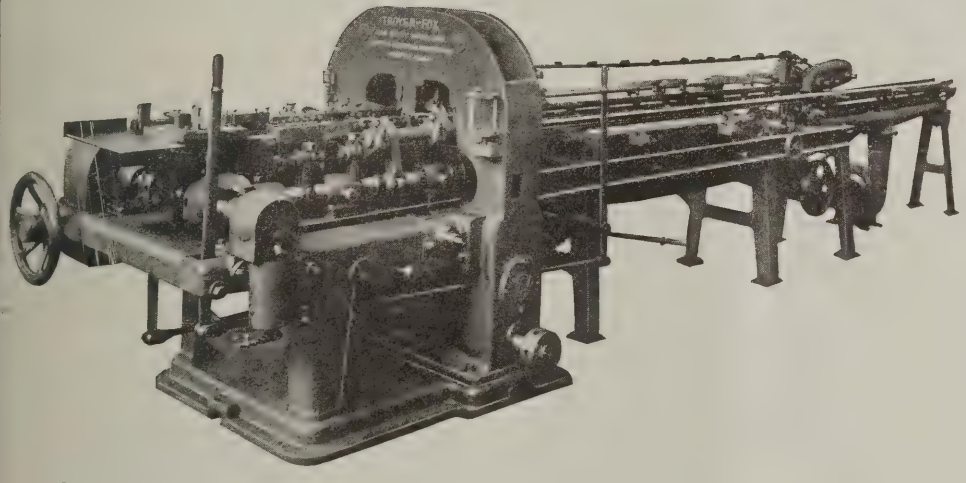
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beetles do serious damage. The grower must be ready to cambat these pests as soon as they appear. Spraying with Bordeaux 4-4-50 to which has been added from 2 to 3 pounds of Arsenate of Lead or dusting with a proven commercial mixture, should be started as soon as the plants come through the ground.

Where aphids are present it is advisable to add nicotine sulphate to the mixtures.

Four or five applications may be necessary before plants go to the field.

As a precaution against the mosaic disease in the plant bed, destroy all wild horse nettles, or ground cherries in the vicinity of the bed. The aphids are apparently more responsible for spreading this disease than other common insects.

Protection from Frost—One of the greatest sources of worry on the part of those in charge of community plant beds is the threat of frost conditions. In order to minimize this danger locate the seed in a protected place or provide some sort of a windbreak. Usually more damages is done by the cold, drying winds than by the low temperature. Often fires built on the windward side are sufficient to bring the plants through without serious loss. It is rarely necessary to provide fire protection more than two or three nights during the season, and then for only a few hours at a time.

THE FIELD.

Preparation Of Land.—Thorough preparation of the soil is necessary for the best results with tomatoes. Plow the ground early and have it worked down into a fine mellow condition by the time the plants are to be set.

Soil Fertility.—Heavy yields of tomatoes cannot be secured unless the soil is fertile. Tomatoes respond well where stable manure is used. When manure is scarce and high, results may be secured by using from 800 to 1,200 pounds per acre of a high grade fertilizer. Probably seven or eight tons of manure with 600 to 800 pounds of fertilizer per acre would be the ideal pratice. On the lighter soils increasing the potash in the fertilizer mixture improves both the quality and the yield. The usual method of applying fertilizer is to broadcast half of the amount and apply the remainder in the row.

Crop Rotation.—One of the most important measures for the control of both insects and diseases effecting tomatoes is to follow a rather long rotation. It is believed that much of the loss from wilt could be avoided if tomatoes were not planted in the same field oftener than once in five or six years. Potatoes, peppers and egg plants are subject to attack by many of the same insects and diseases as are tomatoes. Therefore do not have these crops follow each other in the rotation. Furthermore it is better to grow these crops at some distance from each other.

Setting Plants.—For the best results set stocky, well grown plants in the field as soon as possible after danger from frost is past. In most sections this will be about the middle of May. Plants are set both by hand and by machines. When the soil is in good condition the planting machines will do a better job than can be done by hand. In any event the earth should be packed firmly about the roots. Plants are usually set 4x4 feet apart. Some growers prefer to set the plants three feet apart in rows six feet apart.

Cultivation.—The number of times fields should be cultivated will vary according to conditions. Frequent shallow cultivations should be the rule. Do not continue cultivation to the point where the vines are injured or the green fruits knocked off.

Harvesting The Fruit.—Use care in picking the fruit. Pick as soon as possible after the fruit is ripened, so that the development of the green fruits will not be checked. Caution the pickers against trampling on the vines or knocking the green fruit off.

Saving Seed.—The best practice in saving seed is to go over the fields just as the fruit is beginning to ripen and stake individual plants which have a heavy set of the type desired. Save at least all the fruits of the crown set. Place these fruits in a barrel, crush and add a little water. Allow the mass to stand three or four days to ferment, stirring occasionally. The seed will settle to the bottom and the pulp may then be poured off. Wash the seed carefully, then spread out to dry in a shady, well ventilated place. Dry the seed quickly to prevent germination. If artificial heat is used do not allow the temperature to get high enough to injure the vitality of the seed. As soon as the seed is dry, bag it up and store where it will be protected from mice.

MARYLAND LAW

An Act to Regulate the Sale of Vegetables and Fruit Seed for Planting Purposes.

Section 1. Be it enacted by the General Assembly of Maryland, It shall not be lawful for any corporation, copartnership or individual, engaged in the canning of preserving of any fruit or vegetables, to sell or otherwise dispose of the seed of any fruit or vegetables obtained in the canning or preserving of any fruit or vegetables to any dealer in garden seed or other person under circumstances where the same may be resold for the purpose of planting or propagation, unless said corporation, copartnership or individual shall sell said seed under an absolute guarantee as to purity and germinating properties.

Section 2. It shall not be lawful for any corporation, copartnership or individual to sell or otherwise dispose of any such seed for planting purposes.

Section 2a. The provisions of this Act shall not be interpreted as preventing the use or preservation of any edible materials produced in connection with a crop grown for legitimate seed purposes.

Section 3. Whoever shall violate the provisions of this Act shall be liable, upon conviction, to a fine of not less than fifty nor more than one hundred dollars for the first offense and to a fine of not less than one hundred nor more than five hundred dollars for each subsequent offense.

Section 4. This Act shall take effect and be in force from and after the first day of June, 1918.

Approved April 10th, 1918.

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"Yes, indeed."

"Well, I sent him a check and he returned it, saying he couldn't think of accepting it."

"How generous!"

"Wait a minute. Along with the check he inclosed a self-addressed, stamped envelope marked: "To return the check to me in case you insist on its acceptance.'"

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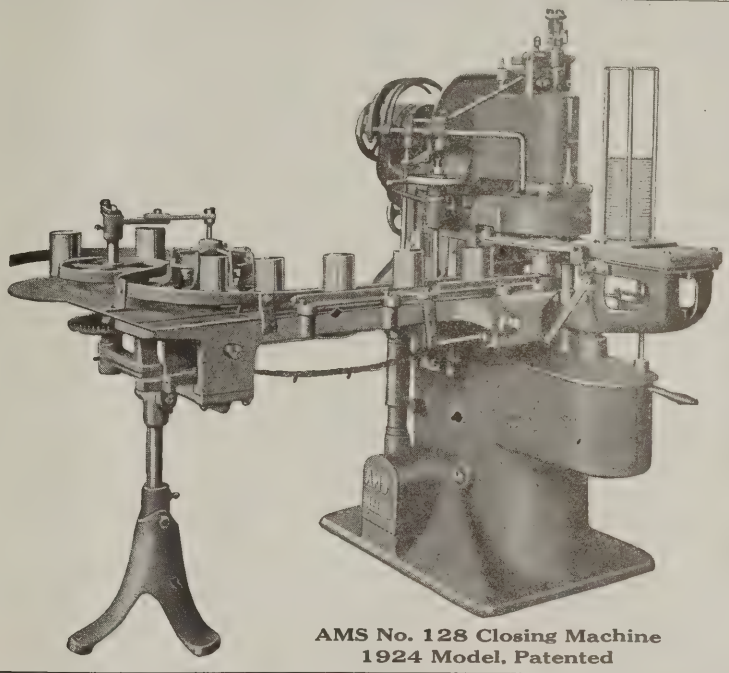
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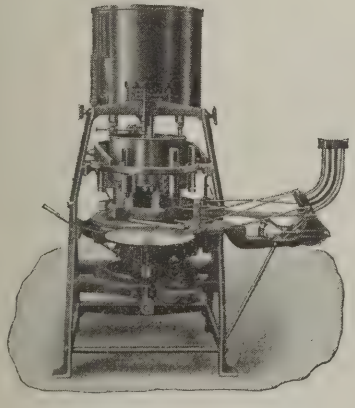
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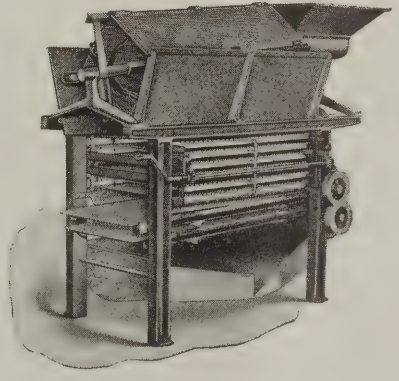
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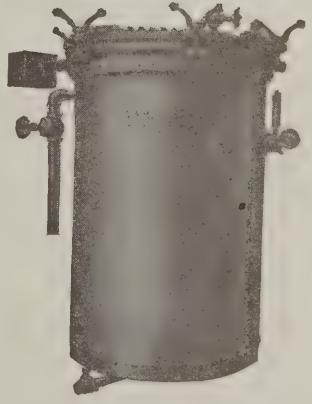
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THE EUROPEAN CORN BORER IN NEW YORK

By P. J. CHAPMAN, Ast. Extension Entomologist, New York College of Agriculture, Cornell University.

Given before New York State School for Cannery Fieldmen.

THE European corn borer is an insect which has had wide publicity. This pest has become firmly established in Northeastern United States and in Ontario Province, Canada. It probably gained entrance in 1909 or 1910 in broom corn imported from Hungary and Italy. In 1917 the European corn borer was first reported and identified when it was found causing severe damage to sweet corn in the vicinity of Boston, Mass. This infestation now has increased, so that it includes about 140 towns in Eastern Massachusetts and 12 in Southeastern New Hampshire. In January, 1919, the insect was discovered in the vicinity of Scotia, N. Y. Around this village as the approximate center, an area comprising about 2,200 square miles is infested. Later in 1919 another area was discovered in Western New York. Today we find this area a part of a sparse infestation occurring as a strip about 50 miles wide bordering Lake Erie and land immediately adjacent. The borer has also been found in a limited area near Gravesend Bay, Long Island, New York. It is located in a refuse dump area, where, while slight, it will be hard to eliminate, and will offer possibilities of spread into the sweet corn districts on Long Island and New Jersey.

Very serious injury was apparent in the infested areas around Boston, Mass., and St. Thomas, Ontario. It was estimated that from 70 to 90 per cent of the corn stalks were infested in large fields of field corn around St. Thomas, causing a total commercial loss of 20 to 5 per cent. It is reported that growers of sweet corn in the vicinity of Boston were in a large part forced to discontinue growing this product because of this pest. Curiously enough, while the corn borer has been able to spread rather rapidly in New York State, the amount of damage caused in the present infested eara has been relatively slight. Because the European corn borer has not caused great damage in the present areas of infestation in New York State does not in any way mean that other districts in the state, or out of it, will experience the same lack of injury. It is still a pest of destructive possibility and can bear close watching.

A quarantine is in effect on the infested areas and is being strictly enforced. Every care is being taken by the officials to stop the further spread of this pest from these areas in the United States, and to stop further importation from Europe.

The corn plant seems to be preferred by this borer, especially sweet corn. Serious injury, however, is also found on field corn, broom corn and popcorn. There has been reported injury from this pest on a wide range of hosts, including beans, beets, celery, peppers, potatoes, rhubarb, several flowers, cereals, weeds, etc.

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Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

Steel Rolls are sanitary. That alone is a sufficent reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

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Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
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The European corn borer attacks all parts of the plant except the fibrous roots. The young borers work in the developing tassels, the older ones tunneling the base and causing a characteristic lopping. The bleeding holes and wet borings on corn stalks and ears in midsummer are also signs of the pest. Borings up and down the stalk, through the center of the corn cob and the destruction of the grain are commonly noted signs of borer activity. As many as 15 full-grown borers, each an inch long, have been found feeding within a single ear of corn.

The insect passes the winter as a full-grown larvae within the tunnel made in the host plant. At this time it is about one inch in length, varying from brown to pink in color. In May they resume activities, form cocoons, transform to pupae, and in about 19 days the adult moths emerge. The moths are quite strong fliers, having been reported as flying from 5 to 20 miles. The female moth lays her whitish flat eggs in little patches on the leaves. An average of about 450 eggs are laid by each female. These eggs hatch in about a week. The young larvae feed at first on the surface of the leaf, and then make their characteristic borings through the stalk and ear. The borers work for the most part in July, August and September. There are two full generations in the New England area, and probably one full and a partial second in the New York regions.

There are several practices which are recommended to the individual grower in European corn borer control. (1) Co-operate with the Federal and State officials in the maintenance of an efficient quarantine; it is to the interest of all concerned. (2) Growers inside infested areas should learn of the numerous host plants of this pest, and be extremely careful in the transportation of such material into new areas. (3) Burn or otherwise destroy before May 1st of each year all cornstalks, corncobs, corn stubble, etc., so that the over-wintering larvae may be killed. (4) Keep cultivated fields, fence rows, roadsides, etc., free from large weeds and large-stemmed grasses. (5) Cut corn close to the ground. (6) Cut and remove sweet corn fodder from the field as soon as harvested. Feed direct to livestock, place in silo or destroy by burning. (7) Cut and remove field corn as soon as the ears are mature. Feed the stalks to livestock as soon as possible or burn. Shred or cut the fodder to increase the consumption. (8) In growing corn for ensilage be sure that the whole stand goes into the silo or destroy the remaining stalks. (9) Where possible plow under in the fall all infested cornstalks, corn stubble, etc.

Note.—A recent bulletin has been put out by the U. S. Department of Agriculture dealing in detail with the European Corn Borer and its Control. This bulletin is Farmers' Bulletin No. 1294; a copy may be secured by persons interested by writing to the Department of Agriculture, Washington, D. C.

WESTERN CANNERS' ASSOCIATION REVIEW

Written by John A. Lee, Secretary

Chicago, Ill., March 20, 1924.

THE Fortieth Annual Convention of the Western Canners' Association will be held at the Hotel Sherman, Chicago, April 22, 23, 24 (Tuesday, Wednesday and Thursday), 1924. The first session of the regular convention will be held Tuesday afternoon, April 22, at 2 o'clock, in the Crystal Room of the Hotel Sherman. An application has been filed with the railroad associations for a special rate of one fare coming and half fare returning, for the entire week of April 21, 22, 23, 24, 25, 26 (Monday to Saturday, inclusive). The National Canners' Association will hold meetings of several of their Sections conjointly and co-operatively with the Western Canners' Association, and the Illinois Canners' Association will hold a conjoint meeting during the week, and Committee Meetings, National Corn Section, Tomato Section, Pea Section and, possibly, Fruit Section meetings will be held during the week, and the week will probably be one of the most important business meetings for canners ever held. A very large attendance is anticipated.

In order to secure the benefit of the half-fare returning, it will be necessary to obtain a certificate of purchase from the agent when buying a ticket to Chicago, which certificate will be validated by the Secretary of the Western Canners' Association at the convention. Then the same railroad or route will sell a ticket to the starting point for a half-fare. The return must be by the same route one comes to Chicago.

It is necessary to have 250 certificates for validation before the validating officer of the railroad association will sign the certificates, and his signature is indispensable. Therefore, everyone coming to the convention by rail, no matter where from, must obtain a certificate from the railroad agent at starting point in order to help make up the total number.

At our last convention only 196 certificates were presented, and all were deprived of the half-fare home, there not being the requisite 250. There were about five hundred at that convention who came by rail, most of them forgetting to get a certificate of purchase when buying their tickets. Some of our members come from long distances, and the loss of the half-fare sometimes amounts to thirty or forty dollars. No matter how short a distance you come from, or whether you intend to return by the same route or not, you may change your plans; you will by presenting a certificate or purchase of a ticket help others to get a half-fare returning. Please be loyal and considerate in this matter. Help others by co-operating.

The final agreement in relation to the disposition and redemption of swells in canned foods will probably be made at this convention, as there will be conferences in relation to the completion of the operative details.

All the chief officers of the National Canners' Association will be present at the convention of the Western Canners' Association at Chicago, and there will be meetings of the Tomato Section, the Corn Section, the Pea Section and, probably, one of the Fruit Section of the National Canners' Association. There will be able scientific and practical men, students of the problems of canning, present to report as to their investigations and discoveries. You cannot afford to miss this meeting.

This will be the annual meeting, and there will be an election of officers for the ensuing year. J. W. Hill, of Iowa, has made a fine president for the past year, and it is hoped that he can be induced to take the office again. He is a man of fine judgment, an accomplished presiding officer, and altogether a high-grade man. He has many business responsibilities and connections, and may feel that he cannot accept a re-election, but it would be of important disadvantage to the association not to retain him. He should be re-elected and induced to accept.

All chairmen of standing committees of the Western Canners' Association will be expected to make reports, and should at once confer with the members of their committees by mail so as to have a program for a committee meeting at the convention and be in a position to present something practical and useful to the convention.

This Review is edited by the Secretary of the association without conference or consultation with anyone, and the opinions expressed are his personal views. They are, however, not to be considered official.

If you have not remitted your dues for 1924, please do so at once, so they can be reported to the convention in April as paid. A bill was sent you on January 1st, and though the average of payments have been fairly good, still there are quite an important number who have not remitted. Look it up! Payment of dues carries from January to January.

We mailed you recently a copy of our constitution and by-laws, revised up to date, with a list of members, active and associate, printed in the back of it. If you want a good, reliable broker, look among our list of broker associate members and select one. If you want to buy machinery or supplies, you will find a list of dealers and manufacturers among our associate members.

The situation of the canning industry and its outlook for stability and prosperity was never stronger than at present. Not

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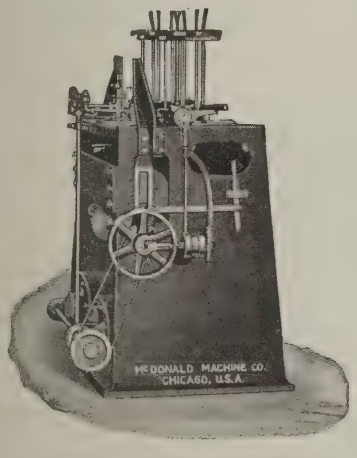
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only are the products of the 1923 pack closely sold up in peas, corn, tomatoes, fruits and fish, but futures of the crop of 1924 have been contracted heavier and more generally than for any year since 1918. The canning of quality goods has had a very important influence in stabilizing the demand, and the prices for canned foods and canners are to be congratulated for good and conscientious work in that respect. Not only has this policy created a reliable demand for canned foods at fair prices, but it has established a credit for canners which they needed, and which places them in an independent attitude toward the market.

We are frequently in receipt of letters from our broker-members who need good cannery accounts. If there is any place where you have no broker and want one, write this office, and we will give you the address of a reliable party.

The newly-elected president of the Canning Machinery and Supplies Association, E. E. Finch, of Cincinnati, is a live wire and a good speaker. He will be present at the convention, always has something worth while to say, and he says it well and entertainingly.

Charles P. Whiteman, of Oklahoma City, president of the National Food Brokers' Association, was re-elected at the recent convention, and well deserved that honor. He has made a fine record as president of his association, and is an interesting speaker, always having something of practical value to present. Come and hear him.

The Western Canners' Association has again been honored by having one of its ex-presidents elected president of the National Canners' Association, Royal F. Clark, of Beaver Dam, Wis. In addition to being an extensive pea canner, he is an able lawyer, with a large practice. He is a snappy and forceful speaker, and will be listened to with great interest at this convention. Frank Shook, assistant secretary of the National Canners' Association, will be at the convention, and will present a report of the results of Canned Foods Week, 1924. He has had charge of the details of the work at Washington for several years, and his report, with information from all parts of the United States, will be absorbingly interesting.

This will be the fortieth session of the Western Canners' Association, and its duration for that many years is proof that its work is educational and of practical value to its members. It holds two conventions each year—in April and November—and they are always well attended. Its sessions are always full of practical business, of value to those who attend.

Brokers and supply men who attend our convention and who owe loyalty to our association should avoid obstructing the work of the convention by holding canners or themselves out of the regular meetings. By doing so the officers are greatly embarrassed in starting the meetings or sessions on time. Every member should consider it his duty to attend the sessions and not to induce others to be late, or to fail to attend. There will be plenty of time for business between sessions, or in the evenings, or before meetings are called in the morning.

Note the list of members of the Canning Machinery and Supplies Association, who are members of the Western Canners' Association, in the back pages of the copy of the Constitution we mailed you some time ago. That association and its members have always been loyal friends to the Western Canners' Association and are entitled to confidence and support in their business.

We are frequently asked what trade papers are valuable to canners and brokers, and present a classified list below of those best known. There are many others, of course, but we have not space to mention all, as there are several hundred published in the United States:

Canning Papers

The Canner, 140 N. Dearborn, Chicago, Ill.
The Canning Trade, 107 South Frederick, Baltimore, Md.
The Canning Age, 27 Pearl St., New York City, N. Y.
The Western Canner and Packer, San Francisco, Cal.

General Papers

The New York Commercial, 38 Park Row, New York City, New York.

The Journal of Commerce, 32 Broadway, New York City, New York.

The Michigan Tradesman, Grand Rapids, Mich.

The Chicago Journal of Commerce, 12 E. Grand Ave., Chicago, Ill.



Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Cor. Custom House Avenue
Brokers CANNED FOODS
BALTIMORE, MARYLAND

COVER YOUR WANTS EARLY



Not made to meet competition
Made to beat competition

We manufacture and sell to the largest canners in the country.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

Phones { *24147*
(Night) Berkeley 200

USERS of MERRELL-SOULE CORN MIXERS

ATTENTION:

I have a simple little contrivance to attach to the shaft of your Merrell-Soule Corn Mixers and which will completely remove all SILK or pieces of SILK from the corn. You know what that means. No extra power. Once installed always ready. Fully covered by patent granted. $50.00 per set. If interested in better corn, write BOX A 1169 care of THE CANNING TRADE.

Stevenson & Company, Inc.

Can making Machinery,
Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

HAMACHEK IDEAL VINERS effect large savings for the Canner and Grower. It is not unusual to hear a packer say they are "A necessity for Canners determined to pack quality peas."
Over 550 of these machines will be in use during the 1924 season.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

Grocery Papers—Wholesale and Retail

The American Grocer, 90 Hudson St., New York City, N. Y.
The New England Grocer, Boston, Mass.
The International Grocer, 200 S. State St., Chicago, Ill.
The Interstate Grocer, St. Louis, Mo.
The Wholesale Grocer, 190 N. State St., Chicago, Ill.
The Retailers' Journal, 190 N. State St., Chicago, Ill.
The Grocery World, Philadelphia, Pa.
Facts and Figures, Consolidated Bldg., Jacksonville, Fla.
National Retailers' Bulletin, R. A. Long Building, Kansas City, Mo.

The weather is usually pleasant in Chicago in April, and as the date in April is close to the first of May, good weather can be confidently expected. An automobile ride through the parks and beautiful parts of Chicago will be arranged for the visiting ladies, and, possibly, a theatre party.

The wholesale grocers' associations will be represented at the convention, their officers having been invited to be present and to address the convention, and the officers of the National Association of Retail Grocers of the United States have also been invited to attend and address the convention.

An illuminated map showing the points where addresses were delivered to Rotary and other clubs during Canned Foods Week will be exhibited, and it will also be used to show the points where the best work for Canned Foods Week was done by distributors. The map will be furnished by the American Can Company.

The movement to address Rotary clubs during Canned Foods Week was initiated by Mr. S. G. Gorsline, of the Anderson-Barngrover Manufacturing Co. He is a loyal worker for the cause of canning, and the movement from his initiative spread until invitations from Rotary Clubs, Kiwanis Clubs, Lions Clubs, University Clubs, Chambers of Commerce, Housewives' Leagues, Domestic Economy Clubs, Retail Grocers' Associations, Optimists' Clubs, and other organizations were received from all parts of the United States, and speakers were supplied in response to the invitations. Many of the addresses in relation to canned foods were broadcasted by radio. This was fine and effective work, for the fashions in foods are set by the people of education, and good taste, and their example and leadership is followed by consumers generally.

WHAT THE BROKERS SAY

Indianapolis, Ind., March 22, 1924.

Acreage as yet is coming slowly for a number of the Indiana canners. The large majority of canners of the State are sold up on futures to the entirety of the acreage they expect to contract. It is only an occasional packer that will take straight standard business.

Prevailing prices are:

	Standards	Extra Standards	Fancy
No. 2s.....	$1.00	$1.10	$1.30
No. 2½s.....	1.35	1.40	1.65
No. 3s.....	1.40	1.50	1.75
No. 10s.....	4.75	5.00	5.50

There are one or two packers that will still consider a limited business on extra standard No. 2s at $1.05; on No. 3 extra standards at $1.45.

CONTINENTAL BROKERAGE CO.

Milwaukee, Wis., March 22, 1924.

Business is quiet as far as Wisconsin peas are concerned. Canners in most cases have withdrawn from the future market, and, as a whole, haven't enough spot peas on hand to bother about. Buyers seem satisfied with purchases up to date, and are not so free with orders.

There apparently isn't a case of spot standard corn left in the State, and there are but few offerings of extra standard corn, this grade being quoted at $1.05. Kraut has been moving slowly at reduced prices.

FRANK A. INBUSCH CO.

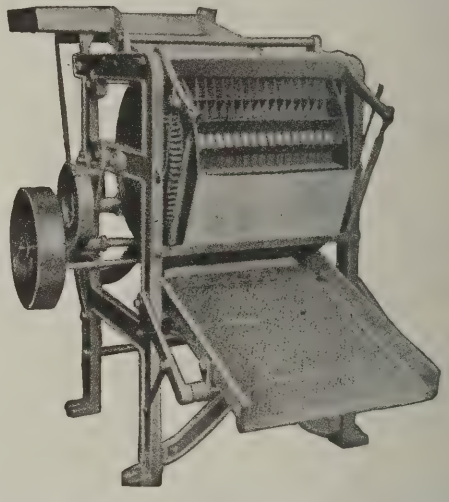
Fremont, Mich., March 22, 1924.

Sales of futures on canned vegetables have been gratifying. Indications as we see them lead us to believe that this will

LEWIS CUTTER

—FOR—

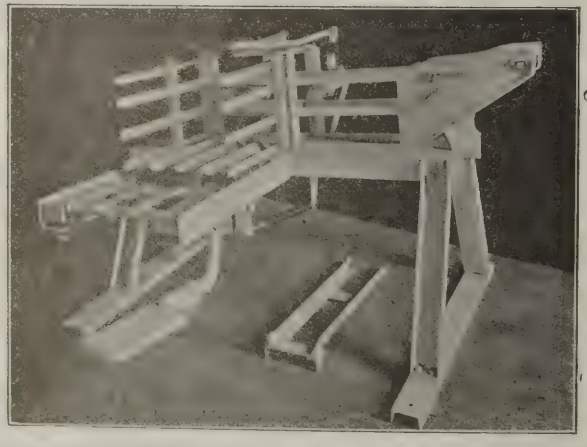
Beans, Okra, Celery, Rhubarb



Attention, Nr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build; Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.



The KYLER Boxer

We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by

Westminster Machine Works

Westminster, Md.



Peerless Field Service

Peerless Field Men are at your call all during the season

They prevent trouble by educating your help in the proper care and operation of Peerless Huskers.

After the initial call, Peerless Field Service men remain in your locality ready to serve you when you need them, and visit you frequently during the season.

This is only a part of Peerless Service. Let us tell you the rest of the story.

Peerless Husker Company, Buffalo, N. Y.
Address inquiries to
SPRAGUE-SELLS CORPORATION
500 North Dearborn Street Chicago, Ill.

We are the sole manufacturers of

Peerless

Huskers
Corn Washers
Syrupers and Briners
Rotary Exhausters
Tomato Washers

This is the *Year* of all years to install reliable equipment.

You cannot afford to operate machinery that is not 100% efficient, or that is breaking down during your rush, and preventing your canning *Quality Foods.*

Peerless Huskers

be a good year for all of us whose job it is to feed the public.

Lest we be accused of not keeping you adequately posted, we are repeating below future prices of those canned vegetables on which we are still in a position to take on business. Look them over.

Is there anything you would like to sample of? Let us know, and we'll get it to you in a hurry.

P. S.—This year we are centering our efforts on cut green stringless beans, and will not pack graded Refugees nor wax beans. Consequently, we are changing our strain of seed and haven't representative samples of the cut green stringless beans. We have used this seed before and can assure you that it's the finest thing in cut green beans we have discovered in our twenty-three years of existence.

1924 Future Vegetable Prices

Green Lima Beans	No. 1 Tin	No. 2 Tin	No. 3 Tin	No. 10 Tin
Fancy Tiny "Fremont"...	$1.50	$2.15		$11.25
Fancy Med. "Climatic Gem"	1.10	1.65		8.75
Fresh "Miss Michigan"...	.75	1.07½		5.90
Alaska Peas				
Fancy No. 1 Sieve "Fremont Petit Pois".....	1.75	2.50		
Fancy No. 2 Sieve "Fremont Extra Sifted"....	1.50	2.10		
Boston Marrow Squash				
Fancy Sifted "Fremont"..		.92½	1.35	3.75
Stringless Green Beans				
Fancy Cut "Fremont"....		1.30		6.50
Ex. Std. "Bean State"....		1.20		6.00

FREMONT CANNING CO.

By DAN GERBER.

Wausau, Wis., March 22, 1924.

Business on future Wisconsin canned foods has been rather spotted during the past week. Some days there is a lot of inquiry. Other days there is comparatively little. On the whole, it has been rather quiet, necessarily so, for the reason that most canners are sold out and most buyers are covered.

There are so few spot Wisconsin canned foods in canners' hands that the volume of sales is very meagre.

GROCERS' SUPPLY CO.

Dict.: FRANK T. STARE.

Baltimore, Md., March 22, 1924.

Increasing demand for future tomatoes, from nearly all sections, was one of the interesting features in this market at the close of business this week. Not that the individual orders were larger than they were last week in point of quantity, but they were more numerous in point of number, which, after all, is the best character of buying, because, chiefly, it is free of the speculative element that goes with big buying, and is for the purpose of known, actual requirements. When any staple line of merchandise can be bought of manufacturers of integrity and established reputation for fair dealing at prices close to factory cost based on maximum capacity production, the chance of loss to the purchaser is reduced to the minimum, and such opportunities should be taken advantage of by conservative buyers. "The mill never grinds again with the water that has passed" is a proverb tried and true, and the opportunity to test it, as applied to future tomatoes, is at hand.

There is a firmer feeling in the market for No. 2 tins spot tomatoes, and the goods are in demand from the same widely-separated markets that have been buying that size steadily, chiefly for buyers' labels. For the other sizes, the demand was light this week, and, as a rule, the orders were small. The usual spring demand is expected to open up about April 1st, and broaden out in the following months sufficiently to absorb the visible supply here and elsewhere. It would be a "grand and glorious feeling" to see the market cleaned up by July and the new canning season start with bare floors everywhere. Statistically, this is not an impossibility.

Future corn, stringless beans, peas, spinach and potatoes were the leaders this week, although the sales did not keep pace with the business done in these items in the early part of the season. The other futures did not attract much attention, with the exception of herring roe, of which small lots changed hands when a seller could be found. We direct your attention to our future offerings on the last page of this issue, likewise for future peas and tomatoes on the inside pages, under their respective captions.

In line with our repeated warnings, the end of the pile of cut green stringless beans in Baltimore has been reached. Outside of a few small lots, they are sold out here, and in the county districts as well. Buy them wherever found. The same con-

What We Grow
and
Where We Grow

PEAS On the Western slope of the Rockies, where sunshine and irrigation make an ideal growing condition for bright, clean seed.

BEANS Also in the Mountain States, where the dry climate and clean atmosphere reduce the chance for plant diseases to a minimum. Idaho seed Beans are famous.

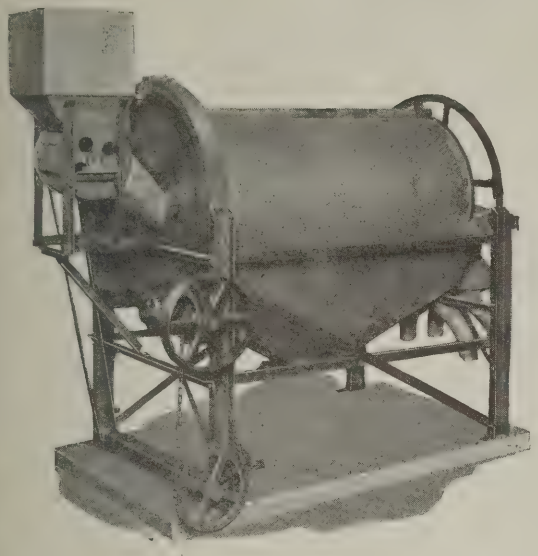
CORN Golden Bantam in Northern Michigan, a hardy strain of strong vitality. Al other varieties in the famous Indiana Corn Belt, whose limestone soil produces the finest of seed.

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN *TELLS*

Breeders-Growers
Chicago, Ill.

"NOW BOOKING FUTURES 1924 CROP"

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

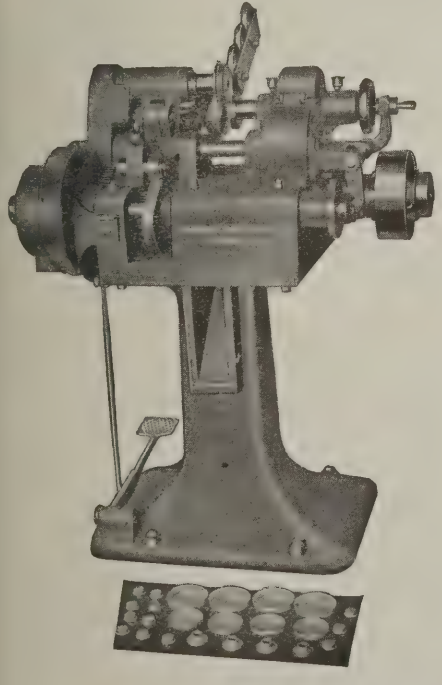
For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

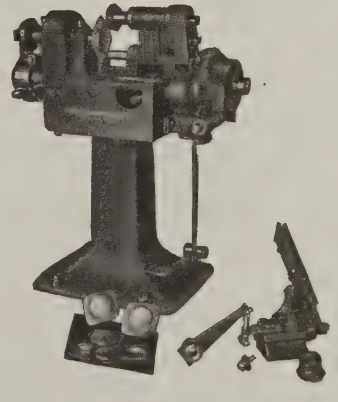


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

dition is true of No. 3 spinach and sweet potatoes. Buy each of these items quickly if needed. Beets are sold out, with the exception of standard No. 10 tins whole, and the smaller grades in No. 2 and No. 3 tins. The demand for other vegetables was limited to the usual run of orders for corn, all grades peas, succotash and mixed vegetables for soup.

Fruits of all kinds were in better demand this week. Orders were received for strawberries, gooseberries, apples, pineapples and pears, and there was some inquiries for the other items.

Business in cove oysters is improving, as well as the demand.

THOS. J. MEEHAN & CO
(THOS. L. NORTH.)

HEARING ON LABELING APPLE BASE AND PECTIN PRODUCTS.

THE labeling of apple base and pectin products will be discussed at a hearing held by the Bureau of Chemistry, United States Department of Agriculture, Washington, D. C., on April 16, 1924, according to an announcement sent by Dr. C. A. Browne to manufacturers of jams, jellies, preserves and similar products. The announcement states:

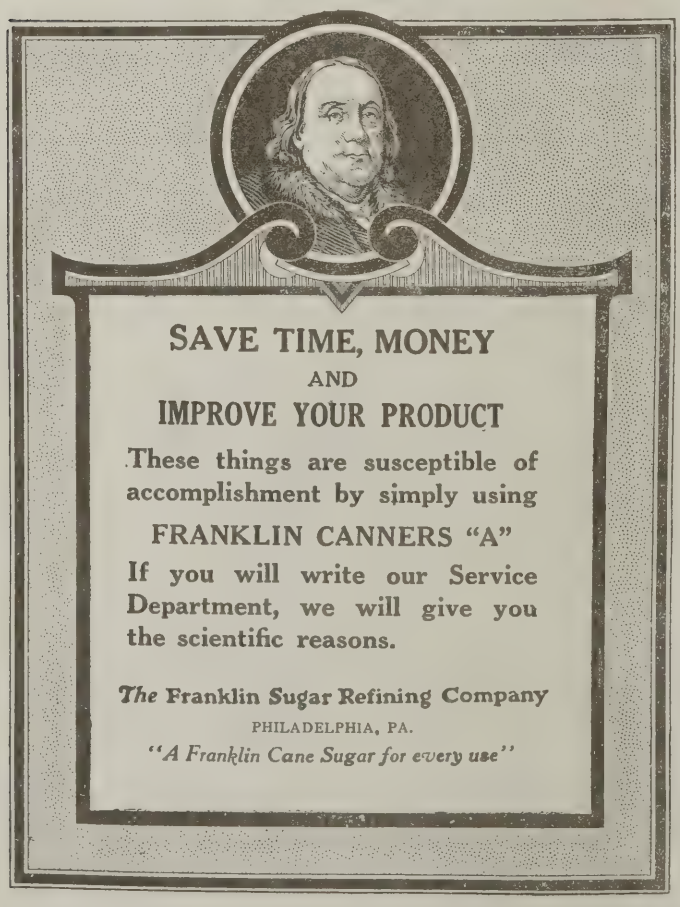
The Bureau of Chemistry will hold a public hearing April 16, 1924, at 10 A. M., in the Bureau of Chemistry Building, 216 13th Street Southwest, Washington, D. C., on the labeling of so-called "apple base" or "pectin" jams and preserves. Certain features of the labeling of jellies will also be considered.

The questions under consideration have been brought up in part by the recent decision concerning the labeling of so-called "fruit in sugar." The investigation that was conducted on the propriety of the use of the label "pure fruit in sugar" for an article prepared from 35 pounds of fruit to each 65 pounds of sugar showed that this article resembles a standard jam or preserve so closely in appearance, odor, taste and flavor that it cannot be distinguished from the standard product by the ordinary purchaser, and because of this close resemblance and because the name "fruit in sugar" is simply a synonym for the term "jam" or "preserve," and carries no intimation that the product is sub-standard, purchasers were accepting the article in the belief that it was a standard jam or preserve prepared from not less than 45 pounds of fruit to each 55 pounds of sugar. It was determined that the use of the expression "pure fruit in sugar" without certain qualifications in the labeling of this product creates deception, and is therefore a violation of the Federal food and drugs act, if the article is shipped within the jurisdiction of that law.

It was also shown in the course of this investigation that the use of the word "jam" or "preserve" as a part of the designation of a sub-standard product creates the false and misleading impression that the article is a standard jam or preserve, regardless of further descriptive matter that may appear on the label showing wherein it varies from the standard product. To meet these difficulties the following form of label was suggested:

"Fruit in Sugar
Strawberry
Not a Preserve
Prepared from 35% Fruit
and 65% Sugar."

All of the words in this label above the declaration of the percentage of ingredients are set forth in





ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

Canners Seeds

For prompt shipment or future contract

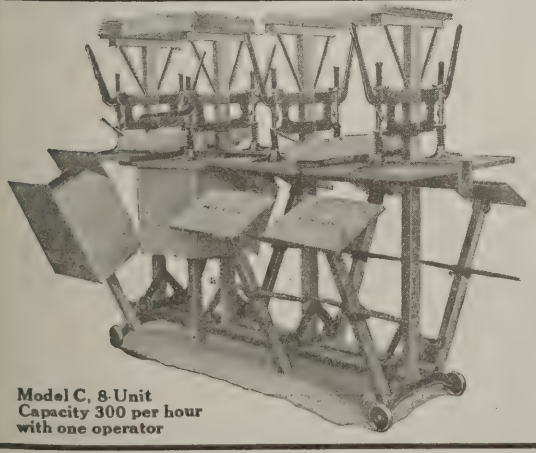
Peas, Beans, Corn, Beet, Tomato, Cabbage

All seed supplies for the pickling trade

Growing Stations Throughout America

Shipping Points
DETROIT, MICHIGAN
CAMBRIDGE, N. Y.

JEROME B. RICE SEED CO.
CAMBRIDGE, N. Y.



Model C, 8-Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes.. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

type of equal size and prominence on a uniform background. The declaration of percentage of ingredients is set forth in type sufficiently large and on such background as to be readily observable by the purchaser. The Bureau indicated that it would interpose no objection to the sale of the article under this label.

In adjudicating numerous seizure actions brought under the Federal Food and Drugs Act during the past year against shipments of so-called jams and preserves adulterated with added pectin and excess sugar, the use of labels bearing the words "jam" or "preserves" has been permitted for relabeling the seized products. The following are examples of some of the labels used:

"Pectin and Raspberry Preserve"

"Pectin, Sugar and Raspberry Jam."

Pectin, pomace extract, apple juice and extract of dried apple skins and cores are not fruit within the meaning of the definitions and standards for jam and preserves, which require these articles to be prepared from not less than 45 pounds of fruit to each 55 pounds of sugar, and articles in which pectin, pomace extract, apple juice or extract of dried apple skins and cores is substituted in part for the required proportion of fruit do not exhibit the ratio between fruit and sugar required by the definitions and standards. Such articles are in fact sub-standard products. They differ from the "fruit in sugar" preparations only in the substitution of pectin, pomace extract, apple juice or extract of dried apple skins and cores for the excess sugar present in that product.

It will be the purpose of the hearing to afford those interested an opportunity of offering suggestions in the light of the facts set forth above concerning the appropriate labeling of these so-called apple base and pectin products. An expression is particularly desired as to whether any form of labeling can be devised using the word "jam" or "preserve" except in the way employed at present in the labeling of "fruit in sugar" without creating the impression in the mind of the purchaser that the article is in fact a standard jam or preserve. Suggestions by letter will be appreciated from those who are unable to attend the hearing.

NOW IT'S LEE, KAUFMAN & GALE.

LEE, Kaufman & Gale, Incorporated, has succeeded the canned food brokerage firm established as Lee & Kaufman, Chicago and Grand Rapids. There is no change in the personnel except the addition of E. P. Gale, who is favorably known to canners from coast to coast, and who has been actively in contact with Chicago wholesale canned foods buyers for several years past while associated with a Chicago canned food brokerage firm.

The incorporation and expansion for the business will establish this concern as one of the larger brokerage firms of Chicago territory, and in view of the extensive acquaintance, long experience and varied abilities of the men connected with the corporation its prospects for continued success are regarded as excellent. The three members of the firm are: John A. Lee, L. W. Kaufman and E. P. Gale.

Why Not Eliminate
the chief cause of swells and flat sours by the use of
Wyandotte Sanitary Cleaner and Cleanser
which insures a safe, superior, distinctive and economical sanitary cleanliness. Order from your supply house.
Over 2,000 distributing centers insure prompt delivery and short haul.
The J. B. Ford Co., Sole Mnfrs., Wyandotte, Mich.

BERLIN QUALITY
Over 3000 Canning Machines In Successful Operation
CANNING MACHINERY
— for the —
Pea Canner *Fruit Canner*
Corn Canner *Milk Canner*
Tomato Canner *Meat Canner*
BERLIN CANNING MACHINERY WORKS
BERLIN, WIS.

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

	Balto.	N. Y.
ASPARAGUS*—(California)		
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90
BEETS†		
Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	.95	1.00
Std. Crushed, No. 2, f.o.b. Co.	.90	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40
OKRA AND TOMATOES‡		
Standard, No. 2	Out	Out
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.40	....
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....
SAUERKRAUT‡		
Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75
SPINACH‡		
Standard, No. 2	Out	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.60	1.60

	Balto.	N. Y.
CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75
¶F. O. B. Factory basis.		
SUCCOTASH‡		
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....
SWEET POTATOES‡		
F. O. B. County		
Standard, No. 2, f. o. b. county	1.05	1.10
Standard, No. 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.50	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.00	4.25
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.97½	1.05
Standard, No. 2, f.o.b. County	.95	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	6 2½	.70
TOMATO PULP‡		
Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*		
Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10		4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	4.50
APRICOTS‡		
California Choice, No. 2½	2.75	2.25
BLACKBERRIES§		
Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....
BI UEBERRIES		
Maine, No. 10	9.00	9.25
Maine, No. 2	....	....
CHERRIES§		
Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....
GOOSEBERRIES§		
Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75
PEACHES*		
California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90
PEACHES†		
Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

	Balto.	N. Y.
CANNED FRUITS—Continued		
PEARS†		
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.30	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*		
Standard, No. 2	Out	2.60
LOBSTER*		
Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....
OYSTERS*		
Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70
SALMON*		
Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60
SHRIMP*		
Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95
SARDINES—Domestic, per Case		
F. O. B. Eastport, Me., 1923 pack.		
¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE CANNING TRADE
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The Markets

BALTIMORE, MARCH 31, 1924

WEEKLY REVIEW

Deflected Stocks, Small Buying for Quick Turnover, Feature the Market—Business Is Good and Promises to Remain So—Changes in Prices All in Upward Direction—Spot and Futures Both Well Sold Up.

BUSINESS TOO GOOD—"Holy Mackrel!" Too good?—when a broker has to sweat around all day and cannot make enough to pay his office rent? Too good! Where do you get that stuff?" "Too good?" asks the wholesaler, "when a lot of 50 to 100 cases will keep me going a whole week, instead of buying a string of carloads?" "Too good?", says, the canner, "when I haven't sold a case of goods for months—I have any to sell!" And there is just the reason: the goods have been taken away from the canner down to the last case—in these fifty to one hundred case lots, because the wholesaler is trying to turn around on a nickel more often than a dog trying to lay down—and business has been and is good with the retailer and the chain store—fine as frog's hair, as one fellow said. The only sufferer in this is the broker, and he is a real sufferer, and because he is the one who has all the "market dope" we get a full share of his complaint.

We might very easily kick in with a growl here, because we cannot furnish the amount of snappy market information, news and helps that we would like to—because they are not there to furnish, and we are not in the manufacturing business. We feel more like rejoicing that the whole business is in such fine shape; that the stocks of spot canned foods have been sold down to such an extent that the game is now to find any suitable goods, and that the canners, per se, can sit back comfortably and look on at the struggle of men trying to put more money into their pockets. The market is not dull much less dead. On the contrary, it is bristling with life; active, energetic and moving constantly. It merely lacks those old-time features of train-load purchases—at cost or below, so far as the canner is concerned, and destined to languish in warehouses while the speculators try to force a profit! and failing this, to creep out in the early days of the next season to ruin any market possibilities that the new year might hold for the canners. The market is fine; it was never better and we could wish nothing better for our readers than that it might continue so for many years to come. And it easily can if the canners will guard their productions so as to see that nothing but quality goods get out.

NO NEED TO FEAR—The action of the bankers—those Old Men of the sea on the backs of all business and whose branches are springing up on every corner and thereby piling up a score which will be heavier in its exactions than were ever the saloons which they have replaced—in restraining credits and holding down business, have caused a feeling of fear and uncertainty in every line of industry, as if some trouble were impending. Economists, however, tell us that preceding all monetary troubles, or as they used to be called panics, there always appears a decided and drastic lowering of land and property values, especially land values. If this hypothesis be correct, then we need fear none of the troubles which these money-changers hint at, because land values are advancing. Business houses and offices generally are forced to seek new quarters—an amount of moving such as business has never before seen—all due to advancing rents and increasing property values. On that basis business may be considered unusually stable and the prospects as bright as anyone could possibly wish. This is an important feature now at the opening of a new canning season, and it just adds one more bright ray to the already pleasant outlook. Business has to pay for the palatial structures and innumerable branches of the banks, and this tax upon all business is out of all proportion to what it should be. This score will, one day, have to be squared up and it will be a troublesome one, but it is probably quite aways in the future. It is one, however, which business men should think about, and put a curb upon. The money-changers are exacting too much, if not actually their pound of flesh.

The horrifying picture from which the veil is now being torn in Washington, disclosing the bartering of our highest offices by parvenues seeking seats of authority, is nauseating, as with the curetting of a cancer, but the results from it will be good, if there is any backbone left in the people of this country. This will rather help business than hurt it, for we will be better off after cleaning out the nasty mess.

Has this anything to do with the canned foods market? Not if you think canned foods, and their market, stand isolated and alone and are in no way dependent upon general business conditions and activities in this country. But if you recognize them, as they are, as a mere link in the great chain of business, then this is of vital importance, and should be touched upon, at least, in these columns.

MARKET CHANGES—The activities of the market are shown in changes and that they are all in an upward way means much. No. 2 spinach is marked out of quotation in this market; No. 2½ remains at $1.50, but No. 3 spinach is now quoted at $1.60. And it will be noted that due to unfavorable crop conditions on the Coast, California has practically withdrawn from the spinch market, and prices are advancing.

Sweet potatoes are growing to very small compass in spots and the prices advancing. This week shows No. 3 potatoes quoted in the counties at $1.50.

A New York City broker attracted much attention to himself by predicting that No. 2 spot tomatoes would be $1.00 by June 1st. Had he named a price of $1.20, he might have been entitled to the notoriety, for spot No. 2's have been $1.00 or better with many holders for a long time, and are generally at that figure in Baltimore today. They may not reach $1.20 before next packing season, but that figure would not be surprising to many who are in the know. They have moved up this week to that figure, and we expect to see them keep moving from now on.

Damage to the fruit crops on the Coast has caused values in peaches to stiffen and advance, and most fruits will no doubt follow suit.

Other than these few changes the market remains as it has been—strong, with advancing opinions by holders as their stocks are gradually cleaned up. Futures are rapidly working themselves into the same relative position as spots, and more and more canners are withdrawing, because they have reached their limit. If there are weak sellers of futures, it is their own fault, because they do not know what they are doing. As one writer said, in reference to our remarks last week, anent the selling of future tomatoes at or below cost, "You are dead right, only you did not lay it on heavy enough."'

NEW YORK MARKET

Buyers Extremely Cautious—Dollar Tomatoes Predicted—California Spinach Market Moving Up as Packers Withdraw —Damage to Peaches Causes Reaction in Market Asparagus Selling Well—Tomatoes Firm —Southern Spinach Lower Than California—Notes.

New York, March 27, 1924.

By "New York Stater,"

Special Correspondent "The Canning Trade."

MARKET Uneventful—While there has been a healthy undertone to the market locally during the past week, there have been no material changes in the general situation. Buyers are in the market for small quantities, and are not buying beyond immediate needs. In view of the general quiet on spot, it is interesting to note the jobbers' attitude on spots.

Won't Take a Chance—One well-known canned foods broker, discussing the present market with The Canning Trade's correspondent, said: "The market is extremely conservative just now. A buyer will give you an order for 200 cases of some item at, say, $1.50 per dozen. A week or ten days later he will call you up and tell you he wants 20 cases more at $1.50. You tell him you can't get the goods at less than $1.60, and after a while he will buy at that figure. You then tip him off that in another week or ten days the market will probably be $1.65 or $1.70, but never a 'tumble' from the buyer. Spot holders now are quite confident, and they have the market completely in their control on wanted items, but despite this there is no inclination to speculate a little shown by any of the buyers."

Sees Dollar Tomatoes—Another broker, discussing the market, turned to Maryland tomatoes, and ventured the prediction that we will see a $1.00 market on standard 2s by June 1st at the latest. This particular broker added that he is not trying to get the buyers to believe this, as they would only reward him with a laugh for his pains.

Spinach Up—The California spinach market, which was easing off during the early part of the month, has turned about face. The California Packing Corporation and a few other packers have advanced their prices while other packers have withdrawn from the market. Crop damage due to the long drought is the cause of the strengthening market.

Bullish on Peaches—Wires received from the Coast today are extremely bullish on canned peaches. Heavy crop damage to peaches is reported by frosts, one canner reporting that the bulk of the crop in the principal canning peach-producing sections had been killed off. The trade here is taking these reports with numerous grains of salt, however, and look upon them as typical Coast propaganda. It is significant to note, however, that some of the leaders in the California canning field have temporarily withdrawn on spot peaches for immediate shipment.

Asparagus Sales Good—Demand for asparagus has been good during the week, and the new California pack is now well sold up. New Jersey canned asparagus has come on the market in a small way during the past two or three years, and has met with a very good demand for distribution under jobbers' private labels.

Future Tomatoes Firm—A steady market for future Maryland tomatoes is reported, canners quoting on 100 per cent contracts at 55 cents for 1s, 87½ cents for 2s, $1.25 to $1.27½ for 3s, and $4.00 for 10s, all f. o. b. country canneries.

Spot Tomatoes—Peninsula packers are quoting the market for prompt shipment at 62½ cents for 1s, 95 cents for 2s, $1.37½ to $1.40 for 3s, and $4.65 to $4.75 for 10s. For buyers' labels a premium is demanded on each size. Baltimore city canners quote spots for immediate shipment at 62½ cents for 1s, 95 to 97½ cents for 2s, $1.40 to $1.45 for 3s, and $4.75 for 10s, all prices f. o. b. cannery.

Future Southern Spinach—Maryland canners are quoting spinach on future contracts at $1.00 for 2s, $1.40 for 2½s, $1.45 for 3s, and $4.25 for 10s, all f. o. b. cannery, shipment when packed. These prices compare to the last prices of the California Packing Corporation on California futures of $1.10 for 1s, $1.30 for 2s, $1.60 for 2½s, and $5.00 for 10s, f. o. b. California cannery. With this differential price and taking into consideration the higher freight rate from the Coast, Southern canners should be able to do a good business on their futures, particularly in view of the fact that many of the California canners have withdrawn from the market.

Corn Quiet—There has been little of interest in the market for Southern standard corn, either spots or futures, during the week, and the market holds nominally unchanged at 92½ to 95 cents for spots and the same range on futures.

Notes of the Trade—Charles G. Griffin, of H. C. Hemingway & Co., of Syracuse, N. Y., was a visitor in the trade yesterday, making his headquarters with his brokers, North & Dalzell.

Sanford & Timpson are now New York sales representatives for the Canastota Canning Co., of Canastota, N. Y.

A. E. Love is now a member of the canned foods sales force of Wm. H. Stanley, Inc.

Allan T. Bacon, of Bacon & Trubenbach, is back from a week's trip among Maryland canners.

S. P. Sanford, sales manager for the F. E. Booth Co., canners, with headquarters at San Francisco, is visiting the West Side trade this week.

Ernest Stellenwoerf, well known to the local canned foods trade, is now a member of the canned foods sales force of Butler & Sergeant, Inc.

Walter J. Sears, of Chillicothe, Ohio, was a visitor in the local market this week.

CHICAGO MARKET

Corn Up to $1.00—Warehouses Nearly Empty of Goods—Low on Other Lines of Foods, Also—Plenty of Apples Here— Corn in No. 1 Cans—Convention Promises to Be One of the Largest.

Chicago, March 28, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

THE Market—The canned foods market is like the black man's dog which he said would be fat if he had anything to feed it on. About the only thing in canned staples, of which there is sufficient stock to justify a broker to work on, is canned corn, and buyers are taking hold of it nicely, and the price has run up on standard 2s to $1.00, f. o. b. canneries, wherever it it to be found.

About all the canned corn of full standard quality to be had for 95c f. o. b. cannery has been sold.

I heard of a block of 2s canned corn which had been rescued from a cannery fire, having been damaged only a little by water, being offered on the Chicago market and held at $1.00 per dozen f. o. b. cannery, and that an offer was made of 90c on the entire block and refused by the owner.

I merely state these facts in order to show the strength of the market.

In conversing with a public warehouse manager of Chicago a few days ago, he stated that there are practically no canned foods in the warehouses of Chicago; that is to say, that the quantity as compared with previous years is insignificant.

He did not understand why it was, and I tried to explain to him that it was because there was no surplus of canned foods this season, and that wholesale grocers had adopted a policy of buying in small quantities, and carrying small stocks, and, therefore, found themselves with nothing in canned foods to put in public storage. I also told him that canners had established their credit in a few years past with bankers so that they did not have to ship their output to metropolitan warehouses so as to be able to secure loans.

He stated, however, that the situation was about the same with wheat flour, and that the public warehouses of Chicago probably had less flour on storage than for many years. He stated that he had called on quite a number of dealers to get information why the condition prevailed, and that they told him that the railroads in order to secure shipments of flour over their

lines were making such a low rate of depot storage that dealers could not afford to put the goods in warehouses.

The flour dealers also said that grocers, wholesale and retail, had for a year or more been buying in such a small way that carloads of flour on arrival would be divided up and delivered from track switches.

This situation is very similar to that of caned foods, and I suppose that it is the case with other lines as well.

It seems to me that canners and the canning industry have nothing to complain about, and that their general situation is, from a comparative standpoint, eminently satisfactory.

I am told that the cold-storage warehouses of Chicago are crowded with crated or boxed fresh apples, and I can believe it from my own experience, as I buy and eat apples every day to top off my lunch, and I have noticed that the little corner grocer of whom I buy apples daily offers the finest assortment of varieties I have ever picked from—Roman Beauties, Wine Saps, Greenings, Baldwins, Ben Davis, Johnathans, Newtown Pippins, Russets, Delicious, Jenitons, and several other varieties, and that little grocery sells a truckload of apples daily, most of them at a nickel apiece for the eating varieties.

I note that the exportation of barreled and boxed apples is very heavy.

I was talking to an Iowa canner today, and he said that he had sold 88,000 cases of No. 1 canned corn this year, four dozen to the case net, 11 oz. contents; that he sold 77,000 cases last year, and only 17,000 cases in 1921, that being the first year he had packed the size. This seems to show that a heavy demand is springing up for a small can of vegetables, probably from the apartment dwellings of the city, and what is known as the kitchenette trade. The price asked for the size is 75c for extra standard and seems disproportionate, from the consumer's cost standpoint, as compared with the No. 2 size.

The National Kraut Packers' Association will hold a meeting at the Hotel Sherman, Chicago, on April 22, at 10 A. M., conjointly with the Western Canners' Association. The Catsup Section of the National Canners' Association will also hold a meeting conjointly with the Western Canners' Association at the Hotel Sherman, Chicago, April 22, 23 and 24, or during the convention of the Western Canners' Association.

The convention of the Western promises to be one of the largest ever held and it will be the fortieth.

ST. LOUIS MARKET

Spot Stocks in Small Lots Being Taken Quickly—Tomatoes Are Steady—California Tomatoes Selling—Market Advancing on Spot Peas, Due to Scarcity—Spot Corn Is Scarce—Northwestern Canners Withdraw Tentative Prices on Fruits—California Uncertain as to Its Season.

St. Louis, Mo., March 27, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

DEMAND—There is a fair demand only for all canned foods. The call, however, is mostly for spot distribution in small lots, and not for factory shipment. Spot stocks are being taken quickly, and there is no haggling over the price. If the buyer wants what the seller has, there is no question on price. The question of supplies seems to be of more importance than price. In futures most canners have sold up to the safety limit on staples, and there is an indifference as to futures. Many canners of corn, peas and tomatoes in the West have signed up so extensively that they have pulled out of the market.

Tomatoes—The tomato spot market is steady, the demand is mostly for immediate needs, and generally in moderate-sized lots. Some goods are offered from the Pacific Coast and from the South, which are available at once and at prices satisfactory. California 2½s are sometimes shaded by the weaker holders, but others desire to hold their goods for a later market. There is very little doing in gallons. New packs are not being sold freely, as jobbers seem to prefer to wait until later before signing up. The prevailing quotations for futures, f. o. b., are: No. 2 standard, Indiana, $1.15; No. 3 standard, f. o. b. Indiana, $1.65, and No. 10, f. o. b. Indiana, $6.50.

Peas—There are few available spot peas. Many jobbers are out of the majority of varieties, and the result is that the market is working upward, and is about 20 cents higher than a couple of weeks ago, and about 35 cents above the 1924 range. Dealers are covering with confidence, as all holdings are light, and a clean-up is expected. The same strength noted in new packs for several weeks continues, with a fair amount of business placed. The peak of the buying, however, is passed. Many buyers who have been tardy in covering are looking for Southern and Wisconsin packs. Futures are firm. Some little trading is going on, but the canners are so well booked up that they are indifferent to adding to their contracts. Prices are, f. o. b. from point of shipment, as follows:

Fancy No. 1 Alaska, Wisconsin	$2.65
Fancy No. 2 Alaska, Wisconsin	2.20
Fancy No. 3 Alaska, Wisconsin	1.70
Extra Standard No. 2 Alaska, Wisconsin	1.00
Extra Standard No. 3 Alaska, Wisconsin	1.60
Extra Standard No. 4 Alaska, Wisconsin	1.35
Fancy No. 2 Sweets, Wisconsin	2.25
Fancy No. 3 Sweets, Wisconsin	1.90
Fancy No. 4 Sweets, Wisconsin	1.65
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	1.65
Extra Standard No. 3 Sweets, Wisconsin	1.40
Extra Standard No. 4 Sweets, Wisconsin	1.35

Corn—There is but little surplus of spot corn, and full prices are obtainable if they are true to grade. Fancy is wanted, particularly Crosby and Golden Bantam, and is being picked up where it can be found, but there are few offerings. Standard also shows more strength. Futures have sold well in fancy lines and less freely in standard packs. Futures show little change since last week.

Fruits—The withdrawal of tentative prices on Northwestern fruits by some of the canners has been a feature. Quotations on some lines were named some time ago, but on a basis which did not appeal to a majority of buyers. Bookings were light because buyers did not show much interest in futures. California canners believe the season as too uncertain to name definite prices, but are ready to book s. a. p. business. Packers made contracts with growers for fruit deliveries to the canneries, and because of a prospect of a light yield, more money is wanted than last year. A canvass of holdings on the Coast shows that there are only a light quantity of 1923 lines in volume and in assortment. Holders think that last year's surplus will be good property, as new pack cannot be offered at a low range, and the carry-over is so light that it will easily be liquidated. The spot market is quiet as to daily business, but there are evidences of greater strength. Standards and seconds peaches are held with more confidence and cannot be had at prices prevailing a few weeks ago. Assurances that the 1924 pack will not be any heavier than that of 1923 have also helped the situation.

Milk—Condensed milk is in normal demand, with most of the buying orders from domestic outlets. Local quotations vary considerably on unadvertised brands, which are in indifferent demand.

SEATTLE MARKET

Trade Turning to Futures—Trouble Caring for Sorted Cars—Trade Seems Well Supplied With Salmon—California Sardines in Place of Chum Salmon—Apple Market Has Eased Off.

By "Nomlas"

Special Correspondent "The Canning Trade"

Seattle, March 27, 1924.

Futures—With spot business on canned salmon of rather small proportions during the past week, the trade is beginning to turn its attention to futures. There has been quite a little s. a. p. business booked thus far in the game, but none of the larger factors have as yet named a price basis, either tentative or formal.

Assorted Cars—Packers declare that they are having increased difficulty in taking care of assorted car business and selling agencies report the same difficulty. The trade is still able to take care of carlot business on the leading grades, but carload buying has been conspicuous by its absence this week.

Trade Supplied—The opinion is expressed locally that the trade is rather well supplied on its current salmon requirements, business during the first two months of the year having been rather active. The Southern trade is expected in the market shortly for pinks in quantities, however, to take care of the spring and summer demand in Dixie.

Chums vs. Sardines—One well-known local trade member xpresses the opinion that California sardines packed in 1-pound val cans have cut into the export trade in chum salmon to some xtent. The California sardine packers are now putting a qual-ty product on the market at a reasonably low price, and the ompetition of this item is being felt by the salmon operators.

Prices—There are some chums still to be had at $1.20 for Alaska pack, with reports of Coast packed goods in small lots at cents less. Pinks remain unchanged at $1.25, with reds at 2.25 to $2.35, the top price applying to the featured brands. One ffering of a few thousand cases of red flats, Peninsula trap-aught fish, was reported during the week at $2.65.

Apples Weaken—It is reported that Northwestern packers re still carrying fairly sizable stocks of solid pack No. 10 apples nd the market has eased off a trifle. The market is quoted at 4.25 per dozen, f. o. b., but it is thought that business could be ooked at less in a few instances.

Trade Items—The Deep Sea Salmon Co., operating two large anneries in the Ict Straits section of Southeastern Alaska, has ppointed P. E. Harris & Co. exclusive selling agents. The Deep Sea Salmon Co. pack under the well-known Cape Edwards, Hero, Market, Twin B and Goodfellow brands.

Northwestern berries, frozen and packed in 50-gallon bar-els, have become an important item among packers in this sec-ion during the past few years, and packers are now naming pening prices on 1924 pack. A good inquiry is reported.

CALIFORNIA MARKET

Lack of Rain Worrying the Growers—Light Pack of Spinach in Prospect—Asparagus Needs Rain—Acreage to Peas Is Lighter—Fruits Not Affected So Directly—No Fruit Prices as Yet—Higher Prices Expected—Most Spot Stocks in Low Supply—Mechanical Hazards in Canneries.

San Francisco, March 27, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

CROPS Worrying—A light rain visited the southern and central sections of the State the third week of March, but nowhere was the precipitation sufficiently heavy to do much good. The crop outlook is still unsatisfactory in every line and in all sections of the State, and particularly in the southern part, where the rainfall is much below normal. Spinach is in very poor shape, and a light pack is in prospect. Asparagus needs rain, but late storms would greatly change conditions, as the packing season on this vegetable is a long one, extending from March until July. The acreage devoted to peas is lighter than usual, plantings were made late, and fields are in poor shape generally. The effects of the drought on deciduous fruits will be less noticeable than on early vegetables. Most of the peaches grown are in districts where irrigation can be practiced, and it is always possible to increase the size of this fruit by proper thinning. Pears and apricots are grown principally where irrigation is not practiced, except by pumping, and these fruits promise to run to small sizes. This was noted last year in regard to apricots, and the tendency is expected to be even more marked this year, especially if the fruit sets heavily.

The Prices—Packers have not announced opening prices on any varieties of California fruits so far, but something along this line may be expected in the no distant future, several interests planning to put out prices earlier than last year. In general, opening prices are expected to be higher than in 1923. Last year at this time there was quite a carry-over pack, and every effort was made to keep prices down to bedrock. Some of the cuts made were at the expense of the growers, and it was acknowledged by all interests at the time that fruit could not be grown profitably at the prices that prevailed. However, prices will be well below wartime levels, and a steadily increasing acreage means that it is unlikely that these will ever be approached again. Packers who have gone over their stock sheets of late advise that there are no large lots unsold in any line, with a very close cleanup in prospect. Cherries seem in larger supply relatively than other fruits, and at present prices are moving sluggishly. Last year packers refused to meet the demands of growers and cut prices sharply, but it seems that even at that they paid more for fruit than conditions warranted, since they are meeting competition from other producing States with considerable difficulty. It is expected that growers of both cherries and plums will be called upon this year to deliver fruit running to better sizes, the size question to receive attention shortly at the hands of the Canners' League of California. This is following out the policy adopted in regard to peaches, apricots and pears.

Peaches—Increased interest in California canned peaches has been noted of late, and some good-size shipments are going forward to the East coast. There has also been an increased business done in friut for salad. Eastern holdings in all fruits are understood to be low, and a good volume of trade is expected during the next few weeks. Pineapple has been quoted lower of late in the Eastern markets than on the Pacific Coast, but this situation is changing.

Salmon—Coast stocks of salmon are being cleaned up in good shape, with a special demand for pinks and medium reds. As long as stocks of these are available at present prices, reds will doubtless move rather slowly. Considerable interest is being taken in the prospects for the coming season, and predictions are being made that the output will show quite a gain over that of 1923. It is expected that old stocks will be about cleaned up by July, when new goods will be available.

Mechanical Hazards in Canneries—Guy A. Barker, engineer of the mechanical division of the California Industrial Accident Commission, recently made a report to this commission on "Mechanical Hazards in Canneries." In part, this is as follows:

"Once more the canning season has come to a close, and again there are a number of injured persons who look back into the days of rush and bustle with regret to a moment when they relaxed their vigilance just enough to permit the hand to come in contact with a moving machine or who too hurriedly crossed a slippery spot, only to fall and be injured either from the impact or by becoming entangled in some machinery.

"Of all the machines used in the canning industry, the one that probably accounts for more injuries than any other is the double-seamer. All machines of this type have rapidly revolving heads of irregular shape. The lid of the can is put in place and the can passed under these revolving heads, which hermetically seal the lid on the can. It often happens that a lid does not always remain in exactly the proper position, and there is a tendency for the operator to attempt to adjust it without stopping the machinery. Very frequently this results in injury to the operator. These rapidly revolving parts should be guarded so that a man cannot put his hand into a dangerous place without performing some operation which requires sufficient time for the danger inherent in the machine to come to his attention. Another source of injury on these machines is from the operators cleaning the dirt and grease from the stationary parts while the machine is in operation. Here the attendant allows his hand to get into a danger zone, and it is caught between a moving part and the framework.

"Conveyors always account for a good share of the injuries. Two types of these are the chief offenders, namely, the steel ribbon type for conveying spinach and other products, and the link-belt and lug type for conveying the cans. The ribbon type is made up of thin strips of steel about one-half inch in width and put together the same as the non-slip steel ribbon floor matting. The openings in this conveyor make it an easy matter for objects to become caught in them and in trying to remove the materials adhering to the conveyor or in working in close proximity to it, the operator's hands are often caught between it and the framework of the machine, frequently resulting in very serious injury. The best means of preventing such accidents is to arrange the conveying system so that no one be required to work at a place where the conveyor passes near enough to any stationary member that an injury may result. At all points where the conveyor passes downward over a pulley, guards should be installed so that it is impossible to reach or get into this point of down travel. Furthermore, no bars or other stationary members should be installed close to the conveying surface and where this surface must pass under them. With the link-belt and lug type for elevating the cans the hazard is simply that of shear between the lugs and the framework on the conveyor. It is a simple matter to eliminate this hazard by enclosing the sides of the conveyor so that the lugs do not project beyond the side members, thereby making it impossible for anything to be caught by the lugs.

"In addition to the two classes of accidents mentioned, there are those due to belts, pulleys, shafting, etc., that occur in every plant where power-driven machines are used. The hazards inherent in this equipment are increased in canneries because the floors and passageways are usually wet and slippery, and also because the average employee is not skilled in or accustomed to

working around machinery. Unusual protective measures and instruction made as thorough as possible must be employed to combat these conditions. Now, while the canneries are not in operation, is the time the employers should give the problem of accident prevention their serious consideration. Every process should be gone over carefully, every operation laid out and considered from the standpoint of safe working conditions, so that when the rush of the season is upon them the course to be followed is clearly fixed in their minds, and it is necessary only to impress the working force with the safe as well as effective manner of performing their duties. This procedure alone will reduce the annual toll of injured employees."

MAINE MARKET

Food Stuffs Moving Slowly—But Canners Don't Mind, as They Are Cleaned Out of Spots—A Little Fancy Corn Held in Small Blocks at From $1.75 to $2.25—Futures Sold Up—Stringless Beans Grow in Importance.

Portland, Me., March 28, 1924.
By "Maine,"
Special Correspondent "The Canning Trade."

GENERAL Trade remains very quiet in all lines, except movies, ice-creams and bead necklaces. All food stuffs are moving slowly and jobbers buy only for current needs. Brokers are busy scratching for a living, but local canners do not feel the lack of sales because they have no spot holdings to dispose of at this time.

There is a little corn in Maine, divided up among many owners and held in small blocks. Practically all of it is fancy grade, the Crosby being priced at $1.75 and the Golden Bantam at $2.10 to $2.25. The off-grade corn varies in quality, some of it being nearly up to fancy, and the prices for the different lots vary to match the quality of the goods.

Future Corn is about sold up, and still there are several pretty large buyers who have not covered their wants. This promises a good demand for any surplus after packing, or a sad shortage if the weather conditions are not right for a good crop. The price on futures has held very firm at $1.45 for Crosby and $1.70 and $1.75 for Golden Bantam. At present the yellow variety is getting rather scarce, while Crosby can still be picked up. No. 10 corn, which is offered by only a few canners, brings $7.25 and $8.50 for the two kinds.

Beans—The future of Maine stringless beans is assured, the only question being the canner's cost of production. The demand for these goods has shown a healthy growth, and today calls for about twice the up-put of a few years ago. Up to this time stringless beans have been "knitting work," to be handled at a season when the factory was otherwise idle. It has now reached the size of a principal line and is calling for improved machinery and careful accounting of costs. This, with the advance in cans, etc., makes the current price of $1.30 seem low to the canners. Future sales have already been heavy, and while the market is not actually bare of future offerings, it is increasingly difficult to place quantity contracts.

Mr. Tom Levy, who was associated for many years with the late Henry R. Stickney, is at present taking care of the orders on the Stickney milk filler and operating the Stickney shop.

Mr. and Mrs. Eugene R. Baxter (Portland Packing Co.) have returned from their usual winter sojourn in California.

What Canned Foods Distributors are Doing

Quality Canned Foods Winning New Friends for Industry—President Clark, of National Canners' Association, to address Jobbers—Recent Changes Among Canned Foods Distributing Concerns,

QUALITY canned foods are winning out with the wholesale grocer and the chain-store distributor, and the extremely heavy volume of business placed on the 1924 pack already bears testimony to the trade's liking for quality pack.

Canned foods distributors comment upon the fact that the past two or three years have witnessed marked improvement in the quality of canned foods produced by the great bulk of the canners, and the increasing consumption of canned foods shows that quality is really appreciated.

There are some canners who will say that the buyer wants quality products, but he is not willign to pay the price for this quality. That this condition is not generally so is proved by the fact that the so-called "quality canners" are usually the first to withdraw after naming opening prices, and that their prices are in most instances higher than those of the other canners in their particular field.

Officers of canners' organizations and the trade press have long preached the gospel of quality canned foods. If packers continue to improve upon the quality of their pack, distributors believe that steady gains in consumption may be looked for from year to year.

President Clark to Address Jobbers—Royal F. Clark, president of the National Canners' Association, will be one of the principal speakers before the convention of the National Wholesale Grocers' Association in Chicago in May.

It is understood that there will be a meeting of the Board of Directors of the National Canners' Association in Chicago, May 26, during the progress of the National Wholesale Grocers' Association convention.

"Swells" Allowance—The California Packing Corporation, in a recent announcement to the jobbing trade, has made known its plan for fixing percentage swell allowances on spot and future canned foods.

Allowances will be as follows: One-quarter per cent on canned peas, corn, string beans, pumpkin, squash, apple sauce, spinach, beets, succotash, tomatoes and tomato products and peaches; one-half per cent on other canned fruits and vegetables (sauerkraut and pork and beans excluded, no swell guarantee applying on these two items).

Those Early Contracts—Canners who booked future business on canned foods this year, granting one-half of one per cent allowance in lieu of swells, will comply with the provisions of these contracts, regardless of adjustments which have since been made by mutual agreement between representatives of the canners' and distributors' trade organizations.

Quite a little business was booked early in the year, with one-half of one per cent swell allowance, on items which are now being sold with a smaller swell allowance.

American Grocer Co. Expands—The American Grocer Co., prominent wholesale grocers, of Little Rock, Ark., has acquired the business of the W. H. Norwood Wholesale Grocer Co., at Comway and Morrilton, Ark. The personnel of the Norwood organization at these two points has also been taken over by the American Grocer Co.

The Federal Food Co., operating a chain of retail grocery stores in Brooklyn, N. Y., is floating a bond issue to provide funds for the expansion of business. Plans have been made for opening new stores to be added to the "Federal" chain.

R. A. Morrow & Sons have succeeded to the business of the Heath-Morrow Co., wholesale grocers, of Monroe, N. C. R. A. Morrow and his two sons, James M. Morrow and R. A. Morrow, Jr., comprise the new firm.

An illustration of the flourishing condition of the chain stores at present is furnished by the report of the Jones Bros. Tea Co., which shows sales of $2,021,957 for the thirty-day period ended March 1, as compared with sales of $1,367,211 in the 29 days of February, 1923. Sales from January 1 to March 1, 1924, totaled $3,836,762, as compared with $2,750,693 for the corresponding period in 1923.

The co-operative buying organization of the United Retail Grocers' Association, of Brooklyn, N. Y., is showing a steady expansion. Recently the business was moved to a new and larger warehouse, and canned foods buying is now being done direct at this warehouse.

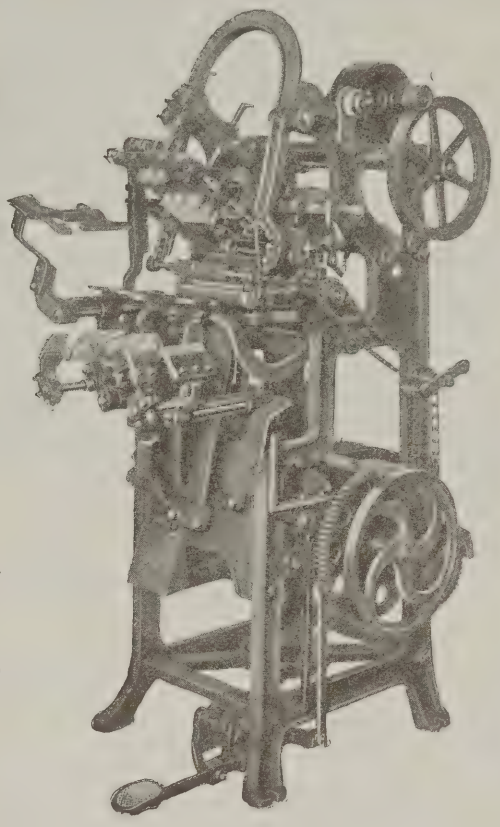
F. W. Wagener & Co., wholesale grocers, of Charleston, S. C., have purchased the business of C. Wulbern & Co., Inc., of Charleston, for the past 54 years.

Spot Labeling No. 10 Cans

Was A Problem *Successfully* Solved
By The NEW ERMOLD Labeler
And Our Trio Tin Gum.
Equipped Three Ways:

Hand Feed -- Hand Discharge, or Automatic Discharge. Also equipped with Conveyor, if desired.

Our proposition on request.



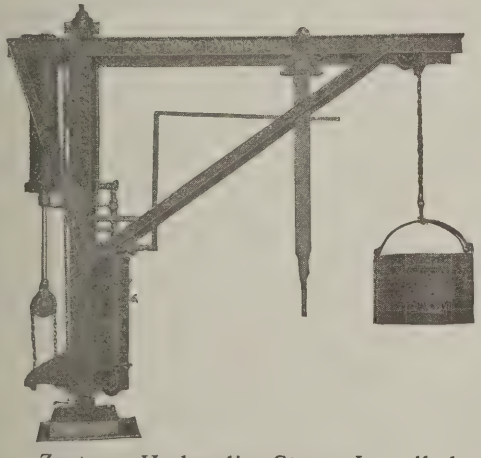
Edward Ermold Company

Worlds Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets

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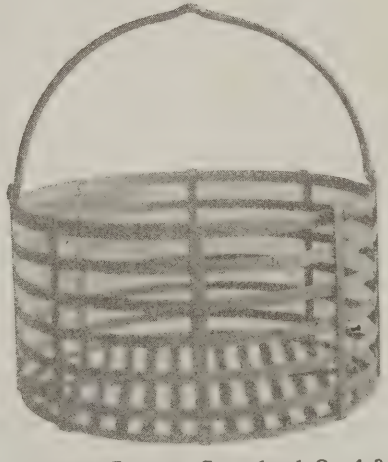
ZASTROW'S PROCESS ROOM EQUIPMENT



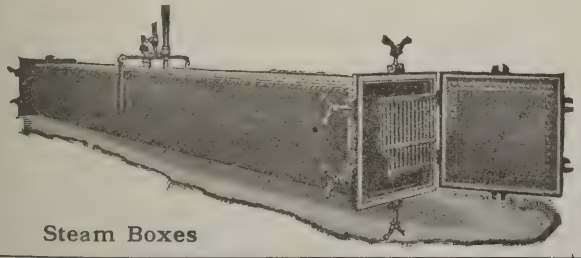
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.



Are people familiar with your brand?

Goods well displayed are half sold, and actual tests prove that good looking counter displays (silent salesmen) will positively increase sales.

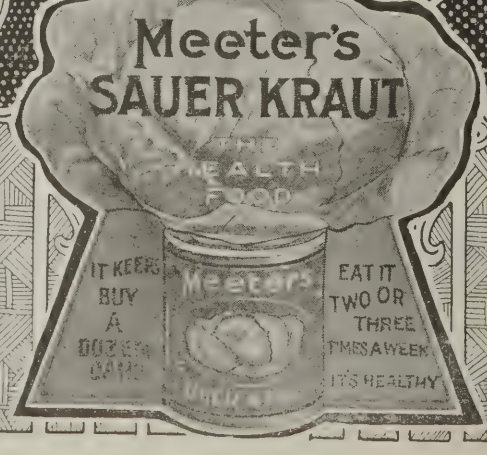
How many brands of Canned Foods are actually called for by name? And isn't it true that crowded shelves confuse the purchaser so that the grocer's suggestions are usually accepted.

Why not let people become familiar with your label and ask for your brand by name? An attractive counter display will bring your can off the shelf down on the counter where it can be seen by everyone entering the store.

We have made a study of this subject and originated some particulary successful displays. May we plan one for you?

The U. S. Printing & Lithograph Co.

CINCINNATI, 80 Beech St.
BROOKLYN, 95 N. Third St. BALTIMORE, 24 W. Covington St.



SMILE AWHILE

WHEN TALK IS EXPENSIVE

"Mr. Perkins," began the Secret Service man who was going through the countryside cautioning merchants against counterfeiters. "I have here a bogus ten-dollar bill and——"

"No, ye don't!" cackled the proprietor of Huckleville's largest and only general store. "Ye don't git me to bite again, young feller! I bought a bunch last week from some feller, an' I had the goldurndest time tryin' to get rid of 'em."

VERY GALLANT

Flub—Why do you suppose fat men are more polite than thin men?

Dub—I haven't paid much attention to it, but I suppose it's because they can give two ladies their seat, instead of one.

SOCIAL ERROR

So sweet, sprightly and well camouflaged was Miss Maidstone that her new middle-aged admirer scarcely realized that she had one hoof in the urn, so to speak. In fact, he went so far as to venture several roundabout queries as to her age. Finally she countered:

"I'll tell mine if you'll tell yours."

And then he wondered at the sudden frigidity when he replied, agreeably:

"O. K.—fifty-fifty."

ACCOUNTED FOR

Householder (after making a fruitless search of the pantry shelves)—Nora, don't tell me you've wasted that little bag of plaster I brought home yesterday?"

Nora—An' was that plaster, sir? Well, 'twas not wasted, f'r I used it in the gravy this very evenin'.

NO SUBSTITUTES

Have ye anny o' Fritzelpfeffer's Favorite Fried-cake Flour?" asked Mrs. O'Reilley of her grocer.

"We're out of that, but we have something just as good," he replied.

"Go on!" exclaimed the Irish lady. "If there was annything just as good, d'ye think I'd take the throuble t' mimorize that heathenish name?"

"AND OBEY"

Old Boy—How would you like to marry me?

Flapper—Well, I wouldn't mind——

Old Boy—Oh, well—er—I guess I can stand it if you just love and honor me."

A WORD IN PARTING

Alice—Isn't that a divine part that Charles has in his hair?

Grace—That's not a part. That's where the marble cracked.

NO ASSISTANCE REQUIRED

Little Jimmie was coming home from school when he saw his father in altercation with a tramp at the back door. Words led to blows, which culminated in the tramp going down under a staggering blow.

That night, after Jimmie had finished his prayers, his mother asked if he had not forgotten the customary supplication for the Lord to take care of his father.

"Didn't forget it," retorted Jimmie, "but it's a waste of time. From what I saw this afternoon, Dad's perfectly able to take care of himself."

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, APRIL 7, 1924 No. 33

EDITORIALS

KILLING THE GOOSE — One of those fine, old Jewish characters, often met with, was a member of a canning firm in Baltimore in the early days of the canning industry; highly educated, well informed, a good thinker, and able to express his thoughts in an understanding way—he quit the canning business, because, he said, the industry contained within itself the elements of its own destruction. His contemporaries disputed this idea as regards canned foods generally, and rightly so, as history is clearly revealing. But had he addressed his remarks to canned tomatoes only, there are those who would today heartily agree with him. Except—and it is a most important exception—that the inherent weakness is not of the tomatoes, either in their natural or their canned state, but of the men who compose that branch of the canning industry. There is no finer food product either in or out of the cans than tomatoes. Would that as much might be said of the individuals composing the great body of tomato canners. It would not be hard to find men who know the canning industry and its history to say that there seems to be a fatality, a curse as it were, upon all who touch tomatoes in a canning way; a blight such as is attributed to the despoilers of the Pharaohs' tombs, robbing the victim of the ability to think and to act wisely. There are exceptions, as there always will be exceptions to all rules, but the impression we record is held more widely than many may think.

We have already called attention to the assinity, not to say damphoolishnees, of tomato canners at this time cutting their prices on 1924-packed tomatoes to or below costs, in the face of the finest clean-up of spot canned tomatoes the industry has ever seen. They could easily be selling at 10c to 15c per dozen above present Tri-State quotations on future tomatoes. True, the rumor-spreaders have made glowing pictures of the enormous pack of tomatoes which 1924 will produce. But even if these men who can plant and reap a bountiful harvest while the snow is yet on the ground, and many months before even a tomato plant is set in the field, were wonderous prophets and absolutely correct in their predictions, why should a man, with eyes wide open and of his own free will, deliberately take a certain loss before that dread happening has occurred? Would it not be wiser to wait until the deluge is here, wait until they are actually forced to loose money on their tomato-canning operations if they ever are so forced? It would seem so to us. Or are they helpless in the grip of this evil genii which persues the canner of tomatoes? At least, we know that it is utterly useless to warn them or to try to hold them against financial losses. There are those who say that the tomato canner would rather loose money than make it. It looks like it.

Lest we be charged with doing an "utterly useless" thing in making this preachment—in trying to wake up the tomato canners to their opportunity and to force them to make money at least this year with all its golden opportunities—let us hasten to add that our intention was not such, but to draw attention to another, and a new, form of foolishness which should be scotched at the very beginning.

There is a movement on foot, by one of the fairly-well-known canners, to put out a new size No. 2 can of tomatoes, a can slightly smaller than the regulation No. 2, which can be packed at 85c and sold by the retailers "without the consumers detecting the difference in size." Shades of Appert! Is there no honesty left in mankind? Is the old urge of the early dishonest canner who cut the fill of his cans—because the public could not see through the tin—until "Shadow Brand" canned foods became a reality and not a mere joke, to come back to plague us again? The Pure Food Law and the net contents requirement put this old swindle out, but now the size of the container is to be cut, but in such wise that the buyer will not notice it! The Government has been trying to standardize canned foods containers, but the industry has been very cold on the proposition. Is this the reason? And will the industry—and the jobbers—permit this new form of swindle? Modern morality, in this reign of the Pharasee, will reply that full value is given in the can proposed. And when the entrance of this smaller can is permitted, what will be the next cut, and where will it end? The slack filler was outdone, as you recall, by

still further curtailment of the amount put into the can, until the Shadow Brand was created by simply passing the food **over** the can and allowing its shadow to fall in, instead of the product.

But it is not only crass dishonesty and nothing else, but equally as foolish. What is cheaper than the tomatoes which go to fill the cans? The cans, the cases, the labels, and the labor which goes to fill the can are so much more expensive than the small pieces of tomatoes which could be saved by using the smaller can, that at least the tomato canners can afford to give the buyers a full can of honest tomatoes. If there is any greater madness shown in tomato canning than slack filling the cans, we can't think of it. It does not benefit the canner and it disgusts the buyer. What more completely harmful thing could be done?

But even if a saving in raw stock could be figured, it would be more than lost in the expense of producing the smaller cans and the changes in the machinery to handle them. The canmakers should put their foot down on this flat, and the machinery men should refuse to be parties to the swindle. And the industry should repudiate this attempt to cheat the public.

THE NEED OF BETTER INFORMATION—There are more big business men in the canning industry today than ever before; firms which have a corps of salesmen, traveling their territories, and keeping intimately informed on everything moving. They miss no opportunity to add to their information about market conditions, etc. They are the kind that a lot of little canners would say do not have to read a trade journal such as this; but, in truth, these are the men who are the closest kind of readers, so as to be sure to pick up every possible grain of information that can be found. In fact, that is why they are the big men they are. And it is the very absence of this spirit that makes most of the trouble in the industry. Particularly in tomatoes, but in other items also, we see where the sale of a few thousand or hundred cases by a man who hardly ever even reads his daily paper, much less his trade journal, will cause the whole market price of that article to tumble. That sort of action could never happen if all canners were close readers, and kept themselves informed on market conditions. The trouble with the industry is that too many of the canners are not informed properly; they don't know; and so when a too low price is named them, and they are urged to sell, they consent because they know no better. They are told by the cunning buyer that the trade journal does not know what it is talking about, and they believe him. They read their daily papers and believe what they see; they read other literature and believe it; yet when the trade journal, which is a specialist in their own business and makes a life study of their interests, says a thing, they can be told that it is not so, and they will believe the temptor, against their own best interests. The information needed by all to prevent such market conditions as now exist in future tomatoes is furnished them weekly, but is not used. When they learn to read carefully their trade journal, and turn back to it for quotations, they will be fortified with a clear understanding of the actual situation, as viewed by a disinterested but experienced party, and they will then not be so liable to fall victims to the foxy buyers. Until the industry is better informed it will fall victim to these drives. The information is given, but they do not use it.

What this industry needs above all else is better market information—that is the crucial need of the hours—and we believe everyone will agree with us in this. The Canning Trade has experts in every section of the country reporting the markets as they actually are—disinterested experts who tell things as they see them. It is good service and ought to be used more than it is, we know. But—"we can lead a horse to water, but we can't make him drink."

HAWAIIAN CANNED FOODS WEEK INSPIRES POEM

IN honor of Canned Foods Week, no less a personage than our good friend, J. D. Dole, speaking at the Honolulu Rotary Club luncheon, dedicated the following poem to canned foods:

"When March comes, and with it the trade wind,
And the snow melts on King Street and Queen,
Comes a week when the canners together
Sing in praise of the pea and the bean.

Of the peach and the fat sweet potato,
That tickle the palate of men,
All the things from New York to tomato
That they tuck in a shiny tin can.

It's the week that we know as Canned Foods Week,
With the streamers of red, white and blue,
That tell of canned foods without number
From everywhere brought here for you."



All Together Boys!

All Packers—

Before Placing Contracts for
Their Can Requirements

SHOULD CONSIDER:

First–QUALITY—
Second–SERVICE—
Third–EQUIPMENT—

Our many years of experience in Can-making enable us to produce Cans of A-1 Quality.

Our large and efficient corps of closing machine experts, our location on two railroad sidings, our dock on the water-front enable us to give the Service required.

Our connection with closing machine manufacturers enables us to furnish the latest, speediest and best closing machine Equipment.

Can you see any reason for not letting us take care of your requirements in the manner you desire?

Put Your Troubles Up To Us
Inquiries appreciated

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PLANTS:

Sanitary Cans:
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Boyle Plant.

High Points in Tomato Production

Summary of Lecture by *H. C. Thompson*
of New York State College of Agriculture.

IN growing tomatoes for canning in New York State, earliness is of special importance because of the relatively short growing season. The earlier the fruits begin to ripen the greater the total yield, since the crop continues to ripen until the plants are killed by frost. The following factors are important:

1. Use early strains of early varieties—Bonny Best, Chalk's Jewel and John Baer. These three varieties are very similar, there being practically as much difference between strains of any one of these as between the varieties themselves.

2. Use good plants. A medium-sized, stocky plant which has had a steady growth is superior to a large plant which has grown very slowly or one which has been grown rapidly then suddenly checked. The date of seed sowing should be determined by the space to be given in the seed bed or transplanting bed. Where plants are to be spaced 1 1-2 by 1 1-2 or 2 by 2 inches, six or eight weeks is sufficient time to allow from seed sowing to field planting. In experiments in Chautauqua county 50 plants to the flat (12x24 feet) produced about two and a half tons more fruit than 100 plants to the flat. Twice transplanting probably is not justified. In fact, in experiments where plants were transplanted twice the yield was considerably less than where only one transplanting was made when the space between plants in the flats was the same.

3. Plant as early as weather and soil conditions will permit. In a survey in New Jersey it was found that where plants were set before May 20 (1920) the yield per acre was 6.59 tons, when set May 20 to June 1 the yield was 5.47 tons; June 1 to June 10, the yield was 5.37, and when planted after June 10 the yield was only 3.86 tons per acre. Similar results were secured in New York in 1919 and 1920, as shown by the following figures:

Date set.	Number of farms.	Yield per acre tons.
1919		
May 10 to 24	31	8.9
May 25 to June 5	191	9.8
June 1 to June 10	70	8.10
1920		
May 15 to 27	40	11.69
May 28 to June 5	75	11.80
June 6 to June 15	18	7.85

Fertilizers—Experimental and survey results show the importance of phosphorus. In general farm rotations on the better soils 500 to 750 pounds of 16 per cent of acid phosphate alone is recommended, especially where manure is used in the rotation. Phosphorus has a tendency to hasten ripening. On lighter soils, and especially where other cultivated crops are grown in the rotation, a complete fertilizer is justified. The amount and kind of fertilizer to use depends largely upon the richness of the soil, but experiments in Chautauqua county indicate that a larger quantity than is commonly applied can be used with profit. On the basis of this experiment it would seem that 1,000 to 1200 pounds of 4-12-4 mixture could be used with profit on the lighter soils. If a fair application of manure were made to the tomatoes or to the crop preceding tomatoes, only acid phosphate would be needed.

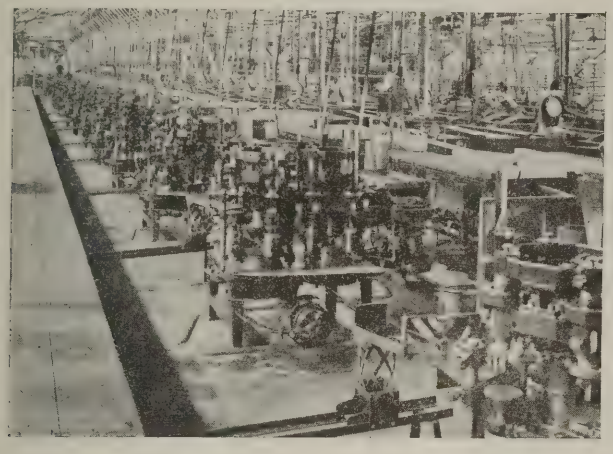
Broadcast application of fertilizer is the best method where the quantity is above 500 pounds to the acre. With 500 pounds or less applying in the furrow with a fertilizer distributor is just as good as broadcast application and under some conditions it may be even better. Application should be made before the crop is planted. Distributing the fertilizer around the plant after it is set is the most expensive method and does not give as good results as the others under average conditions. If the soil is dry when the surface application is made the fertilizer remains where applied until a rain dissolves it and carries it into the soil.

Planting—Early planting has been mentioned, but it should be brought out that setting plants before the danger of frost is over may so retard growth that ripening would be delayed. In general the plants should be set out as early as possible after the danger of frost is over. It is desirable to take up the plants with a ball or block of soil adhering to the roots. To accomplish this the bed should be thoroughly soaked several hours before the plants are to be taken up. Blocking the plants by running a large knife or other cutting device through the soil between the rows and between the plants in the rows is a great aid in getting the soil to adhere to the roots.

Planting distances vary considerably. In some regions the plants are set 3 1-2 by 3 1-2 feet in the field, while in others they are set 4 feet by 4 1-2 feet. In experiments at Ithaca plants set 3 by 4 feet produced a considerably larger yield than 4 by 4 or even 3 1-2 by 4 feet. Under most conditions 4 by 4 feet should be the maximum, and less space would probably be better. Machine planting seems to be satisfactory where care is used in handling the plants.

Cultivation—The number of cultivations is of much less importance than the time of cultivating. Preventing growth of weeds is the main advantage of cultivation, and the best time to destroy weeds is before they have gotten a start. Even small weeds take a large amount of moisture and fertilizing materials from the soil, so that destroying them before they start is an important conservation measure. Very little is accomplished by cultivating when there are no weeds and the surface soil is loose. Deep cultivation should be avoided after the plants reach considerable size, because this destroys many of the roots. Shallow cultivation is better and safer at all times, and even this should cease when the plants meet between the rows.

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Packers
Syrup Refiners
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No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

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BALTIMORE - - - MARYLAND

Fighting Corn Borer Menace

Determined Effort to Wipe Out Pest Now Invading Ohio— To Loose 50,000 Insects.

THE United States corn belt, the world's greatest food-producing area, is threatened by the advance of a European insect army. To meet the menace of the invading corn borers at the frontier 80 entomologists, agronomists and county farm agents from Illinois, Indiana, Ohio and the Federal Government will in April officer a great offensive along a wide front in Northern Ohio, according to war plans outlined by Prof. George A. Dean, of the United States Bureau of Entomology.

An expert will be placed in every township of the infested area and some 20,000 farms will be visited to show farmers how to check the spread of the insects by destruction of the remnants of last year's crop. Later in the season some 50,000 insect allies drafted from among the foes of the corn borer in its native land will also be used in the fight.

Entered With Broom Corn—The European corn borer entered America very probably in broom corn shipped from Italy or Hungary. It was discovered attacking sweet corn near Boston in 1917, and since then it has been a limiting factor in the growing of sweet corn in Eastern Massachusetts. Another extensive area was occupied around Schenectady, N. Y. The insects also gained a foothold in a wide section north of Lake Erie in Ontario, Canada. Later the territory along the American shore of the lake in New York, Ohio and Southeastern Michigan became infested. Last year a marked spread of corn borers was noted in Northwestern Ohio, which is the beginning of the great field corn belt of America.

The strategic importance of this infestation in respect to the corn belt aroused other corn-raising States. Illinois, 200 miles from the present front, is sending experts to Ohio to co-operate in the work, as is the yet uninvated State of Indiana. Canadian authorities also are working with the Americans to control this dangerous enemy.

In the fall the corn borer, in the form of a brownish caterpillar or worm about an inch long, which has been tunneling into the plant, hibernates for the winter.

Active in Spring—As soon as warm weather begins, in April or May, the borer becomes active again, and about the middle of May it cuts a small circular opening from its tunnel to the surface of the plant in order to provide an exit for the future moth. It then closes this hole with a thin partition of silk and goes back into its dugout gallery, where it spins a thin cocoon. About the first week of June the borer emerges as a moth, which can cover as much as 400 yards in a non-stop flight and travel anywhere from five to ten miles. The female moth usually lays her nearly flat little eggs in clusters on the under side of the leaf. The young borer, hatched from these eggs, eats for a while on the leaves and then starts digging for itself into corn stalks, corn cobs, weeds or other plants, where it completes most of its development, incidentally injuring the plant.

The corn borer attacks all parts of the plant, and while it prefers corn and sorghum, there are some two hundred species of plants which it is known to attack. The most successful method of getting rid of this pest has been found to be the destruction of the remnants of the crop in which the borers hibernate.

Foe of Insect Found—Entomologists at the United States laboratory at Hyeres, near Marseilles, France, have discovered a parasite known as Exeristes roborator, which may prove an effective ally in checking the further spread of the borers by preying on their young, which it is able to locate through corn stalks or even burdock stalks. Fifty thousand of these insect foes of the corn borer will be released this summer in the infested areas of Ohio and New York.

CANNED FOODS WEEK A BIG SUCCESS

ROYAL F. CLARK, chairman of the Canned Foods Week National Committee, reports that the success of the 1924 campaign is an illustration of the increasing value of continued publicity. Reports being received by National Chairman Clark and the office at Washington indicate an even larger increase in sales of canned foods than was anticipated by anyone connected with the campaign.

Not only is this feature encouraging, but also the fact that increasing numbers of canners, distributors brokers and supply men are co-operating each year Many are the expressions received from them of their entire satisfaction with the results of the campaign in 1924 and their expression of interest in the coming campaigns as well as assurances of their continued co-operation.

The financial support from canners was better in 1924 than in any of the previous campaigns; more advertising was done by the local committeemen and more red, white and blue streamers were used than ever before. The requisitions for supplies were sent in much earlier by the local committees than they had been in the preceding campaigns, and this enabled the Washington office to get supplies in the hands of the committees in ample time for the campaign. The retail grocers who co-operated—and there were literally thousands that did so—are more than pleased and are looking forward with renewed interest to the future campaigns. One retailer said he had to reorder canned foods three times during the week so as to keep a supply on hand. Another one said his sales on Saturday alone amounted to $975.

There were many splendid radio talks again this year. These reached many thousands more people than the talks given a year ago, owing to the enormous increase in the number of radio fans.

An entirely new feature of the campaign this year was the canned foods luncheons served at men's clubs. For these luncheons canned foods menus were prepared and this was probably the most popular feature of the campaign. It is estimated that 9,000 partook of the luncheons.

A more complete report of the campaign will be made at the May meeting of the Board of Directors

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

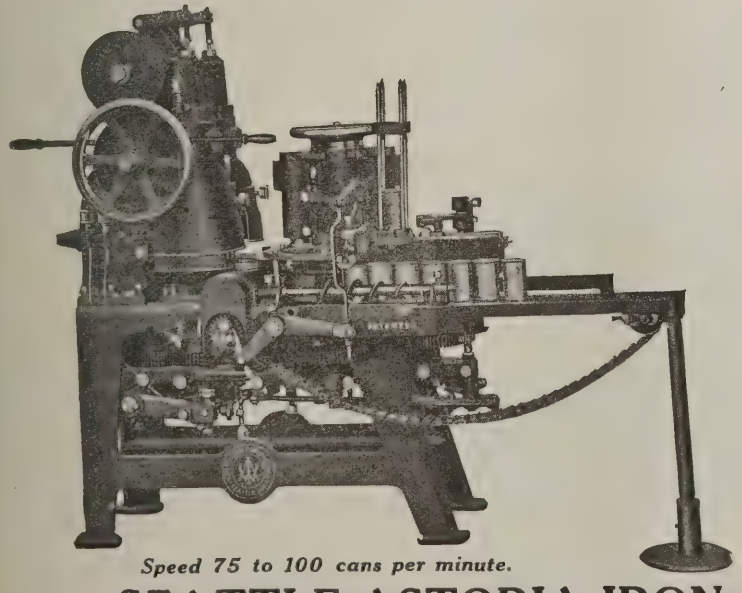
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Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.

Write for samples and detailed information

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Speed 75 to 100 cans per minute.

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will fit into the runways used by the displaced Seamer, without disrupting your arranagement. Standard drive, no change in pulleys, shafting or belt. One H. P. does the trick.

Let us tell you why you should make the change.

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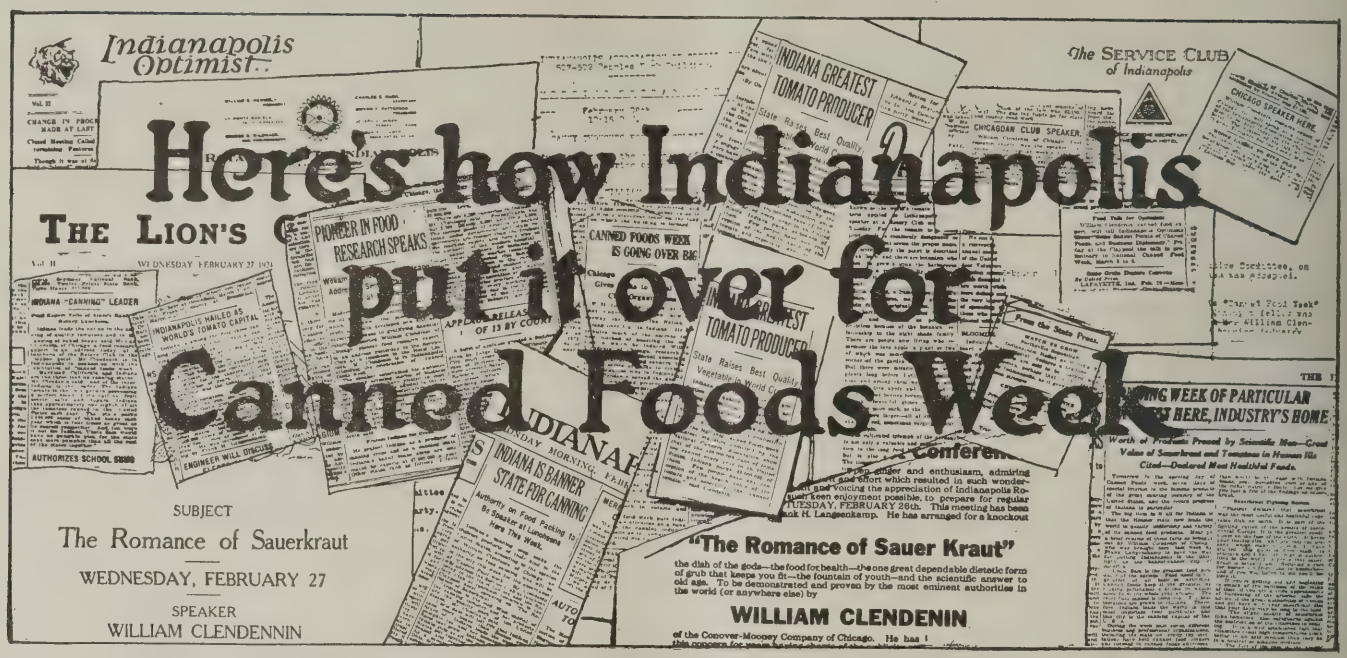
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400 N. Michigan Ave., Chicago, Ill.

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Metropolitan Bldg.,
Sydney, N. S. W.

THE H. S. GRAY CO.
832 Fort St.,
Honolulu, T. H.



THE above grouping of newspaper stories, club bulletins, programs, etc., will give readers some idea of the amount of before and after publicity received on the Indianapolis Canned Foods Week program.

The interest manifested by many readers of this journal in the manner in which the Canned Foods Week publicity program was handled in Indianapolis has led us to secure data directly from headquarters.

More Indianapolis people heard more facts about canned foods and the canning industry in their State than they ever heard before. The Indianapolis newspapers used more space to tell more facts to more Indiana people about canned foods and the commercial importance of the canning industry in the Hoosier State than were ever spread before Indiana citizens before at one time.

Business men gasped when the real importance of the canning industry began to sink in. Indiana people in general began to swell with pride when they realized the quality of Hoosier tomatoes. The newspapers seemed surprised that they hadn't discovered the Hoosier State's canning prominence themselves, and gave liberally of their columns, and the Star made the canning industry the subject of its leading editorial in one issue during the week, and in its Sunday edition published a special article of about two full columns.

William C. Clendenin, of Chicago, advertising counselor and popular business speaker, who has made a number of special investigations on canned foods, spoke before practically every luncheon club in the city of Indianapolis, and as a grand finale appeared by invitation before the graduating class of the Indiana University School of Medicine.

William Clendenin spoke to the Service Club on Monday, Rotary on Tuesday, Lions on Wednesday, the Credit Men on Thursday and the Optimists on Friday. Both Mr. Clendenin and his story received prominent advertising before the meetings in the various club bulletins and plenty of favorable mention afterwards.

Canned Foods is a wonderfully interesting story that can be put over in a remarkably striking way in any city in the country. The way it was put across in Indianapolis should be an example, an incentive and an inspiration to those people in other parts of the country who are interested in this industry. If Frank Langsenkamp can do it in Indianapolis you can do it in your own city.

DIGGING DEEP INTO BUSINESS CONDITIONS

The Story of a New Organization of Several Thousand Railway Shippers Which Knows How to Solve Disputes and Analyze Industry.

(By W. J. L. Banham, General Chairman, Atlantic States Shippers Advisory Board, General Traffic Manager, Otis Elevator Company.)

"How is business?"

The question is put thousands of times every hour, every day, everywhere business men congregate. It may be mere habit to ask it, but the sum total of all the answers affects more people politically, socially and domestically in their day-to-day routine of life than any other question.

Predictions as to the future course of industry are always interesting to the business man. Any facts or figures which are specific enough to help a man project his business plans for a month or six months or a year are invaluable.

Among the welter of assumptions and broad generalities and imaginations which are constantly at hand the practical executive now has the service of one trade analysis which is unique. This is the review of industry made voluntarily by the members of the Atlantic States Shippers Advisory Board, and considered by many business leaders to be the closest check-up of the course of trade which is now obtainable.

Every large shipper and receiver of freight in the Middle Atlantic States is represented on this board. Organized in January, 1924, to adjust informally transportation difficulties with the railways, the board now represents several thousand individual industrial concerns. In other words, practically every shipper of freight in the five States in this territory—New York, Eastern Pennsylvania, New Jersey, Delaware and Maryland—has representation on this board.

There are at the present time eight of these boards throughout the country, covering practically every State.

Out of thirty-eight major disputes which came before the regional boards during 1923 there were thirty-eight settlements between the railroads and the public. Not a single complaint



OTHER PRODUCTS:

Amscan Sealing Fluid

Amscan Certified Sealing Fluid

(Supplied either in Concentrated or Ready - For - Use Form and either Fireproof or Non-Fireproof)

Pure Food Oilproof Sealing Fluid (For Edible Oils, Lard, Peanut Butter etc.)

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Amscan Solder Flux (Solid or Liquid Form)

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Amscan Certified Sealing Fluid
--- The Golden Band ---

Insures Air-Tight Seams
Sticks Tightly to the Tin
Makes a Smooth, Even Film
Is Free from Bubbles
Is Tough, Elastic and Durable
Is Quick Drying

The beautiful golden color is CERTIFIED, non-injurious to any food product.

What more could you ask of a sealing fluid ?

FOR 1924 INSIST ON AMSCAN CERTIFIED, SEALING FLUID -- THE GOLDEN BAND - - AS LINING FOR YOUR CANS.

Write for our free booklet "The Science of Sealing".

The Max Ams Machine Company

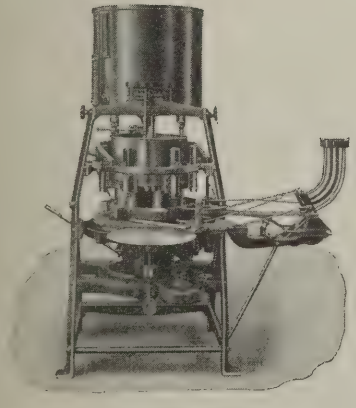
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MAX AMS MACHINE CO. NEW YORK CITY. FOR ALL SANITARY CAN SYSTEMS PRODUCTS

Corn, Pea and Tomato Canning Machinery

"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

was taken to the Interstate Commerce Commission on service matters.

In terms of business analysis and forecast also, the work of the boards is unique. Executives who attended the February and March meetings of the Atlantic States Board, for example, heard reports from fifty-one committees, covering every industry within its district. Each commodity chairman, by a personal canvass of the individual units in his industry, made an estimate of his car demands for a period of thirty, sixty or ninety days based on present and future orders. It is easy to see that through this combined estimate of car needs the Car Service Division of the American Railway Association will be able to allocate freight cars more intelligently in the future and thus avoid congestion and delays.

After a survey of all reports submitted at the Philadelphia meeting of the Board on March 13th, we predict that goods transported during the first six months of 1924 will show an increase of from 10 per cent. to 15 per cent., as compared with the same period of 1923.

Proof of the additional business activity expected this year is already seen in the heavier car loadings. For the first ten weeks of 1924 car loadings were 276,590 cars in excess of the same period a year ago, an average weekly increase of 27,659 cars.

It is inevitable that incidental to such business activity there shall be occasional differences of viewpoint. One of these was settled by the Paper Committee the day before the Philadelphia meeting of the Board. The case had been handed over to the Paper Committee after the two interested parties had attempted for some months to reach an agreement. In a short time the Paper Committee proved that two parties with sharply varied opinions can put their feet under the same conference table and quickly come to a conclusion. Moreover, everybody was satisfied.

This was the first dispute which any committee of the Atlantic States Shippers Advisory Board has been called on to settle. Undoubtedly there will be others. But we believe firmly that the principle of friendly arbitration will be eminently successful.

The fact that the Board has had only one dispute to adjudicate is the more significant considered in the light of the business picture brought out by the commodity reports. Some of the more important specific facts surrounding commodities in various industries, as reported to the Board, follow:

Coffee—The carload shipments of coffee from the port of New York via all the rail lines for March and April, 1923, required approximately 1,430 cars, or about 890 in March and 540 in April. During the whole of last year car requirements at New York were 8,300 empties, in round numbers. During the calendar year 1923 the total importations of green coffee, reduced to tons of 2,000 pounds, were approximately 704,200.

"Due to a change in the current market conditions affecting coffee, impossible to anticipate, we estimate that car requirements for March and April, 1924, will show a decrease of 20 per cent., as compared with the same months a year ago."—Reported by J. L. Carling, chairman Coffee Committee; traffic manager Arbuckle Bros., New York.

Confectionery—Car requirements for the next ninety days will be approximately 50 per cent. less than the preceding ninety days of 1924.—Reported by William R. Moore, chairman committee and traffic manager of the Eastern Manufacturers of Confectionery and Chocolate.

Petroleum and Petroleum Products—A 10 per cent. increase in box cars will be needed for the next sixty days, as compared with the same period of 1923, it was stated by the committee.

"The great bulk of petroleum products is transported in privately owned tank cars. The movement is somewhat seasonal for various commodities requiring different classes of tank cars. The industry has provided sufficient cars of the various required types to take care of the movement if adequate transportation is furnished. The movement at present is generally satisfactory."—Reported by B. C. McPherson, chairman committee, and traffic manager Sun Oil Company, Philadelphia, Pa.

Grain—A large percentage of grain receipts in the next sixty or ninety days will come via the Great Lakes. At present indications are that the terminal markets will get none of the lake movement until after Montreal's facilities are exhausted. The capacity of the North Atlantic seaboard elevators is 17,500,000 bushels, and there are on hand less than 8,000,000 bushels. The car supply and the movement are good.—Reported by Charles J. Austin, chairman committee, and traffic manager New York Produce Exchange.

Coal, Coke and Ore—"At this time there is plenty of car distribution at the bituminous mines and, not only at this time but generally, there is 100 per cent. car distribution in the anthracite fields. Since May of last year this situation has prevailed in anthracite, and, with few exceptions, brought about by unusual conditions over which the railroads have no control, there has been full car distribution in the bituminous field for this region.

"Since the meeting in Florida of the United Mine Workers and the operators from some of the bituminous regions, and the settlement of a wage rate for three years, there has been a slackening of business in the bituminous fields, and the committee feels that spring and summer purchases should be indulged in in order to reduce the winter peak and make distribution throughout the twelve months as nearly as possible on an equal monthly basis.

"While we do not look for any general suspension of mining in the anthracite fields this year, there are always local troubles at various parts of the region, and we believe it is well for those handling anthracite to keep a reasonable amount on hand to carry over any local disturbance which might arise."—Reported by S. B. Crowell, chairman committee, and vice-president George B. Newton Coal Company, Philadelphia, Pa.

Fertilizer—At this particular time the fertilizer movement is almost at its peak and many of the manufacturers are working day and night to get their tonnage out. All of the fertilizer companies advise that they are receiving plenty of cars and excellent service.—Reported by A. J. Whitman, chairman committee, and T. M. Agricultural Chemical Company.

Iron and Steel—The car requirements for the outbound shipments of iron and steel for the next sixty days will be relatively the same as the requirements for 1923. A good car supply was indicated, while the efficiency of the movement was reported as excellent. The cars made empty on inbound business are being applied to outbound loading, so that practically all inbound cars are used for outbound shipments, including coal cars.

"We believe in and practice co-operation. Suggestions for improvement in service-steel interests are making continuous efforts to bring about heavier loading and are showing percentage of increase each year."—Reported by Frank A. Bedford, chairman committee, and division traffic manager, American Bridge Company, Philadelphia, Pa.

Lumber and Forest Products—The lumber business in this territory for the next sixty days will approximate a 10 per cent. increase over a year ago.

"From the standpoint of lumber loading, the excellent and dependable service the carriers have been supplying, the ability of dealers to get lumber through from mills within a few days' time, has had a tendency to straighten out the line and eliminate a lot of the peaks reached during some periods, caused by excessive buying in anticipation of car shortages. As a result of this dependable service it has helped stabilize the lumber industry and the movement should be a steady one throughout the year, with approximately the same total movement of 1923."—Reported by Frank Carnahan, chairman committee and traffic manager, National Retail Lumber Dealers Association.

Milk—"Manufacturers of canned milk in cases, dried milk, malted milk and casein, will require approximately 725 box cars and 295 refrigerator cars for the next sixty days. The above requirements include also some box cars used for the inter-plant shipments of empty tin cans.

"The commodity of principal interest to the ice cream industry consists of inbound shipments of salt. The trade in New York city will require approximately 85 cars during the next sixty days; in Philadelphia 150 cars.

"As to market milk, the industry in New York City is now running on approximately an increase of 8 per cent. over last year, and this may be expected for the next two months; Philadelphia on approximately an increase of 10 per cent. over last year. The market milk end of the industry requires slightly over 500 cans per day."

The condition of the trade in canned milk, dried milk, malted milk and casein was reported as "more or less unsatisfactory, due to a considerable over-stock of manufactured goods. In some lines this situation is showing improvements," said the report, "and the export trade in canned milk is considerably ahead of last year, but on the whole it cannot be said that business is at the present time any better than last year, and the indications are not favorable to any increase during the next sixty days."—Reported by I. Elkin Nathans, chairman committee, and secretary New York Conference Board, Inc.

VIRGINIA CANS

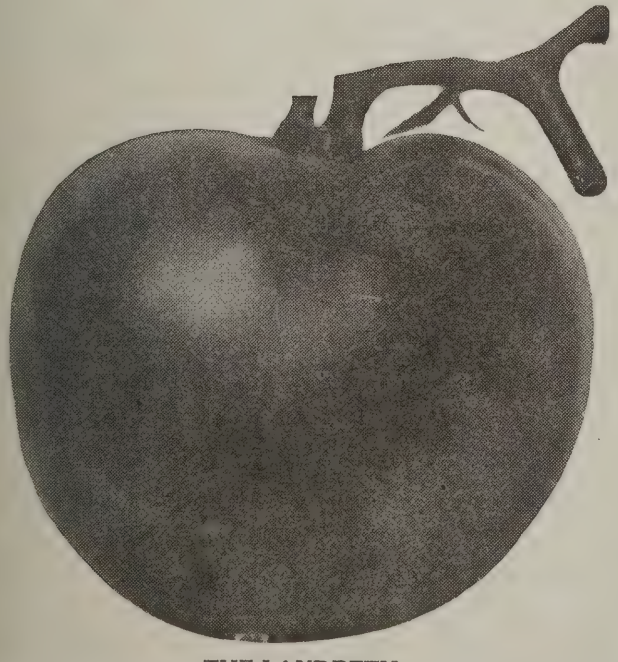
Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals. These are all short.

Sweet Corn is short. We still have some however. Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY

BRISTOL, PA.

Business Established 1784

140 years in the Seed Business.

Salt—Total car requirements for the next sixty days will be approximately the same as the corresponding period of 1923.—Reported by S. R. Moyer, chairman committee and traffic manager International Salt Company, Inc.

Fresh Fruits and Vegetables—This traffic has increased tremendously, particularly in the last four years, according to V. K. McElheny, chairman of the New York Terminal Sub-committee, who made the report.

"Two railroads bring into New York 64,000 cars of perishables, the peak movement of which is in the fall," said Mr. McElheny. "This traffic centers in one section, the wholesale market.

"The main trouble for the last few years has been with the increase in grapes. In the four months, August, September, October and November, we have approximately nine to ten thousand cars coming to this section, and the peak of the loads from ten to fifteen days, when possibly we will have from 300 to 400 cars per day. By disposing of this particular class of grapes we have solved the problem. We have been in conference on that matter and have wired the Coast the result of our conference and are now awaiting their reply."

Mr. Donald D. Conn, manager Public Relations Section, Car Service Division of the American Railway Association, said that the growing of products without regard to what the markets would absorb was one of the biggest problems which the railways had to contend with. He pointed out that Florida was expected to have a 25 per cent. crop increase this year, and California about a 30 per cent. increase.

"We hope to get the Florida people organized so that they will recognize some of these large contributing economical factors, which have a far-reaching effect on every terminal and section of your territory," Mr. Conn concluded.

WITH THE BROKERS ASSOCIATON

UNDERWRITING AGREEMENTS AND CANNERS' ADVERTISING CAMPAIGN—Those of our members who signed underwriting agreements for the advertising campaign of the National Canners Association in 1919 and 1920 will receive these agreements from the Canners' Washington office in the next few days, if they have not already been mailed. The debts incurred in connection with this advertising program have been liquidated. In this connection it is interesting to recall the following portion of the annual report of the President, Mr. Kroehle, to our convention at Louisville in 1922:

"You will undoubtedly wish to know the disposition to be made of your underwriting agreements. These still remain in the vaults of the banks in Washington as collateral for loans made to the National Canners Association. * * * In the way of a definite report it can be said to you that in our opinion you will never have to pay one penny on those agreements. The liquidation of the National Canners advertising and inspection campaign is steadily proceeding. * * * With the guaranty of the Canning Machinery and Supplies Association, and with the canners themselves paying up their back dues quite well, it is a practical certainty that the underwriting agreements will eventually be returned to you. Please remember that this association signed $200,000 of underwriting agreements, but other underwritings were also signed to the extent of an additional $290,000, making a total of $490,000, a really tremendous sum, none of which, in my opinion, will be called upon either in whole or in part."

That this prophecy has come true will be a source of satisfaction to all members, especially those who signed the agreements. The Canners Association has been diligent in collecting delinquent dues, making this possible.

FERTILIZERS REVOLUTIONIZE APPLE GROWING IIN SOUTHERN OHIO

By the Soil Improvement Committee of the National Fertilizer Association.

THE use of high nitrogenous fertilizers, according to the Ohio Experiment Station, on the hilly lands of Southern Ohio has partially revolutionized the apple growing industry of that section.

While fruit in order to grow and produce vigorously, must have access to liberal supplies of ammonia, phosphoric acid and potash, it is the first mentioned plant food that most often is lacking and needs to be furnished in liberal quantities. The importance of attending to this need properly is indicated by the fact age, the vigor of twig growth, and the formation of that upon ammonia depends the conditions of the folifruit buds.

In the sections of Ohio mentioned the application of ammonia fertilizers has doubled and trebled the yield of fruit. Ordinarily the fertilizer is scattered on the ground under the outer ends of the branches at the rate of three or four ounces for each year of the tree's age.

PENNA'S FOOD AND DRUG BUREAUS COMBINE

A merger of the Bureau of Foods and the Bureau of Chemistry of the Pennsylvania Department of Agriculture has been announced by Secretary F. P. Willits. The new unit is the Bureau of Foods and Chemistry, with James Foust as director and James W. Kellogg as assistant director and chief chemist.

Secretary Willits said his decision to consolidate the work was made after carefully studying the activities and the methods of both Bureaus for more than a year. He expects the merger to bring increased efficiency and economy into the campaign against unlawful sale of misbranded and adulterated food materials in this State.

An Old One Reappears.—Agents of the Pennsylvania Department of Agriculture have found painted fish in Philadelphia sea food markets. John M. McKee, deputy secretary of agriculture, reported white salmon, dipped in coal tar dye to give them a reddish tint, were sold as red salmon.

Robert M. Simmers, general agent of the Bureau of Foods, discovered the fraud and notified the Department's Harrisburg office. It was explained that red salmon brings four times the price of the white fish, which were painted in Chicago and shipped to Philadelphia.

Western shippers were notified the deception must be stopped. Immediate action was taken by James Foust, director of the bureau, to investigate fish markets throughout the States to learn whether there has been widespread distribution of the painted fish. Criminal proceedings will be instituted where the fish are found on sale, he declared.

"Dealers in coal tar dyed fish are cheating the public's pocketbook and injuring public health. The iniquitous practice must be stopped", Foust said.

COMPLIMENTS OF THE FAMILY

He—I married you thinking you were a clinging vine—and got poison ivy.

She—I made a slight mistake, too. I thought you were the sturdy oak—but it was all in your head.

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling West Virginia

NEW YORK OFFICE
Room 1313-32 Broadway

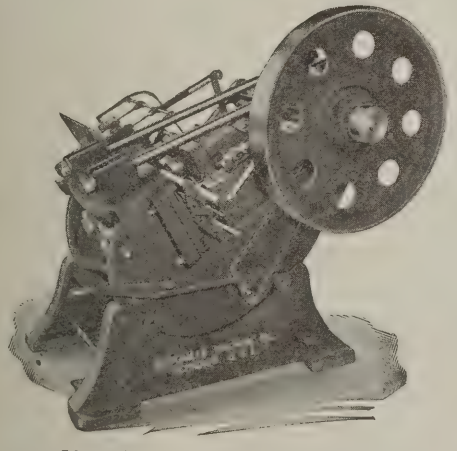
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

No. 32 Automatic Strip Feed Press



Although similar to our other Automatic Strip Feed Presses, this particular size is especially adapted to the rapid production of deep drawn metal articles.

Of extra heavy design with chrome nickel crankshaft and solid steel flywheel, the Press is well suited for single or double die operations requiring excessive strain. Large diameter shaft bearings allow ample rigidity and extra long slides maintain a perfect alignment of dies.

The Press is provided with compound change gears for variable cuts and simple adjustments for different lengths of material.

The automatic feeding insures a high uniform output and eliminates the dangerous hand operation.

The Press is equipped with automatic release which immediately stops feeding mechanism when subject to undue strain.

Additional particulars on this press or any other automatic can producing equipment gladly furnished upon request

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

AN AMERICAN-OWNED CANNING CO. IN LIMA, PERU.

MR. W. N. PEARCE, Secretary to Commercial Attache at Lima, Peru, under date of February 11, 1924, reports to the Department of Commerce on the organization of an American owned canning company in Lima.

The Amazon Industrial Corporation, a company incorporated under the laws of Delaware, has been formed for the purpose of developing industrial enterprises in Peru. The chief promoter and stockholder in this new enterprise is an American citizen, a graduate of one of the leading universities of the United States, who has been in this country studying industrial possibilities for some time. The first undertaking of the company will be the establishment of three canning plants, one in Sayan to can fruits and vegetables, another in Huacho for crab and lobster meat packing, and a third in Urubamba for canning fruits, jams, jellies and marmalades. There will also be a plant placed in operation for the manufacture of tin cans to meet the requirements of the above canning factories. The necessary canning machinery for the equipment of one factory has already been purchased in the United States. The activities of the company will not be confined to the canning industry, but will later include the manufacture of candy, the importation of seeds, insecticides and other chemicals useful in agriculture, spraying apparatus and general agricultural implements.

ORGANIZE AUSTRALIAN FRUIT INDUSTRY

The entire fruit industry of Queensland has now been brought under the control of an act of Parliament for the first time in the history of Australia. According to Trade Commissioner J. W. Sanger, Melbourne, in a report to the Department of Commerce, the Fruit Marketing Organization Act of 1923, by which is established an organization for the marketing of Queensland fruit, consisting of local associations, sectional group committees, and an incorporated committee of direction is now functioning. This committee took over the control on January 1, 1924, of the marketing of all fruits which are now offered for sale, transported by rail or handled at water front. The Committee on Direction has the power under the act to purchase, sell and to exchange, lease and hold land, goods, securities and property. The act is to remain in force for three years. The progress of the organization is likely to be followed with keen interest by growers in other parts of Australia and in New Zealand, as its primary purpose is the development of potential markets both at home and abroad, which is felt can only be accomplished by increased quality of the products.

Canners Write or 'phone us—Plaza 3464-3463. *Your offerings*

Howard E. Jones & Company

406 Water Street, Brokers
Cor. Custom House Avenue
CANNED FOODS

BALTIMORE, MARYLAND

COVER YOUR WANTS EARLY



Not made to meet competition
Made to beat competition

We manufacture and sell to the largest canners in the country.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

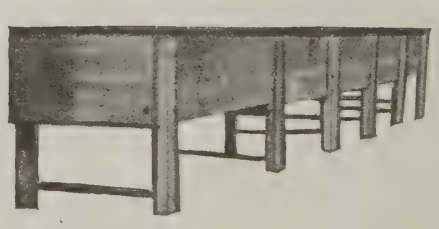
Phones { *24147*
(Night) Berkeley 200

USERS of MERRELL-SOULE CORN MIXERS

ATTENTION:

I have a simple little contrivance to attach to the shaft of your Merrell-Soule Corn Mixers and which will completely remove all SILK or pieces of SILK from the corn. You know what that means. No extra power. Once installed always ready. Fully covered by patent granted. $50.00 per set. If interested in better corn, write BOX A 1169 care of THE CANNING TRADE.

TANKS--TOWERS--WATER SYSTEMS



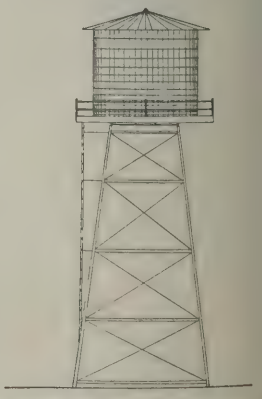
TANKS

Wood or Metal
Any Size, Any Shape, for

Blending — Pulp
Storage — Mixing
Washing — Pasteurizing
Fire Protection — Water Supply

TOWERS

For
Tanks
Bells
Flags
Transmission
Radio



Wood Stave Pip --- Silos

THE BALTIMORE COOPERAGE COMPANY

BALTIMORE, MARYLAND

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

IT is of great importance for a packer to be equipped with Hamachek Ideal Viners. This enables him to get a larger percentage of better quality and increases the pack of the smaller and higher priced siftings. It often prevents bunching of the crop which might result if the packer is obliged to wait until the peas are advanced so that a less efficient viner can satisfactorily thresh them.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

NEW YORK CANNERS HOLD SPRING MEETING

THE spring meeting of the Association of New York State Canners was held at the Powers Hotel, Rochester, on March 27th. Over a hundred were present, representing 42 active members of the Association.

President J. D. Fuller, of the Fuller Canneries, South Dayton, presided, and reports were received from the Committee on Legislation, Agricultural Relations and Vegetable Standards. The Committee on Standards has completed the schedules on peas, corn, beans, tomatoes, spinach, pumpkin, squash, beets and succotash, and these will be presented to the Association for adoption at the June meeting in Syracuse.

Resolutions of sympathy were adopted in memory of James H. Taylor, of the Clinton Canning Company, and at the time of his death a director of the Association. Norman J. Griffith, of the Stittville Canning Company, was elected to succeed Mr. Taylor as director.

A Traffic Committee was appointed consisting of R. A. Cobb, Curtice Brothers Company; William W. Martin, New York Canners; L. Meulendyke, W. N. Clark Company; G. A. Burnham, Edgett-Burnham Company, and R. S. Thorne, Geneva Preserving Company.

After a luncheon the meeting resolved itself into a cutting demonstration of red sour pitted cherries, white corn and yellow corn. Henry S. Kilian, of Kilian & Clark; George Zimmer, of Dunne-McCord Company, and Howard Lum, of Smithfield's Pure Food Company, acted as judges.

ITALY TO ENFORCE CAN-MARKING REGULATIONS

ITALIAN regulations requiring the name of the contents and the name of the manufacturer to be permanently affixed to imported canned goods will be enforced July 1, 1924, according to advices by Consul-General Ball Osborne, Genoa, in a report to the Department of Commerce. An ordinance was passed January 1, 1923, requiring the origin and class of goods to be stamped on the tin, soldered on, or affixed in any other manner so long as they are solid and cannot be easily substituted or lost. An extended period was allowed, however, for importers and others interested to conform to the new regulations and this period lapses June 30, 1924.

OFFERS GOOD MARKET FOR FRUITS

MANCHESTER, ENGLAND, is becoming a more important distributing center in the British Isles for American food products, especially fruits, canned and dried foods, and as such it offers greater facilities for the marketing of these products than any other British town except London, says Consul Ross E. Holaday, Manchester, in a report to the Department of Commerce. By means of the direct and regular steamer service from the principal ports of the United States and the Manchester ship canal, exporters in this country are able to bring their products within reach of the industrial and food-consuming population of over 2,500,000. Many canned fruit brokers in Manchester have already established connections with exporters in the United States.

The use of oranges, apples, and other varieties of fruits have been extensively urged in propaganda campaigns during recent months by numerous associations in that district, according to Vice-Consul Charles W. Lewis, Jr. It is felt that there is a good opening in Manchester for grapefruit exporters. American varieties are not on the market, the principal sources of supply being South America, Jamaica and Porto Rico. The sale of grapefruit is not being pushed, however, by the associations, who are endeavoring to increase the consumption of other varieties of fruit. Although the trade at present in grapefruit is not large, the qualities of the fruit are appreciated by those to whom it has been introduced, and dealers are of the opinion that the market places a favorable outlook for increased sales in the future.

CANNED FOODS BOON TO AMERICAN HOUSEWIFE ALSO

THE Senegalese housewife is finding canned foods just as wholesome, healthful and convenient as is the American housewife, according to statistics just received by the Department of Commerce from Consul William J. Yerby, Dakar. Meats and sardines are apparently the favorite canned foods of Senegal's table, 73,861 pounds of meat and 85,069 pounds of sardines being imported last year. The total imports of preserved meats and fish into French West Africa amounted to 266,000 pounds last year.

IMPROVEMENT OF CANNING CROPS BY BREEDING.

Summary of the Lecture by F. P. Bussell, Before the New York School for Canners' Field Men.

HIS subject was "The Improvement of Canning Crops by Breeding." He took as type crops sweet corn and garden beans. He mentioned heritable variations as the starting point where selection only was used. This method might be effective where, for example, an early or late type of sweet corn was to be obtained from a variety which exhibited considerable variability in the matter of time of maturity. He instanced also the value of the straight selection method in the case of cabbage in Wisconsin. In that state a strain resistant to yellows was obtained by using seed from selected resistant plants, thereby saving the cabbage growing industry in Wisconsin.

He then discussed the role of hubridization in producing a superior strain of sweet corn where a particular type was desired. By reference to work done at the Nebraska Station he showed how strains might be crossed which differed materially in certain physical characteristics and in time of blooming be fixed for certain desired characters. Applying this to sweet corn, he showed how a particular quality belonging to an early variety might be combined with a later and larger growing type of stalk and ear. In all the discussion he used practical illustrations of actual breeding processes which were applicable to breeding work with the crop in question.

In the case of garden beans, he instanced the use of hybridization in securing strains of garden beans resistant to anthracnose. This disease is often very severe, sometimes causing practical ruin to the crop. All the ordinary varieties of garden beans are susceptible to the disease. By crossing German Black Wax with the Wells' Red Kidney (the latter a field bean) Dr. Emerson has secured six strinless garden types which have the cutinary qualities of the Black Wax, combined with resistance to both strains of the an-

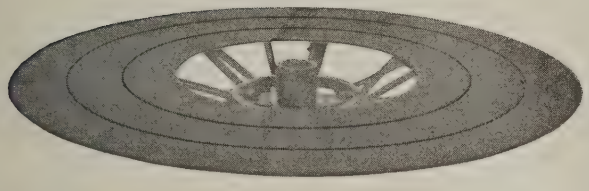
PEERLESS is the Solution of the Exhaust Problem

(Built in Twelve Sizes)



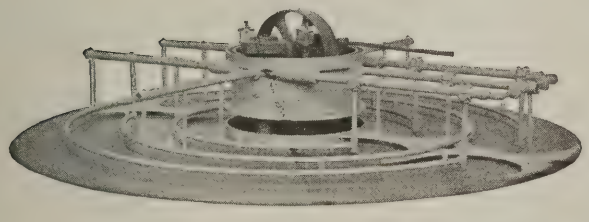
The New Peerless Exhauster

Peerless Exhausters are designed and built to utilize every heat unit in the steam with equal distribution to all cans. Five minutes after starting the unit reaches the high temperature of 211° and holds it steadily.



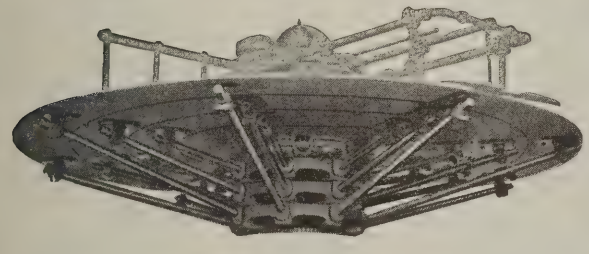
Transfer Plates are Smooth and Beveled

No jams or spills in the Peerless! How could they occur with these smooth rings? No seams or ribs to catch the cans—absolutely nothing but the metal rings. The cans transfer by friction.



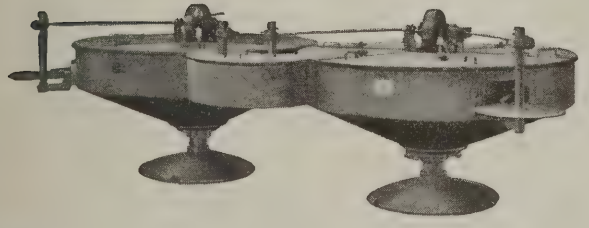
Steam Lines Work with Transfer Plates

These circular pipes shoot steam directly to both sides of the can, thus insuring ample heat with minimum steam consumption. The steam lines act in conjunction with the transfer plates to guide the cans through the exhauster. *You can change sizes in two minutes.*



This Mechanism Drives the Machine

There's nothing here to give trouble. It's absolutely fool-proof. There is *not a single adjustment* on the Peerless and the illustration shows why adjustments are not needed. All gears are machined to gauge and then mounted on the center column.



The Peerless Duplex Exhauster

Solves the problem of long exhausts so that products which are very slow to absorb heat will be really hot when discharged. This type of exhauster thoroughly heats enough cans per minute to keep a line really busy. If even greater capacity is desired the Peerless Exhauster built in Triplex will meet the most extreme requirements.

Peerless Exhauster

Huskers Corn Washers Mixer-Silkers Syrupers and Briners Rotary Exhausters Tomato

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

Peerless Husker Co., Inc.
Buffalo, N. Y.

FACTORIES:
Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co. San Jose, Cal.

thracnose fungus. These strains also have the further merit of coming at different seasons, and some are green and some yellow podded. The actual production of these new disease resistant strains is a piece of work which is likely to be of great importance to truck and market gardeners as well as the home grower of garden beans.

After showing how this work had been accomplished by breeding, and also showing actual specimens of the product (seventh generation of the original cross), he discussed the work now under way at the New York State College in using some of this material in crosses with the Refugee and the Refugee Wax types. The Refugee is the canner's bean par excellence, but it is far from being ideal from the standpoint of table quality, and it is not disease resistant. By crossing this bean on some of the new stringless types which carry resistance, it seems that within a few years a resistant stringless Refugee shall be forthcoming. This is prophecy, but there is nothing to indicate that success may not attend the effort, he said.

In summarizing the talk he mentioned that the methods outlined have application to practically all of the crops propagated by seed. A number of questions were asked as the talk proceeded. No attempt was made to cover other crops, as time did not permit; nevertheless, he atempted to show that improvement by breeding is an orderly, definite process. That having determined the end desired, an analysis of the material would show what method was applicable, and that from that point the procedure should be clear cut and definite. He indicated that problems as related to plants, and that with basic canners' crops more attention could profitably be given to careful and painstaking breeding work.

Louis Latzer, Pet Milk Head Dies Suddenly.

LOUIS LATZER, originator of unsweetened milk, and president of the Pet Milk Company, died suddenly Thursday morning, March 27th, at 9 o'clock, of heart failure, which came without any previous warning whatever. He had been in the best of health, and though 75 years of age was very active in the conduct of the business.

He had been given some warm water to drink by Mrs. Latzer, and, being of a genial disposition, this led him to remark: "Mamma, this reminds me of the story"—and then he died. Wednesday he was in the St. Louis headquarters office, apparently in fine physical condition. He had been much pleased over obtaining control of the Wildi stock and thus bringing about settlement of that controversy.

He made his home in Highland, Ill., where the Helvetia Milk Condensing Company was originally started in a small way and where one of its many plants is located. His death is a blow to his associates, many of whom have been with the company for many years.

The deceased leaves a widow, four daughters, one of whom is the wife of M. C. Gamble, in charge of the St. Louis sales division, and two sons, Robert

The New Kiefer CATSUP FILLER

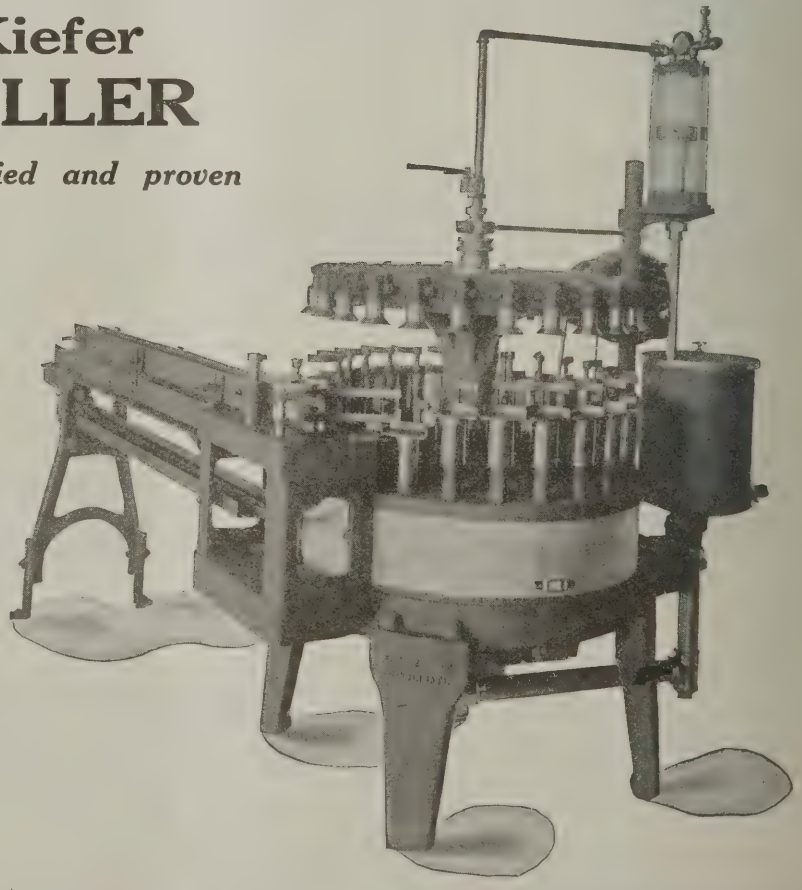
This machine is a tested, tried and proven success.

What would it mean to you to have a catsup filler in your plant next season that fills without slop or waste and will not fill broken bottles? No other catsup filler operates on this principle.

Nothing to take apart when cleaning at the end of the day's run. Minimum amount of metal contact. No perceptible loss of temperature when filling.

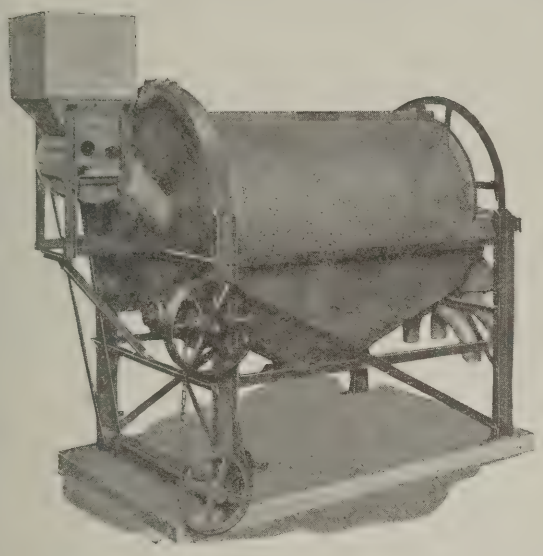
These are just a few of the important, time, labor and product saving features of this machine.

Can you afford to overlook them? A number of catsup bottlers have already decided they can not, and will install this machine this season.



The Karl Kiefer Machine Co.
Cincinnati, Ohio.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

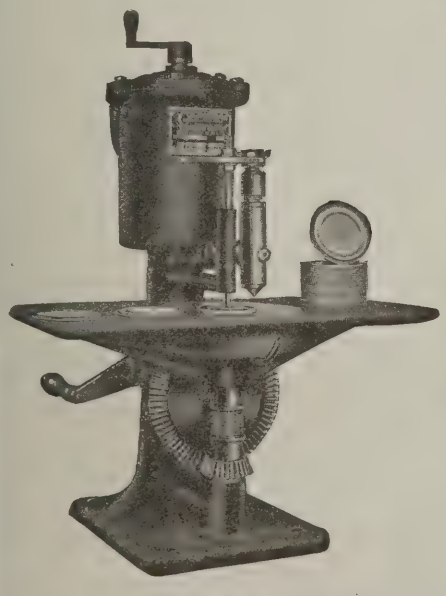
For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

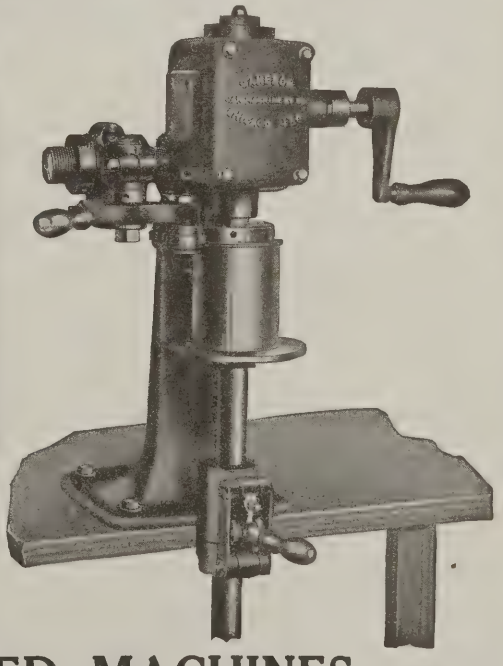
Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

23

L. and John A., both of whom are active in the Pet business. The other daughters are Miss Alice, Miss Lenore and Mrs. Jennie M. Kaeser.

Mr. Latzer was born on a farm in Illinois and when grown became a farmer on 80 acres, later increasing his land holdings, and became a very successful farmer. In 1885 he assisted in the formation of the then Helvetia Milk Condensing Company and became its president three years later. The company had a hard struggle at first to introduce canned milk.

N. C. A. SECTIONS TO MEET WITH WESTERN CANNERS AT CHICAGO

IN connection with the spring meeting of the Western Canners Association there will be important meetings of several of the sections of the National Canners Association. Those scheduled to date are the Ketchup Section, Tuesday morning, April 22, Wade L. Street chairman; the Pea Section, Tuesday afternoon, April 22, F. A. Stare chairman, and the Corn Section, Wednesday morning, April 23, E. B. Cosgrove, chairman. All sections will take place at the Hotel Sherman.

Of interest to members in connection with the Western Canners meeting will be the fact that President Clark will address the general session on Wednesday afternoon.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

N. P. C.—No. 181851. Nielsen Packing Co., San Francisco, Cal. For canned fruits and vegetables.

Goretia—No. 181850. Nielsen Packing Co., San Francisco, Cal. For canned fruits and vegetables.

Phez—No. 184677. Northwest Fruit Products Co., Salem, Oreg. For canned fruits.

Pride of the West—No. 189294. American Packing Co., Everett, Wash. For canned salmon.

C. W. M. C.—No. 189701. E. A. Archibald, Jr., San Francisco, Cal. For canned fruits and vegetables and dried fruits.

Sea Garden—No. 189452. Davenport-Brooks Corp., Fernandina, Fla. For canned shrimp.

Akrs Run—No. 172851. United Wholesale Grocery Co., Philadelphia, Pa. For candy, canned tomatoes, canned corn, canned peas, canned string beans, etc.

4 in 1—No. 184631. Barron-Gray Packing Co., San Jose, Cal. For canned fruits and vegetables.

Trupak—No. 187676. Haas Bros., San Francisco, Cal. For canned fruits and vegetables.

"Wemadit"—No. 182854. Wemadit Specialty Kitchen, Pleasantville, N. J. For fruits, jams, jellies, marmalades, etc.

Overland—No. 181042. S. S. Pierce Co., Boston, Mass. For marmalade, fruits in sirup in cans and jars, and jams, and jelly.

Traymore—No. 173955. Central Wholesale Grocers, Inc., Chicago, Ill. For canned vegetables and canned fish.

Portage—No. 186669. Portage Wholesale Grocery Co., Portage, Wis. For coffee, tea, fruit and canned vegetables.

Eagle Brand—No. 154558. Gebhardt Chili Powder Co., San Antonio, Texas. For canned chili meat.

Armistice—No. 179245. The Universal Importing Co., Montreal, Quebec, Canada. For canned fish, sardines and kipper snacks.

Elm Park—No. 185636. United Wholesale Grocery Co., Worcester, Mass. For canned fruits, canned vegetables, dried beef, etc.

Silver Fox—No. 189104. Fox Valley Canning Co., Hortonville, Wis. For canned peas, canned beans, canned kraut.

Aunty's—No. 189081. Washington County Co., Boston, Mass. For fresh and canned blueberries.

Unxld—No. 182569. The Davis-Mason-England Co., Jackson, Mich. For coffee, olives, canned tomatoes, fruit preserves, etc.

Vanity Maid—No. 173408. Danville Wholesale Grocery Co., Danville, Ill. For canned fruit.

Barco—No. 169648. B. A. Railton Co., Chicago, Ill. For canned vegetables, canned fruits, canned fish, cereals, flour, biscuits, cookies and crackers.

Companion—No. 169921. Oakford & Fahnestock, Peoria, Ill. For canned fruits, canned vegetables, canned grain, berries, fish meat and olive oil.

Sainte Claire—No. 187520. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits.

Sunset—No. 187464. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits.

Klutoma—No. 190346. Klute-Fleming Packing Co., San Francisco, Cal. For canned vegetables.

Queen Anne—No. 190641. The Great Atlantic and Pacific Tea Co., Jersey City, N. J. For canned sardines.

Premo—No. 186510. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits, dried fruits and canned fish.

Naval—No. 171861. Fred B. Neuhoff, Los Angeles, Cal. For canned sardines.

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

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SLAYSMAN & COMPANY

Automatic Can Making Machinery

BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	.....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore.	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	Out	1.15
Standard, No. 2½	1.50	1.50
Standard, No. 3	1.60	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.10	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.50	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	4.50	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	5.00	5.15
Standard, No. 10, f.o.b. County	4.75	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.97½	1.05
Standard, No. 2, f.o.b. County	.95	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.62½	.70
Standard 1s, f.o.b. County	6 2½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10		4.50
Maryland, No. 3, f.o.b. Baltimore	1.35	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	4.50

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.30	2.50
Standard, No. 2	1.65	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out 2.60

LOBSTER*

Flats, 1 lb., case 4 doz.	.... 35.00
Flats, ½ lb, case 4 doz.	....
Flats, ¼ lb.	....

OYSTERS*

Standards 5 oz.	1.60	1.60
Standards, 4 oz.	....	....
Standards, 10 oz.	3.00	2.95
Standards, 8 oz.	Out	¶2.60
Selects, 6 oz.	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00



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— that PROTEXU CANNERS APRONS will save you money because they are **low in price, unusually durable,** and afford **greater protection** for your employes?

Scientifically constructed of fine, strong fabric, amply coated with tough, elastic, **wear-proof rubber,** Protexu Aprons are especially designed for all canning operations. Hundreds of canners use them exclusively, finding them **most economical.**

Moreover, Protexu aprons are **soft, flexible, lightweight** and extremely **comfortable** to wear. Made in any standard or special size, with or without bib.

COLORS: Black or White
30" x 38 — $12.00 dozen
38" x 44" — $15.00 dozen

Send trial order TODAY — and learn how much apron service you can buy for your money. **Maximum protection** at **minimum expense guaranteed.** In ordering, please mention style and size desired. Samples of fabric, showing quality, on request.

BEAR BRAND APRONS, another popular style (grey), **large** in size, and weighing only **16 ounces,** costs **$12.50 dozen.**

William M. Gross.

Makers of all styles aprons for all industrial purposes

Carver Building :-: Sharon, Penna.



Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

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San Francisco CALIFORNIA

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You generally recognize dependable service when you get it, and no amount of eloquence will convince you when you don't.

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Write for particulars.

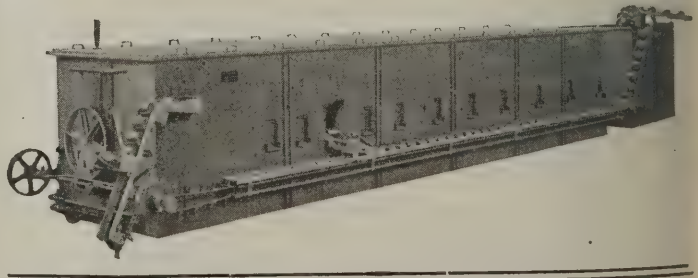
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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, APRIL 7, 1924

WEEKLY REVIEW

Crops and Their Prospects the All-Important Consideration Now—The Season Coming on Nicely—The California Situation—String Beans to Be More Largely Packed—Market Stands as It Has Been.

PLEASANT PROSPECTS—One ventures upon thin ice in attempting to comment, at this time of the year, upon the possible outcome of canners' crops for the oncoming year, and yet that is the all-important consideration as we write. The canners have been selling themselves into bondage in pledging themselves to deliver canned foods which must be packed from the crops, the seed of which has yet to be sown. This is true all down the line, and in both fruit and vegetable crops. Therefore, while the weather is a hackneyed topic and grows more tiresome to us, who have to merely comment upon it, than it should to the canners, who are wholly dependent upon it, the weather must be considered, and considered deliberately and thoroughly.

Generally speaking, we believe the winter has been a quite favorable one in every section, or at least in most sections, for the 1924 crop prospects. California, where canning begins first, is seriously worried over an unusual shortage of water, both as rain and snow. California, as you know, has to get all her water supply between November and May, and this winter has shown a great shortage of the usual supply. The absence of snow in the mountains to feed the irrigation systems in time of need is possibly more serious with them than the actual lack of rains. But recently both of these important factors have been replenished—good rains in the valleys and heavy snows in the mountains making promise of improved crops. It is too late to benefit some of them—peas and spinach, for instance, promise to be short in their crops in California this year. Due to drought, apricots are also short. But it would seem that the recent reports of heavy damage to the peach crops, by both drought and frosts, is not as bad as first indications promised. The coast has a little time to make up a considerable water shortage, and it is hopeful. So far as fruits are concerned, the increased acreage is such as to make the industry feel comparatively easy as to that outcome. In vegetables there may be some troubles appear later in the season.

What is a greater factor in holding down the output of canned foods of all kinds in California and elsewhere along the coast than the weather or crop conditions in that Old Man of the Sea, the bankers. Last year they told the canners they could not add to their capital investment by the buying of new equipment or machinery; that they must sell out their spot holdings, down to clean floors, and then pack only such orders as they had on their books as futures. That is the inside story of California's conservative pack in 1923 in the face of record crop yields. And the same repressive factor is at work this season. Some jobbers have awakened to this condition and placed their orders, others "kid" themselves into hoping the canners will follow their natural inclination and overdo the packs because the crops will be at hand, and that prices will, accordingly, be lower. They ought to know that this is not at all possible with the bankers sitting on the canners' backs. In this instance this banker domination works to the benefit of the industry, and as the same domination will be experienced in other sections of the country—all through the canning industry—jobbers will do well to stop and consider and get their orders in or be prepared to see another well cleaned up year such as we now face with the 1923 packs.

Here in the East, and in the Central West also, the spring has come on gradually, with enough snow and rains, and cold weather to furnish abundant water for the crops about to be planted, and cold enough to hold back the fruit buds so as to avoid the frost dangers. So far this development has been almost ideal and the promise for crops could hardly be better. The pea canners, especially, will need nearly ideal conditions to get out the acreage counted upon, and the ideal growing conditions to get through the size crop they need to meet the insistent, and, what would seem to be almost insatiatable, demands for peas and more peas. The pea canners can at least sit back and say the world is turning to them and will take all they can produce—if the pea canners will only be true to their calling and to these very good friends, and give them the kind of peas they expect. Quality. The pea canners are the cynosure of all eyes in the canning industry, and they must behave well this year or fall from their lofty pinnacle. They will be taxed to their capacity if the crop is good, and they, therefore, have their work cut out for themselves. Can they do it? They can, and you bet they will.

STRING BEANS—It begins to look as if there would have to be a very considerable acreage of string beans in 1924 if the wants of the number of canners going into this branch of the business are to be met. Present string bean canners should know that there will be a very considerable addition to their number this season; that if present plans carry through there will be a very considerable in crease in the number of cases of string beans canned over any previous season. And if they cannot deduct from this the absolute need of very careful packing so that their goods will rate high in quality, then they are blind, to say the least. Now will come the gum-shoe artist and ask us to soft-pedal such information, that it might break the market, etc. Forewarned is forearmed, and you had better know what you are doing, with your eyes wide open, than to wake up after the deluge. If the weather is right and the crop comes through there will be a big pack of string beans in 1924, according to present indications. And if they are packed rightly—not like a can we had on our table recently, with strings like cat-gut—the market will take them all at a good price. Otherwise, look out for this market.

TOMATOES—The tomato canners are working well with their growers, and in all sections better plants from better seed, will be set out, and a better product will result. Growers' ideas of prices may hold down the acreage somewhat, but not much. The better yields are making tomato growing more attractive, and this crop is highly regarded by the growers. The "mean average" price over the whole country will be slightly higher than in 1923, we believe. It averaged $13.29 per ton last year, and will probably be $14.00 or a little better in 1924. It is hoped and expected that the improvement work, in the shape of community plant beds, etc., will result in a generally improved quality. In this Tri-State region the quality of the raw stock tomatoes was higher in 1923 than ever before, and the drive now is to improve on that improvement. If we could only induce all tomato canners to show a like improvement in the quality of their fill we believe the tomato problem would be solved for all time. The least any tomato canner can do is to fill his cans with tomatoes, the cheapest item in the cost of this product, and the one thing which will permanently win an increase of consumers, and without which the market will sag again.

CORN—The average price paid for canners' corn in 1923 was $12.38 pr ton, and it is thought that this average will not be greatly disturbed, though it may range slightly higher, certainly not lower. A good many corn canners might profitably consider reducing their acreage and improving their quality in the can. You can't improve the quality upon an increased acreage, as a rule, if the crop is good, unless you have vastly incresed your facilities. Better to play the game the other way because the present factory capacity on corn is above the market requirements, if the acreage is put out and the crop results. And this would seem to be the determination.

THE MARKET—Just "ditto" last week's reports; steady buying, in small lots of both spots and futures, coming from a wide section, and keeping the prices firm with promise of improvement, rather than decline.

NEW YORK MARKET

Steady Demand for Spots—Wholesale and Retail Holdings Low—Only Rumors as to Lower Prices on Southern Future Tomatoes—Wide Difference Between Tri-States and Western Future Tomato Prices—Corn Is Quiet—Spinach Strong—Northwestern Berries Offered.

New York, April 3, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

THE Market—There has been no letup in the demand for spots during the past week, and while demand is mainly for small quantities, stocks are likewise small. In the opinion of well-posted market observers, the outlook indicates a bare market on many staple canned foods commodities by the time the packers are ready to start shipments on 1924 packing. The stocks of both wholesale and retail grocers are low on many items, and the trade will just about be able to get through to the new canning season.

Tomatoes—While there have been some rumors of price cutting on future Southern tomatoes, there has been no break in the general basis. The prices quoted are really too low, if reports from other canning sections may be credited. California is having crop trouble on practically all items, and it is conceivable that the tomato pack may be affected. The California Packing Corporation has advanced tomatoes on some sizes, and their price basis for spot shipment is as follows: Standards, 1s, 80 cents; 2s, 95 cents; 2½s, $1.20; 10s, $4.00; solid pack, 1s, $1.00; 2s, $1.25; 2½s, $1.60, and 10s, $5.15. Indiana tomato packers are well sold up on futures, and practically cleared on spots. On futures Indiana packers quote standards at $1.00 for 2s, $1.40 for 3s, and $4.75 for 10s. With this wide differential from the future prices of Maryland and Delaware canners it is probable that the Southern packers will soon be getting some of the business which normally goes to the Mid-West canners. Everything appears to justify an advancing market, and the canner who resorts to price cutting at this stage of the game just to get orders for a car or two on his books seems to be playing a losing game.

Corn Quiet—There has been a quiet movement in standard corn during the past week, and the market remains about unchanged. A few lots of fancy Maine corn have appeared on the market for factory shipment, fancy Golden Bantam being quoted as high as $2.25 per dozen, f. o. b. cannery.

California Pack Outlook—Continued reports of crop damage in California are received, and it has been variously estimated that the fruit pack will suffer a drop of 20 to 30 per cent from the 1923 production. Peaches, it is reported, have been seriously damaged.

Spinach Strong—California spinach is strong and in small supply from the new pack, and it is reported that buyers were not fully covered on their requirements before many of the Coast packers withdrew. This would make for a better demand and stronger market on Southern pack.

Enters Brokerage Field—C. A. Haldt, former manager of the New York office of Thomas Roberts & Co., Inc., has entered the brokerage field here. He will specialize in Southern canned foods and fresh fruits and vegetables. He is making a trip among Delaware and Maryland canners this week to line up accounts for his new business.

Offer Northwestern Berries—Opening prices on Northwestern berries have been named by several factors. The prices are slightly higher than those for 1923 in most instances, the differences being due to higher costs of sugar, tins, boxes, labels, etc. A fair advance business has been booked, it is said.

Retailers Buying—Retail grocers are responding to the talk of damage to California fruits, and there has been an increased buying movement noted during the past week. Retail grocers have noted a steady advance in the general canned foods price basis during the past several months, and have about come to the conclusion that the present is a good time to buy. Hawaiian pineapple has received a little more attention, and there are fewer weak spots on this item.

Peas Strong—Stocks of peas, particularly the larger siftings, are small, and the market is strongly held. Buyers are shopping the market constantly in an effort to bring to light wanted grades, but quantities available, even in the resale market, are extremely limited.

Salmon Quiet—A quiet market for salmon has prevailed during the week. Bottom on pinks is $1.35, with reds held at $2.30 to $2.35, ex-warehouse New York. Spring buying has not yet gotten under way on salmon.

Killian Hopeful—A local paper carries a short article by William H. Killian, president of the Canned Goods Exchange, of Batimore, on the outlook for the coming canning season. In part Mr. Killian says: "Canners seem to be preparing for the 1924 season with more confidence than for some years. Buyers also seem to share in this confidence, as shown by their disposition to place future orders in much larger volume than has been the rule. It may be safely assumed that neither is actuated by speculative desire. Both have enjoyed a more stable business with a moderate, yet dependable, profit, unhampered by a fluctuating market. In fact, the canned foods market has been more firm and steady through the winter of 1923-24 than usual. Preparations for an increased pack lie mainly in the direction of added equipment, to which the canner is impelled by a constantly decreasing supply of common labor. Altogether the situation may be said to be promising for better business methods. Experience has taught all the need for better ethics, better quality and more stability, and this will encourage more confidence between buyer and seller, a condition altogether helpful and desired."

Personal Trade Notes—C. C. Ballard, grapefruit canner, of Clearwater, Fla., was here during the week, visiting Warmington, Timms & Co.

Harold Durney, of the Griffith-Durney Co., San Francisco, is visiting the trade here.

W. D. Breaker, president of W. D. Breaker & Co., Inc., returned this week from a visit to the Pacific Coast.

North & Dalzell have been appointed New York sales representatives for Frazer & Co.'s line of canned Japanese crabmeat.

Harold Deshon, sales manager of the Smithfields Pure Food Co., of Rochester, N. Y., has returned to Rochester after a brief visit here.

Robert L. Craig, of the Craig Brokerage Co., of Indianapolis, was visiting friends in the trade here during the week.

Bacon & Trubenbach, Inc., have been appointed brokers here for George H. Hunter & Son, of Westminster, Md., and the Lineboro Canning Co., of Lineboro and Manchester, Md.

Angus Holmes, of the Stockton Canning Co., sardine canners, of Stockton, Me., was here during the week.

Fred B. Neuhoff, broker and canner of Los Angeles, is visiting friends in the local market.

G. E. Finch, of the Edgett-Burnham Co., of Newark, N. Y., was here early in the week, stopping with North & Dalzell.

CHICAGO MARKET

Market Showing More Life—Paying 95c for Corn on Steady Buying—Buying Southern Tomatoes—Salmon Improving—Futures Selling Slowly—Coast Packers Will Clean Out Spots and Pack Futures in Their Boxes.

By "Wrangler,"
Special Correspondent "The Canning Trade."

MORE LIFE—The Chicago market for canned foods is a little livelier than at my last report. The wholesale grocers are buying canned corn pretty regularly, and are paying 95c cannery for it. I have heard of no salaries closed at a higher price this week for standard quality.

The buying of tomatoes is practically confined to Maryland and Delaware, and our wholesalers are buying ones at 65c, twos at 95c, and a few threes at $1.30 f. o. b. canneries. Some orders went forward by wire to Virginia canners for twos standard spot tomatoes this week, so I learn, at 92 1-2, but arrived there after the goods were sold elsewhere.

There has been some buying of California canned fruits this week, especially in canned peaches and apricots. The buying was induced by reports of crop injury and early frosts, drought, etc., but later reports by wire to the effect that good rains had come to the drought threatened districts seem to have slowed down the buying and to have discouraged speculative buying.

Canned salmon is speeding up a little with the approach of spring, and I have heard of a number of sales this week of pooled cars, but of on heavy buying. There are some stocks of canned salmon held for canners' consignment account in warehouses here, and most of the buying for sometime past has been in small lots from such stocks.

Canned apples seem to be getting on better slowly. An offering was on the market this week of standard No. 10 from a New York state cannery at $3.00 cannery that state. Michigan has but a very few small lots left, I hear, and is holding them firm at $3.25 cannery.

Futures are selling slowly but steadily in canned corn, peas and tomatoes. The salmon canners and canners of fruits on the Pacific Coast have not yet named future prices, and are not inviting S. A. P. busness, therefore contracts are rather a rarity.

I understand that the policy of both the salmon canners and the California fruit canners is to sell all their spot holdings down pretty close before urging future sales, for they feel, and probably know, that the pushing of futures always has the effect of lowering, or at least of weakening, the prices of spot goods. Sales of goods at S. A.P. terms or firm at opening price terms, the canners have come to believe, amount to nothing, as one way gives the buyers an option and the other way gives the canner an option, and neither way is acceptable, and both ways usually bring about misunderstandings and rows between contracting parties.

The weather has been snowy, but not cold, and shipping of canned foods has been safe for ten days, and there has been no congestion or accumulation of orders. News is rather scarce this week.

ST. LOUIS MARKET

Trading Continues in Fair Amount—Only Absolute Needs Being Covered—Small Blocks of Tomatoes Being Taken—Indiana Future Tomato Prices—Peas Strong—Corn Quiet—Future Prices—Fruit in Better Demand—A Jobber's View.

St. Louis, Apri 13, 1924.
By "Missourian,"
Special Correspondent "The Canning Trade."

THE Market—There has been but little change in the canned foods situation during the past week. Trading locally continues in fair volume. Prices well maintained. That values of 1923 packs of canned foods of all kinds are somewhat less than the 1924 packs will be has bettered spot trading. Because many lines of stocks are broken in assortments, makes the general situation stronger and more interesting. There is an active demand for quick shipment. Carload lot purchesers are not much in evidence. There is but little interest shown in future packs. This puzzles the canners as well as the brokers. Distributors have been buying on a hand to mouth basis for quite a while and are not inclined to change their policy. They know what they have on hand and what they are short of, and they replensh the latter from time to time, but only for what they actually need. Because distributors are not inclined to accumulate stocks causes price irregularties.

Tomatoes—There is only a moderate call for spot tomatoes. There are more calls for small blocks than for carload lots. Jobbers are not oversupplied with smaller sizes, and when buying it is only for replenishment, and not for future use. No. 2s and No. 3s are steady at factory prices. Prices on California No. 2 1-2s are irregular. Gallons are not much in request, consequently there is a weakness shown. When country and summer resorts open and begin to buy, it is believed there will be advances. California as well as Southern are quiet. There is little call for futures. Prices quoted: No. 2 standard, f. o. b. Indiana, $1.15; No. 3 standard, f. o. b. Indiana, $1.60, and No. 10 standard, f. o. b. Indiana, $5.45.

Peas—There is a great scarcity in offerings of peas. Jobbers are being forced because of the shortage to go on the open market most of the time and compete with each other on all grades. The result is that the market is strong, and prices are forced up. Most of the trading is on resales. When they can be found futures, especially early deliveries, are taken, but the majority of the canners, no matter where located, have booked up about as much business as they believe they care to take, and won't make further contracts. This gives the packer the advantage, and he insists on assortments and full prices.

Corn—The market on corn is quiet. There is no surplus of spot standard and no free sellers. Full prices are demanded. tone. Futures, fancy packs, have been well taken, and most of Fancy corn is so sparingly offered that there is a strong under the early bookings have been done. A fair volume of standards have been booked. Prices quoted f. o. b. are: No. 2 Fancy Crosby, Minn., $1.35; No. 2 Golden Bantam, Minn.. $2.00; No. 2 Standard Evergreen, Wisconsin, $1.00; No. 2 ex-Standard Evergreen, Wisconsin, $1.05; No. 2 Standard, Illinois, 95c; No 2 Standard, Iowa, 95c; No. 2 Standard, Indiana. 95c; No. 2 ex-Standard Country Gentleman, Ind., $1.20; No. 2 Fancy Country Gentleman, Ind., $1.30; No. 2 Standard, Ohio, 95c.

Miscellaneous—Spot spinach is affected because of the tendency to higher prices in the South and California. String beans are hard to find, since offerings have been restricted. Succotash is almost out.

Fruits—While not big sellers, California peaches are advancing in price. Sales of seconds and standards have cleaned up those grades closer than in several years, and the outlook is for a stronger market with the advance of the season. There is no large supply of choice and fancy lines on the coast and no free sellers. Not much interest is being taken in the new packs. The outlook for apricots is brighter than it was. It is likely that opening prices will be higher, as canners state it will cost more money to can than formerly. There is an improvement in pineapple. Apples are still quiet, as the spring demand has not started.

Missouri is becoming a more important shipper of commercial apples each year, according to a report issued by the State Board of Agriculture, which said that in 1923 there were 3,497 carloads of apples shipped from railroad stations in the state, compared with 2,677 carloads shipped in 1922.

C. H. Schlapp, of the Krenning-Schlapp Grocer Co., commenting on the canned foods situation, stated that business for the first two months of the year shows a slight increase over the same period of 1923. The outlook for the next four or five months is good. There are no conditions which will be effective in retarding busness. Canned foods week brought about a heavy increase in the sale of canned foods, the popularity of which is growing constantly. Stocks in packers' hands are below the average at this time of the year, and costs of new packing are higher for the 1924 season than they were in 1923, so that an advancing market is expected in spot canned foods and the trend of the market in the fall will depend largely upon the size of this year's pack, which naturally is influenced by all kinds of climatic and other conditions.

CALIFORNIA MARKET

Heavy Rains Relieve the Drought—Crops No Longer Suffering —Scare Stories About Frost Damage—Damage Not as Great as Early Reported—Apricots Short—Demand Increased Because of Adverse Reports—Future Tomato Prices Are Named—Loose Talk About Pineapple.

San Francisco, April 3, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

HEAVY Rains—The drought which has held California in its grip for months, and which has done much damage to crops, particularly to those which mature early, has been definitely broken. During the last week of March heavy rains fell in the San Joaquin Valley and in the southern part of the State, with snow in the high mountains, relieving the situation very materially. Of course, the precipitation to date is much below normal, being, in fact, only about one-half the average in most places, but crops are no longer suffering.

With the drought off their minds, growers and packers are now commencing to worry about frost damage, cold weather having followed the recent storm. Scare stories are coming out of the leading fruit-growing districts and are being given wide circulation in the daily press. Officials of various fruit-growing organizations are reporting very heavy losses, but Government officials suggest that these are much overdrawn. That there has been some damage done in Sutter, Yuba, Butte and Sacramento counties is generally acknowledged, but no evidence has been produced so far that will lead one to believe that 80 per cent of the peach crop has been destroyed, as press reports have indicated. Automatic reports indicate that no damage has been done in many places, and that a fair fruit crop is promised at this date. There is never a year but that reports go out about this time of heavy losses by frost, but it is rarely ever the case that the damage from this source is general.

Apricots—That California will have a short crop of apricots is the general opinion of growers and canners alike. This was expected, following the heavy crop of last year. The California Prune and Apricot Growers' Association recently issued a statement on this subject, as follows: "Apricot trees bloom and set their fruit two to three weeks earlier than do prune trees, and, consequently, we can give fairly reliable information. Our estimates indicate not more than 50 per cent of a normal crop. At many points where the bloom was good, the fruit failed to set satisfactorily, some frost damage has already been sustained, and all districts naturally report unsatisfactory moisture conditions. The pack of canned apricots last season was only 1,000,000 cases, against a normal of 3,500,000. Generally speaking, the pack was disposed of long ago, and as canners are already in the field offering nearly three times what they paid last year, it seems that they contemplate a materially increased pack for the coming season. All in all, as we see it, there is only one prediction to make concerning the 1924 output of dried apricots, namely, they will be scarce and high."

This statement comes from an organization interested, as will be noted, in dried apricots. The reference to crop prospects is as nearly accurate as any that might be made at this time, but the pack figures were rather loosely quoted. The apricot pack for California in 1923 was 1,562,298 cases, and the normal is well below 3,500,000 cases. Canners are in the field seeking fruit contracts, but there are few offerings more than $40 a ton for fruit, with $30 coming closer to what they feel is the proper figure. All agree, however, that last year's prices were too low.

Demand—The demand for California canned products of almost all kinds has been stimulated of late by adverse weather conditions and by the growing shortage in stocks. There is still plenty of canned fruit to go around, but prices are firm and advances may be expected on some lines. Peaches are in heaviest supply, but there is a general feeling of confidence that stocks will be moved out before the new pack is ready. Vegetables of the new pack are attracting marked attention, and some lines are about sold up. Many packers have booked all the orders they care to on asparagus, and the expected pack of peas has been sold. The drought greatly cut down the output of spinach, and several packers have advanced prices. The prevailing prices are now $1.10 on No. 1s, $1.30 on No. 2s, $1.60 on No. 2½s and $5 on No. 10s.

Tomatoes—At least one California packer has quoted definite prices on 1924 tomatoes, and others are expected to launch an active drive for business shortly. Walter M. Field & Co. is offering the pack of the Bay Side Canning Co. as follows:

No. 2½ Standard, with puree	$1.10
No. 2½ Extra Standard	1.30
No. 2½ Solid Pack	1.45
No. 1 Standard, with puree	.75
No. 1 Solid Pack	.95
No. 2 Standard, with puree	.90
No. 2 Solid Pack	1.10
No. 10 Standard, with puree	3.40
No. 10 Extra Standard	4.00
No. 10 Solid Pack	4.75

Pineapple—Considerable loose talk has been going the rounds of the wholesale trade of late regarding surplus stocks of Hawaiian canned pineapple. It has been suggested that all interests have more canned pineapple on hand than should be the case, and that efforts to move stocks have not been entirely successful. Much of this talk is not founded on facts, and men who understand the pineapple business from A to Z state that those who are not able to move pineapple have only themselves to blame for it. As far as packers are concerned, there are no surplus holdings. One of the largest operators has sold up so closely that no efforts are being made to keep up a spot list for the trade, and no efforts are being made to move stocks on hand. The entire holdings, made up largely of odds and ends, do not amount to as much as many an individual order in season. This firm will move everything in hand long before the active packing season. The winter pack was disappointing and is scarcely to be regarded as a factor. Reports made last fall of the probability of an increased pack in 1924 do not promise to be fulfilled. Growing conditions have not been of the best, and the outlook now is for a pack about equal that of 1923. A considerable quantity of sliced pineapple has been crushed this pring in an effort to take care of the demand for the crushed article, removing quite a quantity of sliced goods from the market.

The European demand for Hawaiian canned pineapple has been quite marked of late, and is expected to be much heavier in 1924 than it was in 1923. One large concern booked 25 per cent as much business during the first three months of the present year for export to Europe as during the whole of the past year, and its European representative advises it to reserve 50 per cent more than in 1923.

The attitude of both the wholesale and retail trade toward Hawaiian canned pineapple is much like that of a spoiled child. For several years they have been making unwarranted profits on this fruit, profits they have not expected on other lines carried, and have been instrumental in placing it in the luxury class. Speculators have bought it and made large profits. Wholesalers have tacked on profits not secured on other canned fruits, and retailers have taken all that the consuming trade would bear. This year conditions were such that speculators who managed to secure stocks could not turn them at the expected premium, and wholesalers were unable to get their customary heavy margin. Pineapple has gone into the staple class, where it belongs, but many are still handling it on a luxury basis. Wholesalers willing to handle it on the same basis as other commodities and willing to put some sales effort behind it have sold their early purchases and have reordered.

Just another word concerning pineapple. The belief seems widespread that the pineapple business in Hawaii has been one of uniform success and large profits. Many people are familiar with the success of the Hawaiian Pineapple Co., Ltd., and comment upon this freely, but ignore the many and heavy losses that have been sustained in the development of the industry in Hawaii. The results obtained by the company mentioned are frequently quoted by promoters seeking to interest investors in pineapple ventures in South Africa, Samoa, Fiji, and other places. As a matter of fact, the rate of business mortality has been just as heavy among concerns engaged in the growing and canning of pineapple as in other lines. Last year conditions favored packers, and it is believed that for the first time in the history of the industry every pineapple-canning concern in the territory made a profit. However, there are 13 pineapple-canning concerns in the Hawaiian Islands, one investigator points out, and only three or four of these are paying dividends.

MAINE MARKET

Weather Holding Business Back—Future Selling Slows Up as Canners Close Books—Clams Are Busy—A Clam Cannery Is an Attractive Place—Troubles Are Threatened for Sardine Canners.

Portland, Me., April 4, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

DELATED March weather is retarding the general opening of spring and spring business. Cold and blustery for the past week, with no immediate promise of the warm rains and hot sun necessary to bring the frost from the ground and give earnest of a proper seed time.

Future sales have slowed up a bit, but the various packs are now so nearly sold up that this condition is quite satisfactory to the canners just now. Future corn has had an exceptionally good demand and still holds firm in price at $1.45 for Crosby and $1.75 for Golden Bantam.

Stringless beans have also sold well and are now practically all taken up, at least until the season is further advanced. Beans have held at the opening price of $1.30 and $6.00 for the No. 2 and No. 10 sizes.

One of the busy lines just now is clams. The fishermen have brought in such small fares that canners were once obliged to stop selling, but this has improved during the past week, and the volume is again nearly normal. On the strength of this improvement orders are once more being accepted. New goods are going to market as fast as produced. 5-oz. clams are still worth $1.30.

It was the writer's privilege today to visit a clam-canning factory during operation—wish we might all see it, as the whole procedure and process is very interesting, without any of the unpleasant features usually associated with the handling of fish products. The factory is located in a small country town, with local operatives of our oldest New England stock. From the time the clams are unloaded from boats, in neat bushel baskets, all during the work of steaming, "shucking," washing, trimming and filling, right up to the closing machine, every step is clean, sanitary and wholesome.

The advent of the sardine season has received official notice. The union boatmen and union weirmen have opened an argument as to the duties and privileges of each branch; it is even possible that they may be able to effect a strike or tie-up to add to the present troubles of the sardine canners.

New money is said to be negotiating for the purchase of two large plants of the Seacoast Canning Co. at Lubec.

SEATTLE MARKET

Salmon Operations to Be Restricted—Canners Oppose Senate Bill—Sections of the Proposed Law That Are Hurtful—Red Salmon Pack Will Be Cut If the Bill Becomes a Law—Prices on Future Berries.

By "Nomlas"
Special Correspondent "The Canning Trade"

CANNERY Restrictions—Further restrictions of the operations of Alaska salmon canners are anticipated as a result of the action of the House Committee on Merchant Marine and Fisheries in Washington in agreeing to the passage of the Alaska Salmon Conservation Bill. The bill provides that for the purpose of protecting and conserving the fisheries of the United States in all Alaskan waters, the Secretary of Commerce from time to time may set apart and reserve fishing areas in any part of the waters of Alaska over which this country has jurisdiction, and within such areas may establish closed seasons during which fishing may be limited or entirely prohibited upon his order. Under this authority to limit fishing in any area so set apart and reserved, the Secretary of Commerce may fix the size and character of nets, boats, traps and other gear and appliances to be used therein, limit the catch of fish to be taken from any area, and make any regulations as to time, means, methods and extent of fishing as he may deem advisable. Every such regulation shall be of general application, and no exclusive or several right of fishery may be granted in the territories affected.

Canners Opposed Bill—Salmon canners opposed the bill, and succeeded in eliminating some of the drastic provisions which Delegate Sutherland, of Alaska, who has been fighting the cannery interest, sought to have written into the bill.

Provisions of the Bill—Among the most important provisions of the bill are one making it unlawful to set any nets, traps or other fishing apparatus across any stream, estuaries or lagoons for a greater distance than one-third of the width thereof, or within 100 yards outside of the mouth of any red-salmon streams where the same is less than 500 feet in width; a section extending the provisions of the existing laws which establish a closed time from 6 o'clock postmeridian of Saturday to 6 o'clock postmeridian of the Monday following to all the waters of Alaska, and also giving authority to further extend such closed time, and a section increasing penalties and providing for the forfeiture of boats, traps and other appliances used in violation of the bill or of the 1906 act and of all fish taken therein.

Will Cut Red Pack—It is held here that the extension of Government restrictions will materially cut the pack of red salmon during the coming and following seasons. Salmon canners have been the targets for considerable unfavorable legislation and attempted legislation during the past several years, both from Washington and from the Alaska territorial government.

Offer Future Berries—Opening prices on the complete line of Northwestern berries have been named by several packers, including the California Packing Corporation. The Corporation bases its price on its "Del Monte" 2½s, as follows: Loganberries, $3.25; gooseberries, No. 2s, $2.85; black raspberries, No. 2s, $2.85; red raspberries, No. 2s, $3.10; strawberries, No. 2s, $3.10. Prices are f. o. b. For water shipment, prices are 2½ cents per dozen higher on No. 1 and No. 2, 5 cents higher on 2½s, and 15 cents higher on 10s, bringing the goods f. o. b. dock Portland.

The above prices apply on Oregon and Washington pack. On California blackberries, 2s, Del Montes are quoted at $2.20.

Salmon Quiet—Salmon trade has been routine during the past week, chums still being available in a small way at $1.20, with pinks holding at $1.25 and reds at $2.25 to $2.35. Volume continues limited.

IN RE:THERF MEEHAN-COLBERT LETTER

IN our issue of March 24th, under the title "Colbert Calls the Turn This Time," we published a letter from the Colbert Brokerage Co., in which Colbert contended that the quotation by Meehan of 85c on No. 2 future tomatoes was too low, and that the brokers on the Peninsula held 87½c as low. Colbert referred to Meehan's letter as published in The American Grocer.

Under date of April 3rd The American Grocer have written us in part, as follows:

"These prices did not appear just as the Colbert Brokerage Co. claimed in their letter. The prices were taken from Thomas J. Meehan's weekly market letter and quoted the market as follows: No. 2 standard 85 to 87½c; No. 3s $1.25 to $1.27½ f. o. b. Peninsula."

"While the future market may be quoted at the higher figure, we know of sales that were made here (in New York) in good size lots at the lower quotations."

The original article appeared on page 28 of our issue of March 24th, and we published Meehan's letter, referred to, on page 40 of our same issue, and from this it will be seen that The American Grocer is absolutely correct, as is also Meehan. It is just the old story, with which we are all very familiar: The broker urged by some ignorant canner to sell goods below the market, but to sell them, and this the broker does. Meehan would not quote a price which does not exist and we all know that.

Our object in reproducing Colbert's letter was not to criticise Meehan's quotations, but to show Colbert on the other side of the market to which he has been accustomed to be during the past year or so. "Jimmy" said he was going to reform, and this showed practical evidence of it, and we though he deserved the publicity for that reason.

THE GOOD OLD DAYS

The memory test was monopolizing a conversation in Tennessee.

Ah mind me," said one dark-hued citizen, "of de time when de Mississippi River warn't no wider dan de Ohio am now."

"Gwan man. yo' ain' got no memory," interjected a comrade. "Ah minds de time de Mississippi didn't run no furder dan St. Louie."

What Canned Foods Distributors are Doing

Federal Trade Commission Attacks Grocers for Demanding Guarantee Against Price Decline from Manufacturers.—Branding F. O. P. and S. A. P. Contracts "Pernicious" Prune Association Drops Future Selling.—Recent Mergers, Changes, and Activities of Jobbers and Chain Stores.

GUARANTEE against price decline, favored by the great majority of wholesale grocers, has again come under the fire of the Federal Trade Commission, which has charged the Ohio Wholesale Grocers' Association and its members with unfair methods of competition, due to alleged concerted action with regard to guarantee against price decline.

According to the Commission's brief, guarantee against price decline operates to decrease price competition among wholesalers. "When goods are not guaranteed by the manufacturer," says the Commission, "jobbers with depleted stocks have a substantial and legitimate advantage in buying on the decline, as against jobbers with heavy unsold stocks purchased prior to the decline. A guarantee operates to destroy that legitimate advantage and to put both classes on an equal cost basis."

While manufacturers and producers of practically all items sold by wholesale grocers in some manner guarantee their prices against their own decline, this practice has not become general in canned foods.

Canners in naming tentative prices guarantee these prices against their formal price basis, to be named subsequently, but in the general market this practice does not obtain.

Through avoiding the use of the guarantee against decline, canners have steered clear of many difficulties, and have kept their market, perhaps the most open trading market (with the exception of sugar and coffee) doing business with the wholesale grocery trade.

"Pernicious" Contracts—F. O. P. and S. A. P. contracts are termed a "pernicious practice of making future commitments" by the California Prune and Apricot Growers' Association in a current announcement to the trade, announcing that all future selling would be discontinued by it.

F. O. P., or "firm at opening price," contracts attained a wide vogue during the war, but gradually went out of fashion under a steady attack from wholesale grocers all over the country, particularly by the American (then Southern) Wholesale Grocers' Association.

Canners in the East did not use F. O. P. or S. A. P. contracts as widely as they were used in California.

It is believed that the Prune Association is the last of the big selling organizations to drop the F. O. P. form of contract.

The new selling policy of the Prune Association, as outlined by General Manager A. M. Mortensen, is: "It shall be our policy to announce 1924 season's opening prices as soon as it is possible, consistent with a reliable estimate of tonnage and careful consideration of trade, industrial and financial conditions at home and abroad.

"When the opening prices are announced, and not before, we will offer the trade at those prices such proportion of our estimated output as is deemed advisable. The buyer will then have a good idea of his estimated needs; he will be unhampered by any future contracts, and, consequently, can survey our offerings and act as his judgment dictates."

Retail Grocers' Meeting—Six or seven special trains will be made up in the East to make the trip to Los Angeles for the annual convention of the National Association of Retail Grocers, June 15, 16, 17 and 18.

In addition to the record-breaking attendance of retail grocers at the meeting this year, it is expected that a number of manufacturers, canners and wholesale grocers will be the retailers' guests at the convention.

U. S. Buys Two Chain Systems—The United States Stores Corporation has purchased two chain store systems in Pittsburgh—the grocery and meat chain of Huey & Matthews, Inc., and the Cash and Carry Stores, with 156 grocery stores, organized by the S. B. Charters Grocery Co., Inc.

All of the Pittsburgh stock will be concentrated in one warehouse. A modern bakery, with a capacity of 50,000 loaves of bread daily, will supply the bakery requirements of all of the stores.

The United States Stores Corporation now operates 767 retail grocery stores, with gross annual sales estimated at $25,000,000.

To Change Association Constitution—M. L. Toulme, secretary of the National Wholesale Grocers' Association, announces that at the Chicago convention an amendment to the constitution will be offered as follows:

"There shall be a permanent committee of the association known as the Advisory Committee. It shall consist of all ex-presidents of the association devoting their principal time and effort to the wholesale grocery business, and its chairman shall be appointed by the president from that committee."

The amendment has already been endorsed by the Executive Committee of the Association, and its formal adoption is expected at the Chicago meeting.

The American's Convention—Preliminary reports indicate the convention of the American Wholesale Grocers' Association, which will be held in Dallas, Texas, May 13 to 16, will bring out a large attendance.

Many canners selling the Southern wholesale grocery trade now make it a practice to attend the conventions of the American Association to renew old friendships and book business for the coming year. Many of them install displays of their packs at the convention hall, a food show generally being one of the important features of the American's convention.

The program for the convention is now in the course of final preparation, and will be announced within next few weeks.

Philadelphia Merger—Two of the oldest wholesale grocery concerns of Philadelphia have just joined forces, the business of Kirk-Foster & Co. being merged with that of the Comly-Flanigan Co. on April 1st.

William T. Kirk, of Kirk-Foster & Co., becomes vice-president and general sales manager of the Comly-Flanigan Co.

The brands established by Kirk-Foster & Co. during their more than twenty-five years of business in Philadelphia will be continued.

This merger is a continuance of the pronounced trend among wholesale grocers to consolidate their business to cut down overhead and increase turnover and distribution.

The buying department of the Progressive Stores, Inc., of New York City, has been moved from Park avenue, Manhattan, by Jones Bros. Tea Co.'s general offices at 68 Jay street, Brooklyn. The Jones Bros. Tea Co. now owns the business of the Progressive Stores.

John T. Rottman is in charge of buying for the Progressive Stores, assisted by M. M. Krasnoff.

J. T. Jarrel, president of the Arkansas Wholesale Grocers' Association, was one of the principal speakers at the annual convention of the Retail Grocers' Association, of Little Rock, Ark., last week.

C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association, and widely known as the "Arkansas diamond expert," also spoke at the meeting.

H. M. Foster, secretary of the New York Wholesale Grocers' Association, announces that his organization is now conducting a drive for new members.

The committee in charge of the drive is composed of Kenneth L. Sills, H. E. Sayre, Joseph Socolof, Stanley Seeman, J. L. G. Green, Herman Neubauer, Julius Stein and Henry L. Meyer.

W. C. Sutherland, of Sutherland & McMillan, Pittston, Pa., wholesale grocers, was on a buying trip to New York last week.

J. Spencer Weed, former vice-president, has been elected president of the Jones Bros. Tea Co.

Harry L. Jones, retiring president, becomes chairman of the board, and will continue to direct the company's affairs.

M. L. Toulme, secretary of the National Wholesale Grocers' Association, spent several days in Chicago last week arranging details for the annual convention of his organization, which will be held at the Hotel Congress late next month.

Factory Sanitation

Factory sanitation is the unfailing protection which the quality of your product receives when uncleanliness of various description is removed from machinery and other canning equipment.

To insure the greatest possible assistance in the attainment and the maintenance of this protection canners by the hundreds are using

Wyandotte
Sanitary
Cleaner and Cleanser

And the reason why it is able to render this assistance is because it cleans until there remains practically no objectionable matter to multiply after the containers are sealed.

Your supply house will promptly fill your order for this cleaner, or write us for further particulars.

It cleans clean.

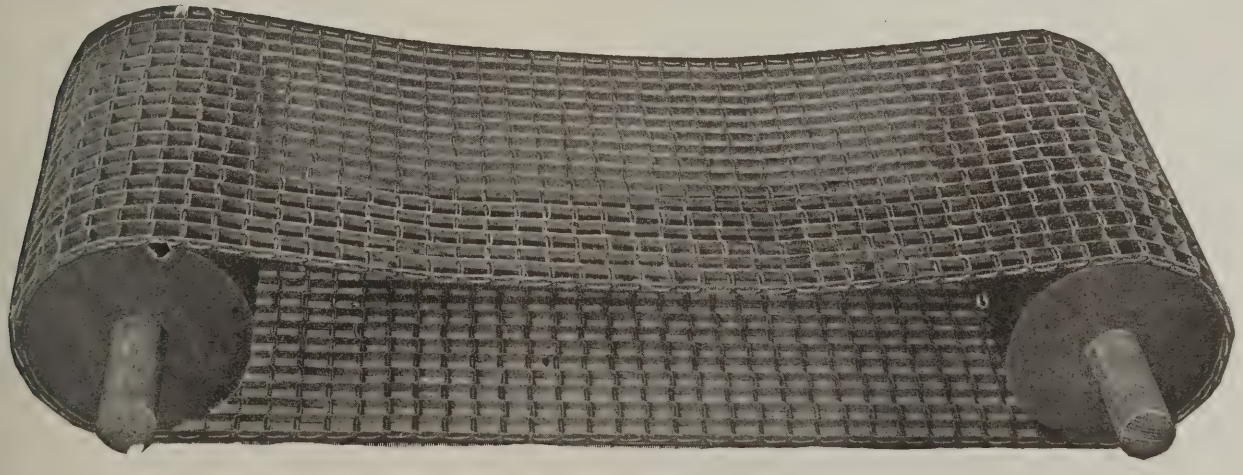
Indian in circle



in every package

The J. B. Ford Co. Sole Mnfrs. **Wyandotte, Michigan.**

HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

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SMILE AWHILE

THE LATEST DOPE

Detroit—Henry Ford has sold his flivver factory to the American Can Company.

THE TRUTH WILL OUT

Bo—Ah just heard dat dey done found Napoleon's bones.

Rah—Faw de lan's sake! Ah did not know he wuz a gamblin' man—Punch Bowl.

DANGEROUS HABIT

They fell to discussing the absent-mindedness of the acquaintance who had just passed.

"That habit nearly cost him his life when he was on his vacation," remarked one.

"How was that?"

"He fell overboard and forgot he knew how to swim."

HIS MONEY'S WORTH

A man bought a suit from a Jewish clothier for ten dollars. When he opened the suit at home he discovered it was alive with moths. He took the suit back to the Jew and said:

"I can't take this suit; it's full of moths." To which the Jew replied:

"Well, vat do you vant for ten dollars? Mocking birds?" —Sun Dodger.

OUT!

Grocer—Sorry, young man, but you won't do for this business. You stutter too much.

Applicant—W-why, s-s-sir?

Grocer—Well, you see, folks are so suspicious of us grocers that they think we sand the sugar an' everything. When they ask questions it wouldn't do to have a clerk hesitate with his answers.

TRADE MARK

Bimms—You are Mr. Addison Simms. I met you ten years ago in Seattle.

Simms—Can't say that I recall our meeting. What a remarkable memory system you must use.

Bimms—Oh, I have no system at all. I merely recognized you by that grease spot on your shirt.—Gargoyle.

STRAINED ENJOYMENT

Mrs. Rufus White, head of the White family, having joined the church choir, Rufus was obliged to put up with her practicing morning, noon and night.

"Does yo' enjoy yo' wife's singing?" he was asked one day.

"Oh, yas," he answered dutifully, "but," he added, sotto voice, "it ain't becaze Ah pa'tic'ly likes to."

GET AN AUXILIARY PUSH TANK

A wealthy motorist, while touring through Georgia, drove up to a gasoline station and found the tender a lazy country boy.

"Hey, boy," said the motorist, "I want some gasoline. Get a move on you. You'll never get anywhere in this world unless you push. Push is essential. When I was young I pushed and that got me where I am."

"Well, boss," said the boy, "I reckon as how you'll have to push again, 'cause we ain't got a drop of gas in the place."—Columns.

TALKING BUSINESS

Madge—I never allow a young man to kiss me more than a dozen times in a year.

Ted—Well, we'll probably have a scrap before then, so I'd better take the whole quota now.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, APRIL 14, 1924 No. 34

EDITORIALS

A PETIT NATIONAL—Convention of canners will be held in Chicago during Eastern Week, and you will have to be there. Everybody else will be it would seem. And don't forget your railroad certificate.

INGRATITUDE—The National Canners' Association is making a particular drive at this time for increased membership. When we say that, most non-members will say to themselves, "they want more money." That is not the purpose of the drive, in fact the very reverse is the truth: If they can increase the membership and hold the present status of the Association, so far as financial assistance is concerned, they will reduce the dues. In other words the N. C. A. is not in need of more funds, and the drive is not for money. The Association is in splendid condition and will go right along being the great assistant it is to its present members, if it does not secure another member. But it is anxious to extend its helpfulness to more canners. More members, of course, will give it more influence, but the drive is for the benefit of the canners, not for the benefit of the N. C. A.

But the old dollar sign sticks in the nostrils of most canners when they are asked to take membership in this Association. "What will we get for our money?" That is a perfectly legitimate question, and the man who asks it honestly is honest with himself, and will take an honest answer, will find no trouble in signing an application blank. The trouble with most such questioners is that they demand a whole lot more for their dollar than it is worth, and many times more than they would give for the dollar. But let's consider it on the dollar basis, and leave aside, for the time, all consideration of other values—a united industry, cooperation with fellow cannners for the good of the industry, defense against the common enemy, and all that tremendous benefit which comes from a united industry as compared with the helplessness of the separate individual—and it may prove that on the dollar basis the non-members owe the Association quite a tidy sum today. Take the matter of the flat allowance of ½ of 1 per cent. on every case of goods packed, and which a united effort of the buyers would have most certainly put upon every canner, had it not been for the N. C. A., representing the united canning industry. The bald truth of the matter is that practically every canner was ready to grant this allowance and the N. C. A. saved everyone of you in spite of yourselves. Saved what? Well, do your own figuring. Suppose we take a round figure of 10,000 cases, at a purely nominal valuation of $3 per case; $30,000 at one-half of 1 per cent. equals $150. By reducing this to one-quarter of 1 per cent. which the N. C. A. succeeded in doing, you were saved $75. If you paid on every single case of the 10,000. Multiply this to make it equal your actual pack and place the actual value on the goods you produce and you will find the saving increase very materially. And then add the saving from the warehouse stock on which you will be asked to pay only absolute losses from spoilage, and still more important, freedom from the innumerable claims which seemed, if they were not, unjust and without end, and which invariably led to bad feelings and discontent. For remember under the old style you not only allowed the one-half per cent. flat, whether there were any spoils or not, but when the spoils came about you paid for them also, and in addition. The man who takes the dollar sign as his shield when asked to join the N. C. A. will find himself in an uncomfortable position, as being an ingrate if he does not pay his dues to the N. C. A. Under the old flat claim allowance it was estimated that the industry would be taxed $1,500,000—at the time the bills were made out. Gone, absolutely never to return. If we figure the saving made through the operations of the N. C. A. at only half this amount—and it is very considerably more than that as we have shown—this one act of the N. C. A. saved the industry $750,000. And every canner in the business shared in this saving. Therefore, every canner is indebted to the N. C. A. for that saving would run the Association for a couple of years, and it is saved every year. Therefore, in this sordid monetary consideration, the N. C. A. has earned your dues and more.

President Clark is urging you, in this issue, to join with your fellow canners. Get behind him; help hold up his hands; take a part in the great work of this greatest trade association in the country.

ANSWERING QUESTIONS—As the industry expands and takes on added importance, more and more men find themselves in need of information of a definite nature and kind, where as in the past mere generalizing sufficed. As a result our mail is growing more bulky with each passing week, and the range of questions is covering a very much wider territory. It is farthest from our desires to avoid any bit of this service, but because we know that many questions are never asked we want to suggest now that when in need of such information we believe you will find it in the Almanac of the Canning Industry, which we sent, in February, to every subscriber, and which we are sending out now in a steady stream to jobbers, brokers and others. We are impressed with the fact that many of our readers do not know how to use this Almanac, and do not understand that it contains the answer to the very question about which they may be puzzled. Learn to use this Almanac; turn to it for what you want. Men who have learned to use it consider it "the Encyclopedia of canning information," and that is what we have tried to make it. So for your own sake learn to use this annual Almanac.

ABSTRACTS OF CANNING TECHNOLOGY—Dr. Bigelow, chief of the N. C. A. Research Laboratory, has begun a most interesting and valuable compilation under the above heading, and which he is publishing in quarterly volumes, beginning January, 1923. These first volumes cover the year 1922, and give the title, page number, date and a brief description of all scientific or helpful articles bearing on the canned foods or kindred industries, as they appeared in trade journals, scientific papers or elsewhere, carefully arranged and fully indexed so that the reader may find anything that has been published upon the subject he has in mind. In other words this constitutes a compilation of all technical articles, wherever they may have appeared, indexed in a thoroughly comprehensive and intelligent manner, and presented in convenient form at regular intervals. The value of it is apparent. We understand that the Doctor has made connections with about 50 fellow scientists to report any and all matters of interest on the subject, as they are published and wherever published, and he has taken upon himself, in his spare time, the job of arranging and tabulating them for publication. In the four volumes under question he presents 785 such subjects, covering, as we have said, the year 1923, which will give the casual reader some idea of the amount of such matters that is served to him, and at the same time shows the size of the task the Doctor has taken on for his leisure moments. The great value to the user is the Index and it will increase with the passing years, until after, say 10 years, there will be presented here a record of work that will be most imposing. The volumes are sent to members of the National Canners' Association only.

HOME-TOWN NEWS--The Canned Goods Exchange held its forty-third annual meeting on Tuesday April 18th, and elected President Killian for another term, and with him most of the other officers and a full list of committeemen. Mr. Killian has determined to put new life into this fine old body and is doing it. They will hold a big banquet on Tuesday evening, April 22nd.

Mr. Eugene Thomas who, for years was in charge of the Booth Packing Company, has joined the forces of the H. J. McGrath & Co., and will bend his energies with Benjamin Hamburger to put this fine old company just a few steps further ahead than it has yet been.

* * *

Dame Rumor says that Mr. O. C. Huffman, of the United States and the Virginia Can Companies, and who has long wanted a can factory in Baltimore, has bought out the Atlantic Can Company.

* * *

Some of the heirs of the late Thomas J. Meehan, known the length and breadth of this land as the dean of the canned foods brokerage fraternity, and always looked upon as a wise guide and counsellor, are seeking to break his will, claiming he was not competent to make a will. "Marvelous," as he used to say.

JOBBERS5 LABELS EXEMPTED

Wisconsin Amends Its Label Requirements to Meet Jobbers' Labels

The Wisconsin Pea Packers' Association, Inc.

April 7, 1924.

General Order No. 11-R.

To All Wisconsin Pea Canners:

Gentlemen: The following from the Department of Markets:

State of Wisconsin,
Department of Markets.
Amendment No. 1 of General Order No. 11-R.
Madison, Wis., April 5, 1924.

Under authority of Sub-section 7 of Section 99.24, Wisconsin Statutes, General Order 11-R, dated August 14, 1923, and effective June 1, 1924, is hereby amended by adding, at the end of said Order, the following paragraph:

Definition of the Term "Label."

The term "label" shall mean only a label which is owned by the person who markets the peas.

EDWARD NORDMAN,
Commissioner of Markets.

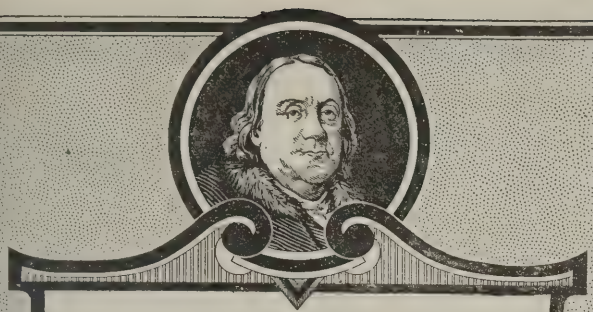
Also the following under date of April 7, 1924, to the Canners and Distributors of Wisconsin Peas:

"General Order 11-R, requiring that the label upon a can of peas bear a statement of the variety and size of the peas, has been amended so that a Wisconsin canner may attach buyers' labels even though they do not comply with the requirements. The statute imposes no liability upon either the canner or buyer under these circumstances, except that the buyer may not use such labels when reselling or otherwise marketing the peas inside of Wisconsin. This action was taken in response to the practically unanimous sentiment of pea packers and jobbers expressed at a public hearing held in Madison on April 2. The order, as amended, is effective June 1, 1924.

WISCONSIN DEPT. OF MARKETS."

This seems to be a very satisfactory solution of a difficult and vexatious problem, and I feel that all will appreciate the satisfactory manner in which this has been handled. Yours very truly,

W. E. NICHOLOY,
Business Secretary.



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FRANKLIN CANNERS A

Made from a selected liquor for the Canning Trade. Produces a water white syrup, strong enough to assist in preventing fermentation. Heat doesn't affect its color.

The Franklin Sugar Refining Company
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"A Franklin Cane Sugar for every use"

A SAVING IN COST

AMOUNTING TO

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has been returned over a period of sixteen years, to the Canners who have been carrying their fire insurance with

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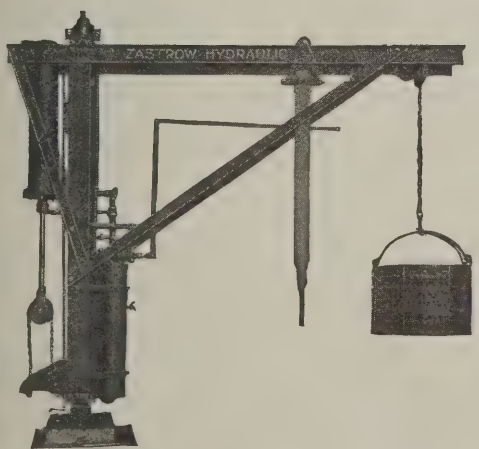
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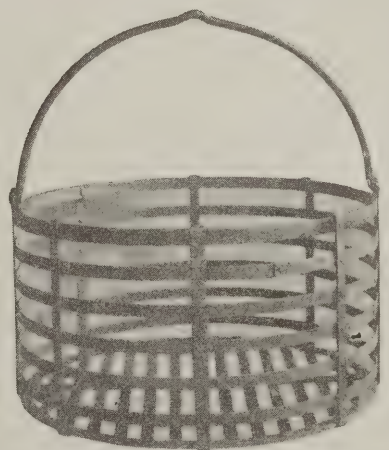
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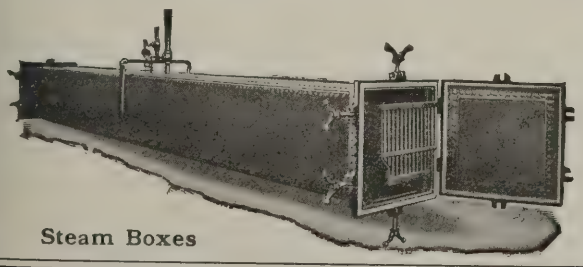
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



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Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



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ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.

Better Seed For Canners

By PAUL WORK

Associate Editor "Market Growers Journal" and Member of the Staff of N. Y. College of Agriculture, Cornell N. Y. Before Extension School for Canners' Field Men

---

What is good seed?

1. **Clean.**—Free of foreign matter, weed seeds, etc.

2. **Viable.**—Able to establish a plant in the soil and carry it to the point where it can grow independently of food stored in the seed. This is the progress of "germination" as distinguished from mere "sprouting." Blotter, sawdust, rag-doll tests show sprouting. Soil test covers visability or complete germination. Rag-doll test for corn gives a line on disease in the seed.

3. **Disease Free**—Seed may be freed of disease from the first, having never been infected. Some diseases carried on outside of seed coats. Controlled by external treatment; e. g. black rot of cabbage, controlled by corrosive sublimate. Some carried within not readily controlled (as anthracnose of beans), or controlled by internal treatment (as black leg of cabbage, hot water treatment. Write Department of Plant Pathology of your agricultural college for details).

4. **True to a Good Name.**—Most significant of the four points as regards vegetables. Little trouble with cleanness. Viability is important, but a lowered percentage of germination can be tolerated if it is known, if price is proportionate and if type is excellent.

Some varieties of little merit. Having chosen a good variety, seed should be true to the accepted type of that variety. Same applies to strains of varieties. (Tomato is a "kind", Earliana is a "variety", Sunnybrook Earliana is a "strain". Many houses maintain their own "stocks" of a variety or strain and one house may maintain several stocks of a variety or strain. Three groups of characters to consider:

General—Those that distinguish varieties from one another, e. g., Golden Bantam is early (not earliest), yellow, eight-rowed, flat grained, high quality. These characters easily determined; short trial row shows them up.

b. Performance characters, yield, vigor, evenness of maturity, etc. Extremely important, but must have sizable plat for trial, repeated in various locations and years, and must take careful measured records to determine.

c. Special characters. Conformity to trade demand, suitability for market, canning processes or other purposes, adaptation to local soil and climate. Must be determined by special test on commercial scale and repeated.

II How get good seed?

A. Buy it. There is good seed and it is being made available as fast as demand makes it possible to produce it at a profit. Seedsmen are specialists and have many advantages in experience, location, economy, etc.

1. Learn the seed game and seed trade conditions.

a. Originator. Develops a new variety or strain by selection or crossing, or both.

b. Introducer. (May or may not be originator). Places new variety or strain on the market through catalogue or otherwise.

c. Specialist. Becomes interested in a variety and maintains his own stock seed, and may or may not produce market seed. Often has his own ideas of the type, and selects accordingly.

d. Merchant. Deals in seed without taking any special part in its production. May or may not use special care in buying for his trade.

e. Stock Seed. Is seed produced under the most careful selection from which a crop of market seed is to be grown in quantity. If stock seed is right, market seed crop will usually require only roguing to eliminate off-type plants.

2. Study character, ideals and integrity of seed houses. Find out what class of trade they serve. Read catalogues, correspondence, etc., noting the kind of statements that are made, the general "tone", extravagant claims, etc.

Discriminate between statements of opinion and statements of facts. "Best canning variety" is opinion. "Grown on our own farm", "Eight-rowed, yellow, flat kernel", "Imported from Holland" are statements of fact. Ask specific questions freely both for information and for indication of character of house. Heavy buyers can get information and service that would not be warranted for small buyers.

3. Develop cordial business relations. Remember the deal is two-sided. Recognize that the seedsman is entitled to fair return for goods and service. Dealing on plane of mutual interest makes for mutual understanding and confidence which leads to good service. favorable terms, etc. If a house has what you want and serves you well, consider yourself its client, continue the trade and give the house a chance to learn your needs and to meet them.

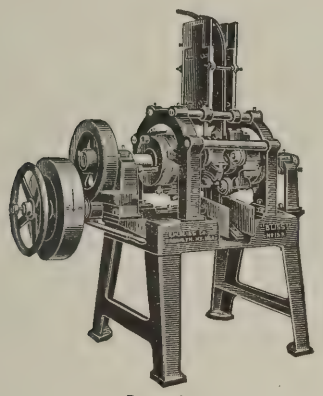
4, Buy as near the source as possible. Originator, introducer or specialist more likely to excercise due care than contrast grower or mere merchant, though this rule is necessarily flexible.

5. Where possible, buy seed supply a year ahead and make field trial. (Hardly feasible with peas, beans and corn). Otherwise get samples a year ahead. In doing this ask stock number or other designation in order to be sure of identity of stock. This involves confidence in the house. Use stock numbers in placing repeat orders. Many houses have more than one stock (or parentage-line) of a given variety.

6. Stand ready to pay for the quality you demand. It is costly to produce. This does not mean that high price necessarily means quality nor that one should pay more than seed is worth, but that good seed is worth more.

Perfect Flanges without Cracks

BLISS



Patented

"BLISS" Automatic Flanger

AN ESSENTIAL to a perfect sanitary can is a correctly flanged body. Our #15-K Automatic machine flanges simultaneously both ends of round sanitary can bodies, producing uniformly perfect flanges without cracks. With its installation you are assured of one of the essentials of perfect sanitary cans. That these machines are operating successfully in every independent can shop in the country is proof of their merit.

WRITE NOW FOR DETAILS

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

B. Grow it.

I. Points in favor:

a. Know parentage.

b. Known characters. Selected to own ideal.

c. Education and personal satisfaction.

d. Profit from sale. Good prices if work is well done.

done.

II B. 2. Points against.

a. Exacting work requiring knowledge of principles, keen observation, aptness in judging, close application to details.

b. Demand for labor and attention comes at busy season.

3. Canners in better position than small users of seed as much seed is required and they can in many cases afford the investment. Canners may unite through trade associations to produce seed. Help of experiment stations is available. On the other hand, three or four main crops have bulky seed. Peas and beans best grown in west.

OHIO CANNERS WORKING WITH THEIR EXPERIMENT STATION.

A Report of the Seed and Soil Committee Studies to be Made—Secretary Irons Urges Closer Reading.

Clyde, Ohio, April 3, 1924.

We enclose a report of Chairman Sears of the Seed and Soil Committee, which discloses that a wonderful progressive program has been mapped out with the officials of the Ohio Experiment Station at Wooster to promote additional research on many canning crops of Ohio. Congratulations to our Committee.

It is pleasing to note the entire staff of the Experiment Station participated in this conference. It conveys the fact that they are interested in the Canners. More and more the Canners crops are coming into prominence among the farmers of the State; and more and more will it become an established crop if results of research will make one acre produce what two does now.

Our Experiment Station becoming so active, it will not be long until Ohio Canners will be receiving bulletins from there, giving results of the research work done on canning crops. It was stated by a prominent canner last year that not enough attention was being paid by Canners of Ohio to the agricultural part of their canning business, and we agree with him.

Did you read the articles published in the Trade papers recently? One "discussing the relative merits of sweet corn varieties for canning and the relation of maturity of the corn to the quality of the finished product." Also one on "The Culture and Canning of Spinach." Another of the "Breeding peas from single plants." And another on the "First survey of Illinois Corn Canning." All coming from the Department of Agriculture in various States and from the Capital. It reveals what other State are doing and Ohio is getting in line.

(By the way, do you read your Trade papers? They carried all above articles on Agriculture in their recent issues. If you don't take them subscribe at once, for it is just as necessary to have these good Trade papers on your desk as it is to have a good boiler in your engine room.)

The grower is always eager to learn how he can produce more on an acre; he does not study all crops as he should, perhaps, but the Canner can study the canning crop for him and can convey the message to him. If you can assist him to produce twice the volume on an acre, it will be of better quality and he can afford to do it for less money; and both the Canner and grower can make more money, have less friction and be better friends for it. Give more study to the agricultural end of your business—read your Trade papers.

THE OHIO CANNERS ASS'N

REPORT OF COMMITTEE

Chillicothe, Ohio,
March 31, 1924.

To the President and Secretary
Ohio Canners Association:
Gentlemen:

Your committee on Seeds and Soil was invited by Prof. Gourley, department of Horticulture, to a conference at the Experiment Station at Wooster on March 4th last. Dr. C. G. Woodbury was present and throughout most of the day's session the entire staff was present and we were also favored by the presence of Director Williams and Prof. Gossard for a time during the conference.

Unfortunately, two members of the committee could not be present, but will join in this report.

Many problems of the canning crops were gone over in detail and we were assured of all work the station would be able to undertake the coming year. I now have confirmation on the projects as decided upon which are as follows:

1. Spinach variety tests.

2. Breeding work on Henderson Bush lima beans to secure a more uniform and higher producing green seeded bean. Strain tests will be grown on the ground of the Station and in co-operation with growers outside.

3. Breeding work on beets. Variety tests conducted at the station and with growers outside.

4. Experiment to determine which of the varieties of sweet corn when crossed give the largest increase in production.

5. Wilt resistant variety test of tomatoes under Ohio conditions for canner and gardner. Fertility tests will be conducted on tomatoes, sweet corn, cabbage and beans. Pressing Bros. of Norwalk in co-operation with the Station will conduct fertilizer experiments on corn and tomatoes.

This is a pretty comprehensive program and it is sure to broaden and develop from year to year. Prof. Gourley and the entire organization are greatly interested in our canning crops problems and will develop the subjects outlined from year to year as the need demands and as the station funds will warrant.

Very truly yours,
C. H. Sears,
J. Warren Wood,
Chester Swaim.
Committee.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

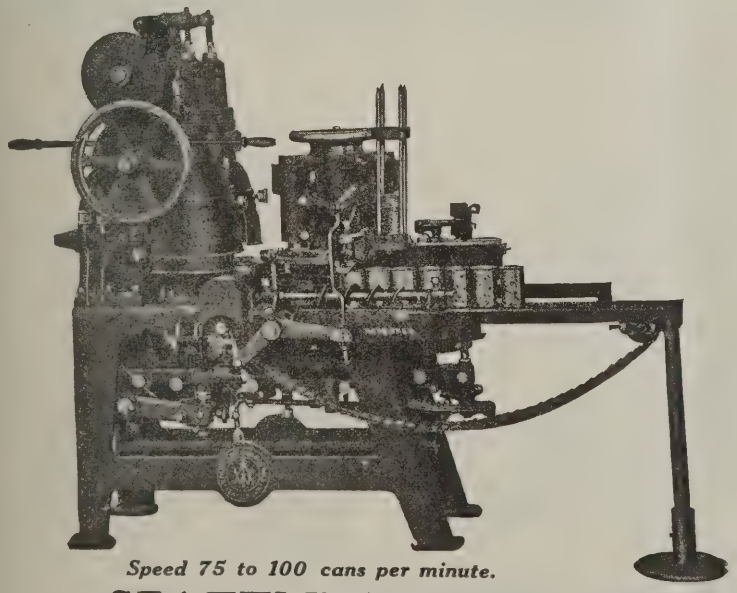
Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.

Write for samples and detailed information

Who Pays the Bill —



Speed 75 to 100 cans per minute.

When the average Closing Machine goes out of adjustment, which often happens?

There are always a few minutes time that defective seams are run, before adjustments are corrected. "Swells" and "Leakers" later in the Warehouse are the result.

A TROYER-FOX Non Spill Closing Machine with its fixed adjustment and large heat treated tool steel rolls, will save a large share of this loss.

Let us send you confirming data.

SEATTLE-ASTORIA IRON WORKS

01 MYRTLE STREET
SEATTLE, U. S. A

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
118 Market Stree
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
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Sydney, N. S. W.

THE H. S. GRAY CO.
832 Fort St.,
Honolulu, T. H.

N. C. A. SECTION MEETINGS AT CHICAGO TO BE WELL ATTENDED.

THERE is every indication that the N. C. A. Section meetings, to be held in connection with the spring gathering of the Western Canners Association at Chicago, will be well attended.

The Ketchup Section will meet Tuesday morning, April 22, with Wade L. Street, Chairman; the Pea Section, Tuesday afternoon, April 22, F. A. Stare, Chairman; and the Corn Section, Wednesday morning, April 23, E. B. Cosgrove, Chairman.

The program of the Pea Section is the first one to be announced thus far. It will consist of an address by President Clark, to be followed by a report of claims paid on losses from canned peas, and an address on "Seed Legislation," by C. G. Woodbury, Bureau of Raw Products Research, National Canners Association. There will also be discussion of the status of pea standards, by Charles H. Hunt, Chairman of the Pea Standards Committee.

President Clark will address the General Session of the eastern Canners meeting on Wednesday afternoon, April 23.

UNITED STATES EXPORT TRADE IN CANNED FOODS

United States exports of canned fruit decreased 28 per cent in 1923 as compared with 1922. Canned milk exports increased about 4 per cent. While exports of canned beans and tomatoes dropped, these decreases were more than offset by gains in soup, peas, corn and asparagus. Canned fish showed the largest recorded gain for any canned food (68 per cent). The chief consumers of American canned foods are England, Canada, Cuba and Mexico.

By R. S. Hollingshead, Canned Foods Specialist, U. S. Department of Commerce.

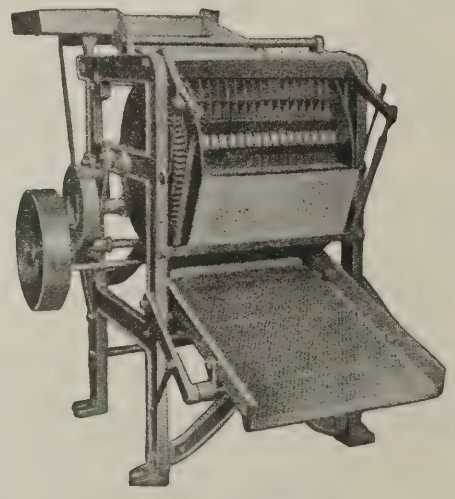
THE past year in the United States canned foods trade has, on the whole, been reasonably satisfactory, not so much on account of any large increase in volume, but because, in the face of adverse exchange and unsettled political and economic conditions throughout so much of the world, there has been no decline in the trade.

Exports of Canned Foods in 1922 and 1923—The following table summarizes the exports for the past two years, and offers some interesting comparisons:

United States Exports of Canned Foods, 1922 and 1923

Kind	1922 Pounds	1923 Pounds
Meat	14,718,737	16,137,725
Milk	187,496,841	194,264,371
Soup	12,063,015	14,200,272
Salmon	63,797,297	59,594,422
Sardines	20,059,845	33,660,937
Vegetables:		
Tomatoes	9,762,870	9,095,446
Peas	2,523,219	3,909,363
Corn	2,870,578	3,190,531
Asparagus	6,230,157	8,766,431
Beans	7,367,512	5,446,332
Other	3,617,797	2,902,984

LEWIS CUTTER
— FOR —
Beans, Okra, Celery, Rhubarb



Attention, Mr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build: Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.

Rogers Bros. Seed Co.

Breeders & Growers
Pedigreed Strains

PEAS---BEANS---SWEET CORN

BLOOD TELLS

Chicago, U. S. A.

MAX AMS Closing Machines

Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

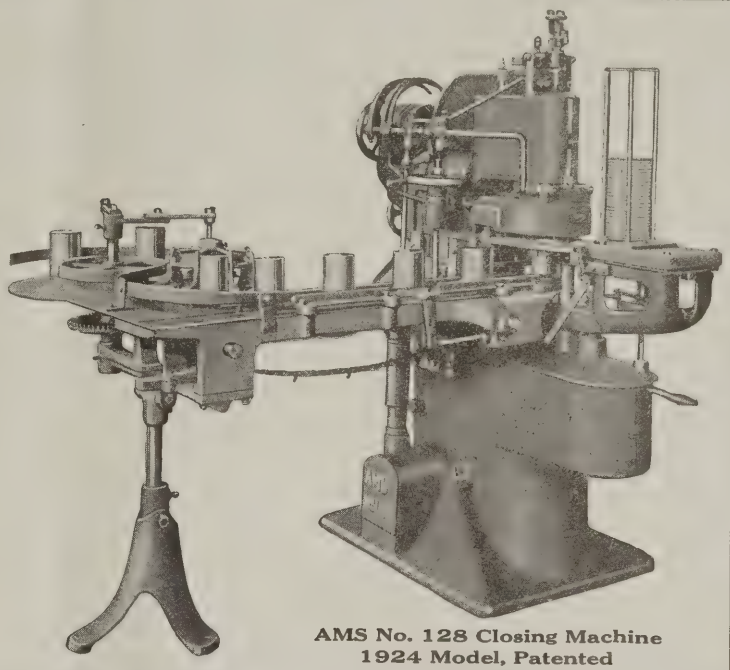
AMS built the First Closing machine and still builds the Best.

There is an A M S Closing Machine for every can closing need.

—o—

The Max Ams Machine Co.
101 Park Avenue
New York

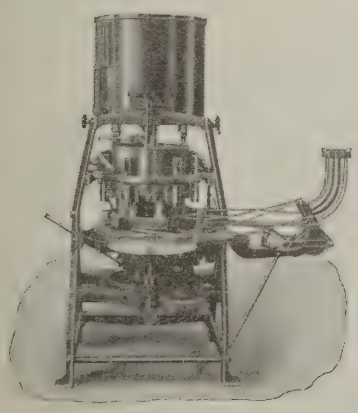
BRANCHES: Chicago and London, England.



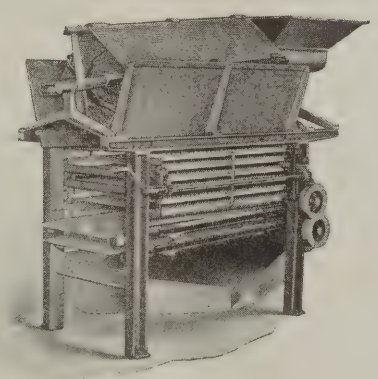
AMS No. 128 Closing Machine
1924 Model, Patented

Corn, Pea and Tomato Canning Machinery

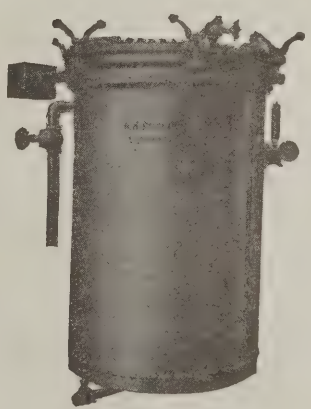
"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

Fruits:		
Peaches	57,947,751	40,244,591
Pears	46,492,390	40,553,353
Plums	2,532,900	1,522,434
Pineapples	23,099,436	17,414,173
Cherries	1,925,935	1,465,702
Apricots	(1)	25,771,246
Other	73,155,290	20,604,876
Totals:		
Vegetables (including soup)	46,696,259	48,558,399
Fruits	205,153,702	147,114,112
Meat	14,718,737	16,137,725
Fish (including shellfish)	96,538,654	102,857,662
Milk	187,496,841	194,264,371
Grand total	550,004,193	558,932,269

American Canned Foods Stand Quality Test—For many years canned fruits, largely the products of California, have been exported to all parts of the world, and have successfully met foreign competition on the quality basis. In no other country has this branch of the industry been carried on with such careful attention to the selection of the stock, excellence of workmanship, and close supervision of the technical details necessary to secure the sterility and appearance of the product. To maintain these standards of quality, and as a result of high duties in many consuming countries, it is neccessary that the selling price be somewhat high. In many foreign markets these products are considered luxuries and are sold only to people possessing a comparatively high-purchasing power. The market decrease in the exports of canned fruits—amounting to 28 per cent, based on the 1922 exports—can be attributed partially to the reduced purchasing power for luxury goods abroad, and partially to the well-sustained consuming power of the domestic markets. The decrease in exports of canned fruit is the only adverse phase of the export trade in canned foods, all the other classes showing gains.

Cuba the Leading Buyer of Canned Milk—Canned milk (including evaporated and condensed milk), has been somewhat unusual in its course. For the first 11 months, compared to the same months of 1922, there was a decrease of about 7.4 per cent. During December, there was a great increase in the foreign demand, so much so that the exports for that month were larger than those of any month for the last two years. This sudden gain brought the total for the year nearly to 200,000,000 pounds, an increase of about 4 per cent, based on 1922. England, Germany, France, and the Philippine Islands, are our best customers for evaporated milk, while condensed milk goes to Cuba, to China, Japan, and other oriental countries. Cuba is by far the largest consumer. Increases in other milk products such as condensed skimmed milk, sweetened and unsweetened, and dried milk, have appeared during the year.

Canned Vegetable Trade Encouraging—Large Gains in Canned Fish—Exports of canned vegetables have been gratifying, and point to still brighter prospects for the future. There was quite a large decrease (27 per cent) in the exports of canned beans, and a smaller decrease in canned tomatoes, but much more than offsetting these are the increases in canned soup (17 per cent), canned peas (58 per cent), and canned corn (11 per cent), and canned asparagus (28 per cent). The increase in the exports of canned soups are largely due to the activity of one manufacturer in making a foreign market for a previously unknown product. The increases in exports of canned soups are largely larly favorable at this time, for the pack, according to figures of the National Canners Association, is the largest in the history of the industry. Domestic prices have held up throughout the year, which may be attributed, at least in part, to the foreign demand. The generally high standard of quality of this product has also helped in the export trade.

Canned fish show rather large gains for such an important product. Although canned salmon exports decreased, the increase in exports of sardines more than compensated for it. This increase (68 per cent) was the largest recorded for any canned food. It is believed that this is due partially to more intensive selling, especially in the Far East, and also to an appreciation of the improvement in the quality of American-packed sardines. The statistics for all the kinds of canned fish products are not separated, so it is impossible to discuss possible changes in exports of products such as canned shrimps, crabs, and lobsters. Canned meats show an increase of almost 10 per cent. The amount is far below that of the war years, but it





Just as We Predicted - - It Made a Big Hit.

A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, — and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

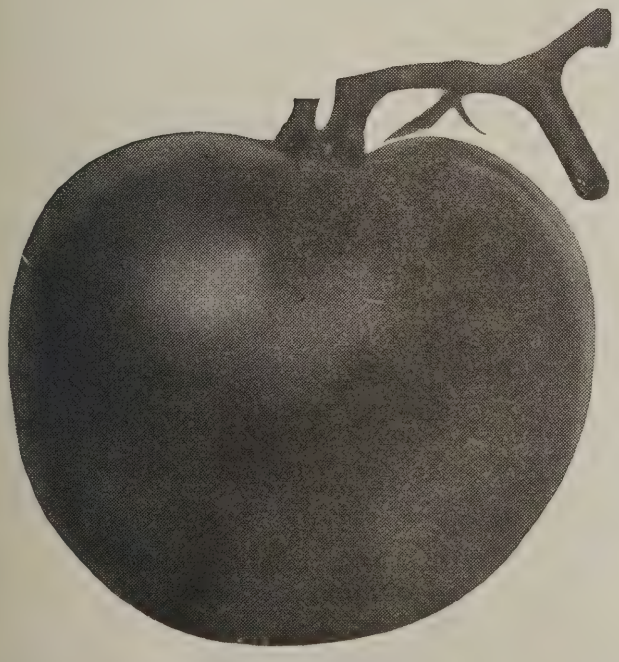
Steel Rolls are sanitary. That alone is a sufficient reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

Invincible Grain Cleaner Company.

Silver Creek, New York.

LANDRETH GARDEN SEEDS



THE LANDRETH

SPOT OR 1923 CROP SEEDS

We have for spot delivery, a few Alaskas, Green Admirals. These are all short.
Sweet Corn is short. We still have some however.
Write us for prices.

We also have the following for spot delivery——

Peas	Okra	Cabbage	Cucumber
Corn	Tomato	Spinach	Snap Beans
Beet	Squash	Pumpkin	Cauliflower

Dwarf Lima Beans

Or any other varieties you may want.

FUTURE OR 1924 CROP SEED

When ready to place your Contract order for delivery after 1924 crop is harvested, write us for prices.

If we had not grown good seeds, given fair prices and careful attention to business, we would not be the oldest Seed House in America, as this is our 139th year in the business.

D. LANDRETH SEED COMPANY

BRISTOL, PA.

Business Established 1784
140 years in the Seed Business.

is interesting to note the tendency to increase. England, Scotland, and Cuba are the most important consumers of these products.

England, Canada, Cuba and Mexico are the largest consumers of our canned foods at the present time, although there is a very large potential market in Latin America. Under the existing tariffs in many countries, however, large exports to them are impossible, as the necessary retail price places the product out of reach of the vast majority of the consuming public.

American Exporter Must Meet Increased Foreign Competition.—Foreign competition in canned foods is becoming quite important for the American producer. Through the development of immigration in Australia and the increasing population there, and the growing industry of British South Africa, new sources of fruits for canning have appeared.

The trade in canned fish is somewhat peculiar. We are both importers and exporters of canned sardines. Our exports are largely of cheaper grades, while most of the imports are fancy grades. The canned-salmon industry of this country and Canada, located on the Pacific coast, for many years had no competition. Recently a number of factories, largely of Japanese ownership, have been established in Siberia, and their products are highly competitive. Through an association, they are carrying on rather extensive advertising campaigns, especially in England, and it is believed that the American exporter will need to be active to preserve his markets.

VERY SERIOUS IF TRUE

"Farmers are being starved off the land at the rate of 100,000 a month, eliminated as income taxpayers and their purchasing power cut in two," said Congressman John W. Summers, of the Farm Export League, to representatives of the press.

"The farmers" purchasing power is reduced from twenty-five to fifty per cent. Instead of meeting the family needs in the usual way," said Mr. Summers, "millions of farmers are limiting their purchases to bare necessities. This is being reflected to the factories and commercial concerns of the east and south.

"As a matter of fact constantly selling for less than the cost of production is starving farmers off the land at the rate of a hundred thousand a month, and the end is not yet reached.

"The necessity for the immediate passage of a stabilizing, equalizing far mmeasure such as the McNary-Haugen Agricultural Export Bill, is reflected in these significant figures:—during fifty years, from 1870 to 1920, there were 3.050 bank failures recorded in the United States; in three and a half years 1,484 banks, largely in agricultural States, have closed their doors, and the last few months have been the worst. In other words, about half as many banks have failed in three and a half years as in the preceding half century.

"Statistics show that the farmer has been almost wholly eliminated as an income tax payer. These conditions point to an economic condition so grave as to arouse the entire nation to the necessity of action.

"We believe the Agricultural Export Bill, when enacted into law, will go far in helping the farmer to solve his problems. It should have nation-wide support."

We find difficulty in seeing just how an export bill will help the farmers. All the rest of the world has either a surplus of crops, and, therefore, low prices, or no money to buy America's surplus. The farmers' trouble is the lack of the old plentiful supply of cheap labor, due to restricted immigration, and the ability to get well-paying jobs in the cities. But this labor employment ought to increase demand at good prices, and it does, so the onus of the trouble would seem to be found in the lack of immigrants.

MARYLAND'S TOMATO ACREAGE IN 1923

(Taken from "Maryland Farm Statistics," issued by University of Maryland—Extension Service.)

Counties	1918	1919	1920	1921	1922	1923
	Acres	Acres	Acres	Acres	Acres	Acres
STATE	78,540	57,820	34,550	12,190	37,170	44,230
Anne Arundel..	5,665	5,376	1,200	238	1,715	1,661
Baltimore	6,217	4,305	2,513	782	1,294	1,083
Calvert	1,110	401	441	.....	271	157
Caroline	8,376	6,508	5,630	3,751	7,528	6,395
Carroll	1,117	725	808	206	509	1,023
Cecil	1,509	1,237	1,440	325	1,310	1,856
Charles	163	105	.....	.....	189	286
Dorchester	11,216	9,848	4,750	3,500	1,994	3,892
Frederick	218	266	215	90	189	239
Harford	6,814	4,804	3,348	422	4,579	5,310
Howard	593	387	143	15	76	382
Kent	4,176	3,788	2,529	673	3,927	5,612
Prince Georges..	839	486	421	.....	88	95
Queen Annes....	4,282	2,732	1,609	385	2,924	2,842
St. Marys.....	1,873	577	228	.....	422	861
Somerset	5,796	3,899	3,033	203	2,999	4,851
Talbot	6,515	4,979	2,035	962	2,488	2,542
Washington	101	410	166	30	155	330
Wicomico	7,724	3,302	2,332	284	2,016	2,540
Worcester	4,236	2,685	1,709	324	2,497	2,273

MAKING SURE WITH FERTILIZER

Maurice Lux, of the well-known corn-growing family of that name, living at Shelbyville, Indiana, was awarded the junior championship at the 1923 International Hay and Grain Show, for his exhibit of 10 ears of corn grown and selected by himself.

Commenting on his methods, he made this statement, "As I was in school, I had nothing to do with preparing the seedbed, but the ground was clover sod. This is a mighty good place to grow corn, because of the fertility; but I further made sure of a good yield by using 75 pounds of commercial fertilizer. This tested 6 per cent potash and 12 per cent phosphoric acid."

Maurice grew 101.5 bushels of corn on his contest acre, at a cost of 36 cent a bushel.

G. H. Hanna of Dansville, Michigan, applies 80 to 90 pounds of complete fertilizer per acre with the corn planter. He states that in his experience, fertilizer has increased the yield 15 per cent, and starts the crop quicker which is a big advantage if the spring is cold. Other benefits he names are earlier maturity, fewer nubbins and better adherence to type.

SAUERKRAUT POETRY

Good Sauerkraut—Quality Sauerkraut
Makes a good quality odor.
But poor Sauerkraut—Rotten Sauerkraut
Makes a hell of a smell. —Roy Irons.

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling **West Virginia**

NEW YORK OFFICE
Room 1313-32 Broadway

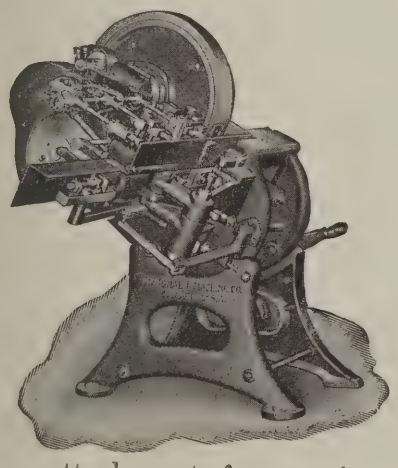
CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

COLUMBUS, O., OFFICE
Columbia Building

No. 30A Automatic Strip Feed Press



This Automatic Strip Feeding Press is adaptable to the rapid and economical production of can ends or other articles made from tinplate or light sheet metals up to 4'' round or square. The feeding mechanism is entirely automatic giving an output of from 60,000 to 100,000 a day and is arranged so that change gears may be utilized for handling from 3 to 20 cuts to the strip and stock up to 29'' in length. The positive action of feed not only allows a high capacity, but insures an accurate register for decorated work. As on all our automatic presses an improved friction brake is provided which does not engage crankshaft until clutch is released. To prevent damage to dies, press is equipped with a recent improvement which automatically stops the entire mechanism when conditions are not entirely regular. Standard equipment includes attachments for one size only with exception of dies. Attachments for additional sizes can be promptly furnished at extra cost.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

A Frank Statement To Non-Members of the National Canners Association.

By ROYAL F. CLARK, *President*

FOLLOWING the optimistic spirit of the entire membership as to the work of the National Canners Association and its opportunity for further work, a campaign for membership was launched, commencing in March, and will end in May of this year. An increased membership will reduce present dues without impairing the efficiency of the organization. Therefore, every present member is an interested party and as such has been requested to help in the solicitation of non-members. However, this interest is not alone financial. It is an interest in making the National Canners Association a stronger organization with added prestige, and it is therefore my most earnest wish that the service of the National Canners Association be sold to non-members.

It seems to me the proper way to present the matter of joining the National Canners Association to non-members is to frankly inquire whether, in their opinion, the work now being done by the N. C. A. should be dropped. Those canners who are familiar with the work feel that the results obtained are indispensable. I believe that the canners have become better acquainted with the work during the past year or two. There has been unusual attention given to addresses made by technical men from the laboratories at conventions, whereas a few years ago scientific men were merely tolerated. It seems to me that each canner ought to ask himself these questions:

1. Can we safely dispense with the study of spoilage, including flat sours, particularly in view of the fact that new types of spoilage are constantly occuring?

2. Can we safely dispense with the study of botilism, or rather with the study of methods and apparatus to carry on this kind of work, and in this connection I would like to quote what Dr. Meyer said in reference to the outbreak of botulism in 1919:

> "Extensive experience has definitely proved the broad applicability and absolute reliability for this standard method. Furthermore, it

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

— for the —

Pea Canner
Corn Canner
Tomato Canner
Fruit Canner
Milk Canner
Meat Canner

BERLIN CANNING MACHINERY WORKS
BERLIN, WIS.

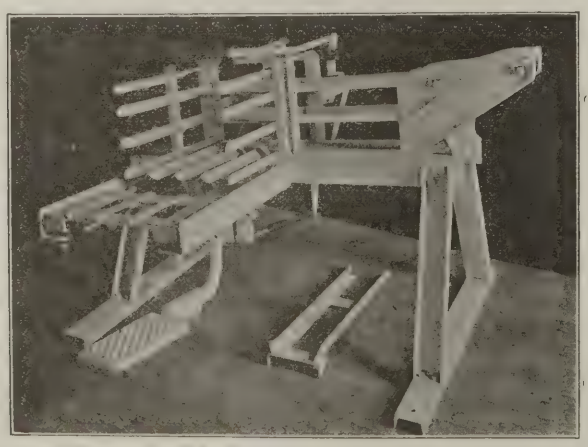
COVER YOUR WANTS EARLY



Not made to meet competition
Made to beat competition

We manufacture and sell to the largest canners in the country.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.
Phones { *24147*
(Night) Berkeley 200



The KYLER Boxer

We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

IT is of great importance for a packer to be equipped with Hamachek Ideal Viners. This enables him to get a larger percentage of better quality and increases the pack of the smaller and higher priced siftings. It often prevents bunching of the crop which might result if the packer is obliged to wait until the peas are advanced so that a less efficient viner can satisfactorily thresh them.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

must be said that without this method it would have been impossible to conduct this complicated study on the heat resistance of Botulinus. Careful and painstaking studies which had been conducted by the Research Laboratory of the National Canners Association in developing technique have saved an enormous amount of time and expense. It can therefore be said without fear of contradiction that the two years spent by Bigelow and Esty in discovering and developing the method were of fundamental importance in the work of botulism."

3. Can we safely dispense with the study of discoloration in canned foods, and particularly in corn?

A circular was recently issued by the laboratory outlining progress made in this important study. A second circular, now in press, gives a method which is believed to be a solution of the problem so far as corn is concerned, provided canmakers can make practical the laboratory method which has already been tried out on a fairly large experimental scale.

4. Can we safely dispense with the study of questions involving the manufacture of tomato pulp and similar products?

5. Can we safely dispense with the study of vitamines, in view of the many many publications to the effect that vitamines are destroyed thru the processes of commercial canning? In this connection I will call your attention to the fact that about two years ago space writers were knocking canned foods; and manufacturers of so called vitamine concentrates were advertising their product as valuable, especially to those who found it necessary to use canned foods largely in their diet. Not only were articles published in newspapers, but these ideas were taught in schools of all kinds, from grade schools to colleges. Since that time the laboratory succeeded in interviewing physiological chemists in the study of this question and has participated in this study itself. As far as this work has gone, it has shown that canned foods are richer in vitamines than the same foods cooked in open kettles in the kitchen.

6. Can we safely dispense with the study of the influence of hard water on canned foods?

7. Can we safely do away with the study of springers and perforations? It would hardly seem necessary to call attention to the necessity of greater activity in the study of this important subject.

8. Can we safely dispense with the study of tin plate? This subject was given publicity during the last convention.

9. Can we safely dispence with the activity of the Association in meeting the attacks of the nutritive value, and wholesomeness of canned foods? These attacks usually made in good faith and are the result of lack of information. The information secured by the Research Laboratory in its fundamental investigations has given a stock of information that makes it possible to answer these attacks. As a result, there is a vast amount of correspondence with authors of books and writers of magazine articles who have made misstatements, and which correspondence results in a retraction.

Dependability

The value of efficient and reliable workers is that they can always be depended upon to carry a given task through to a finish.

This is also the secret of the constantly growing demand for

Wyandotte Sanitary Cleaner and Cleanser

In increasing numbers producers of canned foods are learning to place absolute dependance upon this cleaner for all their cleaning work.

For they have always found its quality to be uniform and of unvarying superiority. They have always found its cleaning action, quick, easy and harmless to user and equipment. They have always found its free rinsing a guarantee of faultless cleanliness and a protection to quality products.

Moreover they have always found its use so productive of economy that it is a definite factor in the profitable operation of canned food production.

Ask your supply man.

Indian in circle



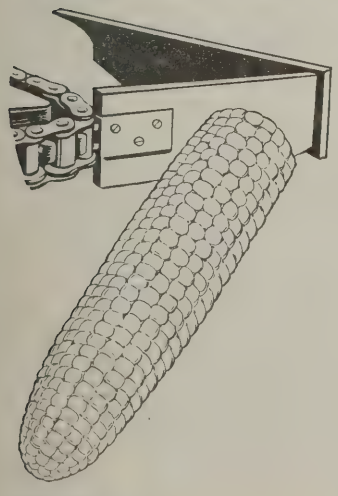
in every package

The J. B. Ford Co. **Sole Mnfrs.** **Wyandotte, Michigan.**

Peerless Huskers WON'T CLOG



Positive Feed and Discharge
Keep the ears moving in Peerless Huskers.



ONE move won't take you very far. You've got to keep on moving. That's what the Peerless Husker does with the ears of corn— it keeps them on the move from the time they are fed into the machine until they are finally discharged onto the conveyor.

The Peerless Husker carries the ears of corn through the ear mover past the knives and up to the rolls by means of "flights" attached to a chain— one "flight" to each ear of corn. The ear is always directly in front of the flight moving along with it.

When the ear reaches the rubber rolls it is met by a different kind of flight which carries it over the rolls and finally discharges it onto the conveyor.

The feed chains and discharge chains are set in time and a sufficient interval is allowed for each operation.

Each ear is moved along to the different operating features positively, and is constantly kept from interfering with the ears preceeding or following.

SPRAGUE-SELLS CORPORATION

500 NORTH DEARBORN STREET, CHICAGO, ILLINOIS

Peerless Huskers

It is not always appreciated that the research work of the laboratory is of a fundamental nature, and that the results obtained will be applicable for many purposes. This is illustrated by its processing studies (heat penetration and resistance of bacteria) which were conducted for the purpose of preventing spoilage, but were found equally applicable to the study of botulism.

10. Can we safely dispense with Canned Foods Week and ought we not make a greater effort this year in this direction? Production is continually on the increase. Consumption must be increased or someone will most certainly be hurt. No other industry has as wide a field for effect as the canning industry, it having been shown many times that the per capita consumption of canned foods is and has been low.

11. Can we safely dispense with the help and assistance we are now receiving from the National Canners Association in the broadcasting of the truth surrounding the preparation of canned foods.

12. Can we safely dispense with the N. C. A. and be without any organization whatever to combat the false articles of alleged poisoning? I wish every canner might read the voluminous correspondence and know of the vast amount of work done by the Association in this connection.

13. Do we want to dispense with the **National Canners Convention** and the several meetings throughout the year which afford the opportunity for exchange of ideas and give us a better conception of our own business.

14. Can we safely dispense with the connection we have with the several state departments of agriculture formed thru our Raw Products Laboratory?

15. Can we safely dispense with the connections we have with the universities, scientific men, government officials, and the public thru our Association?

I have only touched on a few of the activities of the Association, in fact, only those that have come to my mind in a short space of time while dictating this memorandum, but it does seem to me that these questions should be answered by every canner, and if the answer is in the negative, then why should the burden of financing this organization fall on a few? I am anxious that the membership shall be doubled and believe we now have sufficient new members in sight to make it possible for a reduction in dues to at least 2-5 of 1c per case. The policy of the Association will be to reduce the expenditures as far as possible, but not to interfere with the efficiency of the organization and I pledge my unqualified support throughout the year.

If you have any criticism to offer, write me. If you want to know more about the work, write me. I am at your service.

A WRONG WAY TO GO ABOUT IT

The idea that the canneries handle "culls" of any crop—that part of a crop which is not fit to send to market—went out of style many years ago. The fields or orchards do not produce too good quality for the canner, and he is a long way behind the procession who does not know this.

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

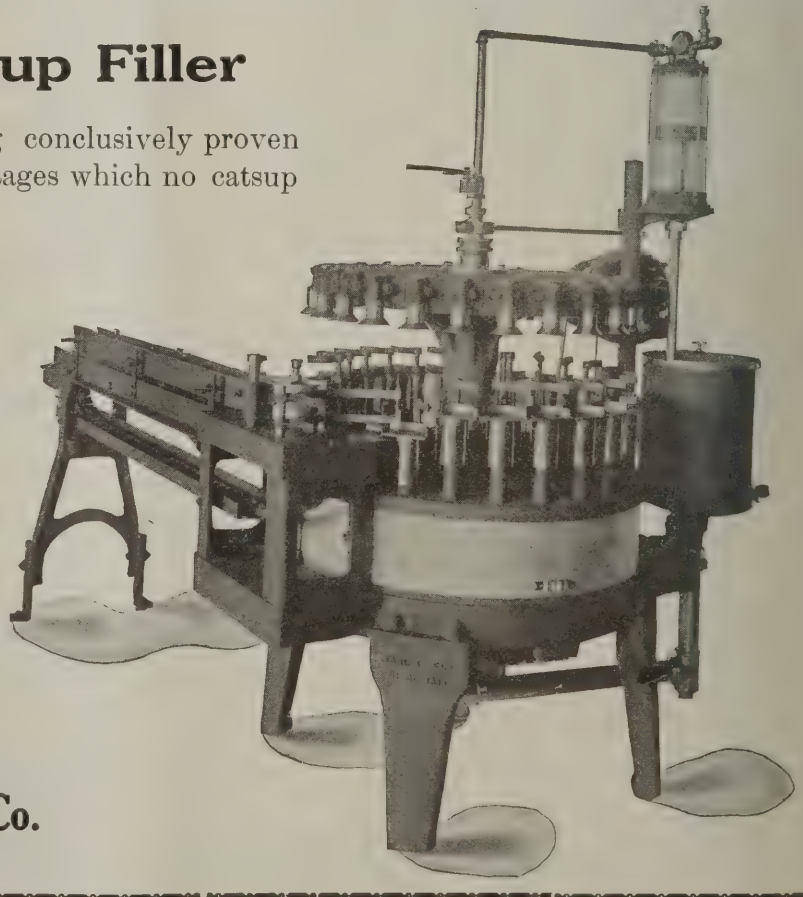
There is no perceptible loss in temperature when filling.

Metal contact is reduced to a minimum.

Nothing to take apart when cleaning at the end of the day's run.

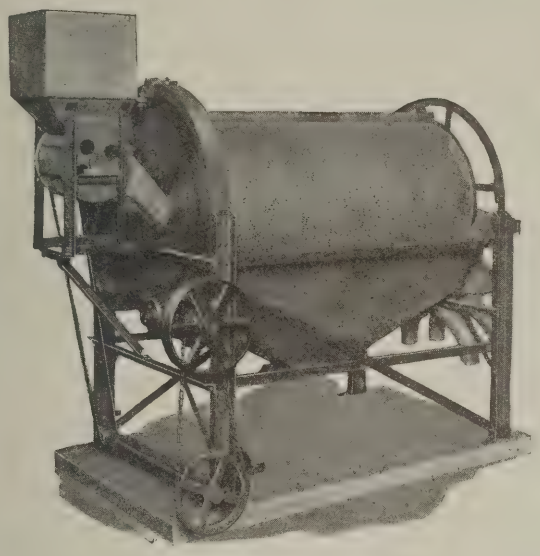
We are willing to prove these things to you in your plant. Many manufacturers have already placed their order for this season.

Get your order in before it is too late.



The Karl Kiefer Machine Co.
Cincinnati, Ohio.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

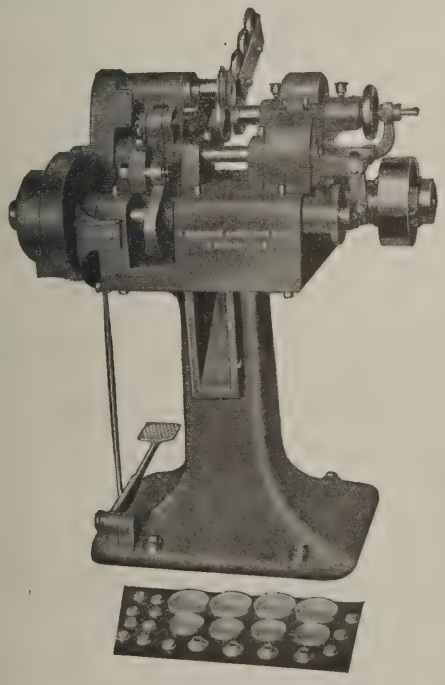
For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grader, and Other Canning Machinery.

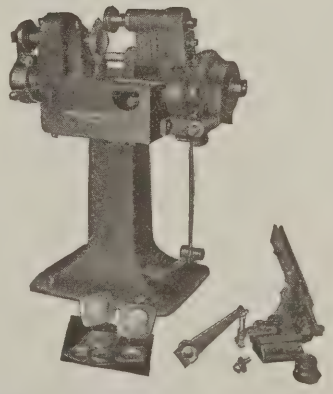


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

J. O. Booton, in writing us as he did recently may attract the vinegar maker, but not the canner. It is very probably true, however, that from the big crop of peaches mentioned, there will be many hundreds of cars of "tree-ripened" fruit—the finest flavored fruit produced—but which is too good (eating qualities considered) for rail shipment. If this kind of prime fruit is available to nearby canners, they would do well to use it, and could use nothing finer. But this is not "culls."

Mr. Booton's letter reads:

Marshallville, Ga., April 4, 1924.

Gentlemen: There will be the culls from around 400 cars of peaches from the operation of two co-operative packing houses in Marshallville, Ga., the coming shipping season (May 15 to August 1). Any canner or vinegar maker who would be interested in working these up, not only for this season, but for the coming season, might do well to address us for detailed information. The establishment of other co-ops. in the town will run the amount available to as high as culls from 1,000 cars. If interested, write.

Yours truly, J. O. BOOTON,
Marshallville, Ga.

UNLESS YOU PACK QUALITY

Secretary Roy Irons of the National Kraut Packers Association recently sent out this circular letter. There is but one answer: unless you pack quality for heaven's sake don't try to advertise the product. That's where the non-member, packing poor stuff, hurts the great mass of good packers. Here is the evidence:

Clyde, Ohio, March 25, 1924.

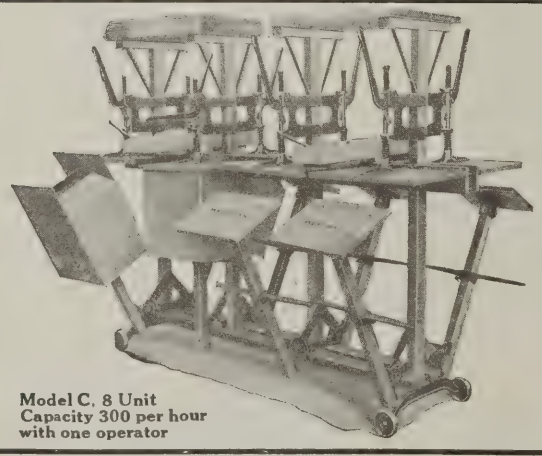
TO KRAUT PACKERS:

HELP SAVE US

Now we are up against it. In recent months we have received more letters than usual from mystified consumers wanting to know, "What is the reason all canned kraut is not the same; some we get we can hardly eat? We thought canned kraut was all good." Another writes, "The canned kraut we get in this section is so salty we can't use it." And still another writes, "We used to get good canned kraut, but what we have bought lately is hardly fit to eat." There are many more we could quote. How many more are mystified who never write? We guess those who write saying they thought all canned kraut was good, are new users—the others we assume are old users and can't be fooled.

How are we to answer these people? We are on the defensive and have to reply to a courteous and very proper question. It a large per cent of good kraut sold in bulk and the off kraut merchandised thru the can? We don't know what to say to these people and are passing this along to the Canners of Kraut for a proper answer. What shall we tell them?

THE NATIONAL KRAUT PACKERS ASS'N
Roy Irons, Secretary-Treasurer.


Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most *Efficient, Simple and Economical* machine for sealing Corrugated and Solid Fibre Shipping Containers. Adjustable to a wide range af sizes. *Descriptive matter on request.*

McSTAY MACHINE CO., Manufacturers
515 Van Nuys Building, Los Angeles

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

Stevenson & Company, Inc.
Can making Machinery,
Dies and Machinery made to order.
601-7 S. Caroline Street, - - - Baltimore, Md.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No. 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	Out	1.15
Standard, No. 2½	1.55	1.50
Standard, No. 3	09'1	69'1

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.10	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.70	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	5.50	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.75	5.15
Standard, No. 10, f.o.b. County	4.65	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.97½	1.05
Standard, No. 2, f.o.b. County	.95	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.62½	.70
Standard 1s, f.o.b. County	6 2½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10	....	4.50
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.30	2.50
Standard, No. 2	1.75	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	45.00



COLORS: Black or White
30" x 38 — $12.00 dozen
38" x 44" — $15.00 dozen

Do You Know

— that PROTEXU CANNERS APRONS will save you money because they are **low in price, unusually durable,** and afford **greater protection** for your employes?

Scientifically constructed of fine, strong fabric, amply coated with tough, elastic, **wear-proof rubber,** Protexu Aprons are especially designed for all canning operations. Hundreds of canners use them exclusively, finding them **most economical.**

Moreover, Protexu aprons are **soft, flexible, lightweight** and extremely **comfortable** to wear. Made in any standard or special size, with or without bib.

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BEAR BRAND APRONS, another popular style (grey), **large in size,** and weighing only **16 ounces,** costs **$15.50 dozen.**

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Makers of all styles aprons for all industrial purposes

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The value of your labels depends entirely upon the gum you use for sticking them to your containers. *If the gum does not actually carry your labels to consumers ---you might as well save the expense of labeling.*

We specialize in gums and glues that will not crystalize under any condition, and will positively hold your labels to tin, glass or other surfaces until your advertising message is seen by the consumer.

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THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, APRIL 14, 1924

WEEKLY REVIEW

Canned Foods Business Fine—Retailers Buying Steadily—Spots Will Soon Be All Gone—Tomatoes Lower—Pea Planting Delayed—Season Growing Late—Tomato Growers Threaten High Prices—Futures Are Selling Slowly.

BUSINESS IS FINE—That is just an absolutely truthful statement of the canned foods market as we write. Of course, it does not satisfy everybody—nothing ever does. But this industry has never seen better conditions than exist right now. And to an old market "dopster" the remarkable thing about it is that there is no glaring exception in any item. Usually there is some one article or item which is dragging and keeping some set of canners in the doldrums. But what article of canned foods could be classed in that way now? The retailers are buying constantly, turning their stocks frequently, almost continuously, and are buying actually in a very much better way than in big lots, and thus clogging their movements. Naturally the wholesalers or jobbers must keep buying constantly, also, and although in smaller lots than some would like to see—they are buying, and taking the spot stocks down to the vanishing point. And they are not haggling over prices, to any extent. Everyone now recognizes that the spot canned foods market will be marking time in a short while, as there will be no goods to trade with, the stocks will all be cleaned up. Already those old discarded stocks, which the owners never expected to find a market for, but could not get up heart enough to run out on the dump, are being brushed up and offered at a price, as is, and are finding takers, sorry to say. They are going to a class of poor trade which may welcome them, and they are doubtlessly worth what is being asked for them. It is uneconomic to waste good of any kind, if it be food, even though of a poor grade, and that is where these tailing-over stocks are going. The warehouses are being cleaned out from cellar to attic in the greatest house-cleaning this industry has ever seen, and the heaviest consuming months for canned foods are yet ahead of us. Is there any other way to brand a market situation like this than "fine"?

The Central West is cleaned up on tomatoes and peas, is rapidly cleaning up on corn, and has been cleaned up on string-less beans and some other items for months. Corn is moving at a dollar, and it is becoming hard to find the kind of corn wanted at any price. When they want tomatoes they are forced to come to Maryland and to Virginia, and these two single owners of tomato stocks, always famed for their hospitality, so far from taking advantage of their opportunity by advancing spot prices, are reducing their prices to help out their fellow States in need. Spot tomatoes are quoted lower in this market this week than last! Why? Well, there is no reason for it, and we can, therefore, only attribute it to the good nature of these Eastern tomato canners.

GROWING CONDITIONS—Last week we reviewed the rather favorable growing conditions which confront canners' crops up to this time; but it would seem that these are not without their drawback. "Winter lingering in the lap of spring" is once more threatening the Southern pea crop by making it difficult for the pea growers to get their crops planted. The chill which continues in the air, giving us a feeling of winter rather than of spring, would not matter so much, but the almost continuous visitation of rains, intermingled with snow flurries, keeps the ground in anything but favorable condition for seeding of peas. During the past week we have had the heaviest rains which we can recall ever seeing before, raising tiny streams to roaring rivers and flooding lands and fields. The end of the week witnesses better weather, but it will take a "spell" of this better weather to permit planting on those fields. And it is now getting late for peas. Just how much of the crop has been delayed, hereabouts and in other heavy pea-planting regions, we are unable to say; but delays of this kind are the things that hold down the ultimate pea acreage. If we have good weather over the great pea-canning regions—and where are they not going to can peas this season—the next few weeks will see an immense acreage put out. It will pay every market student to watch carefully the weather conditions these days, because the size of the pea crop and pack is in the making as we write.

And the pea canners are not the only ones. The tomato beds are being made and planted, and the tomato men have learned that the size of the tomato crop depends very largely upon the success of the tomato plant beds. Weather remarks are not mere breezy nothings with this industry, but the most important things that can be considered—until the crops are in the cans.

FUTURES—Nearly every section reports future canned foods are selling but slowly. At the same time these reports are almost invariably accompanied by the explanation that the buyers have covered their requirements to a very large extent, and that most canners have as many orders on their books as they care to place there until they can see more clearly just what they may expect from crops and acreage. This again makes a most healthy condition—far more healthy than is usual in this industry for this time of the year. And, again, all futures are so included, there being no neglected line.

Peas, as is well known, are sold up almost if not to the limit of the canners' prospects, and certainly until they can see more about crop prospects. After the planting has been done they may open up for more, but not until then. So the fellow who wants future peas has to take what he can get and pay what is asked.

Corn is also selling well as futures. Maine reports being as well sold up now as it dare sell, and some of the Western States report the same thing. Maryland continues to sell future corn, and, like tomatoes, has not advanced its prices as much as it might, although it is more on a parity with the Western prices than are tomatoes.

In tomatoes the canners are feeling uneasy, owing to the action of the tomato growers. County agents in this section are generally holding the growers in hand, and some fear that they are asking too high prices for acreage. The general run was supposed to be $15 per ton, but prices as high as $25 are heard, and if the growers try to put this over, there will be but small contracting by the canners, and large growing of the free-lance variety—uncontracted—which in all probability will come upon the market at ripening time and break prices to pieces. It is to be hoped that the Government, which has engineered this combination of growers in a way that it would not permit the canners to co-operate for a moment, will see that the growers keep within the bounds of reason. The Tri-State canners cannot afford to pay more for their tomatoes than other sections of the country, and under the improved yields which better plants showed them were possible last season, $15 per tons is a good price. Yet in spite of these advancing prices by the growers, the canners are reducing their future prices on canned tomatoes. It is to be hoped that the tomato canners will rapidly get the desired quota of futures on their books at below cost of production, as they seem to think they must do or that they cannot operate. They want them and they are getting them at prices which cannot make them a profit. Other sections are wisely letting them alone in this suicide act.

Stringless beans, to which we referred last week as promising to be very large this season, are sold out clean as spots, and a good many canners have had to close their books on futures. Some canners believe that the string bean pack cannot be overdone, that the people will eat more string beans than they will peas. Maybe so, but they will have to be well and carefully packed.

Fruits have made a very decided improvement and are in better demand for both spots and futures.

NEW YORK MARKET

Market Shows Increasing Strength—Prices Stiffening — "Sold Out" Signs Appearing in Place of Spot Stocks — Prices on Tomato Futures Low—Glass Goods Becoming More Popular — Grapefruit Slumps — Sweet Potatoes Cleaned Up.

New York, April 10, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

BUSINESS Good—Continued strength features the local canned foods market, and there was a satisfactory volume noted here throughout the week. The canned foods market has been in good shape for so long that the trade is beginning to accept it as a matter of course, and trading that a few years ago would have evoked enthusiastic comment is now accepted as a matter of course. In consequence, the trade reports the market "still quiet," when, as a matter of fact, it is in the healthiest shape that it has been for quite a few years back.

Prices Stiffening—There is a gradual strengthening of spot values as holdings become depleted, and the pick-up departments of the various jobbing houses here are active in seeking small lots to fill orders on hand. The "sold out" code marking is beginning to find its place in jobbers' buyers' stock books, and the trade is anxiously awaiting the starting of shipments of new pack on some of the more wanted items.

New Ruling on Peas—Following a public hearing at Madison, Wis., at which representatives of the wholesale grocery trade protested against the Wisconsin Department of Markets ruling on the wording of labels of peas bought and sold in Wisconsin, it was decided that exemption from the order shall be granted on Wisconsin peas in interstate shipment under buyers' labels. The ruling of the Wisconsin Department of Markets provides that all canned peas shall be labeled to indicate both variety and size.

Future Tomatoes—Offering of future tomatoes on 100 per cent contracts are noted this week at 55 cents for standard 1s, 85 cents for 2s, $1.25 for 3s, and $3.90 to $4.00 for 10s. Distributors have not been operating very extensively during the week, but they are giving the tomato market more attention, as reports from the Mid-West indicate increasing strength in tomatoes on future contracts in that territory. Wholesale grocers are now working their retail trade for future tomato business, and there are indications that they soon will be in the market for additional futures to cover their sales to the retail trade. Retail grocers appear to be rather bullish on canned foods this spring, and are buying spots with liberality as reports of the growing shortage continue to reach them.

Glass Goods—Corn, peas, tomatoes, beets, etc., packed in glass are becoming more and more popular in this market. Among the leading packers of these products now are the New York Canners, Inc., and W. R. Roach & Co. Since the packers have been featuring the sale of these goods through the chain stores, there has been a sharp gain in consumption. Formerly the fancy grocery store and delicatessen trade handled these goods, and, with the usual liberality of their sort, they were satisfied with only 100 or 200 per cent profit. Now that the chain stores have taken hold of the glass goods and started merchandising them right, they have come into greater popularity.

Market Oversupplied on Grapefruit — Canned grapefruit, formerly a 35 or 40 cent seller, has dropped to 21 to 25 cents per can in the chain stores, and the explanation is found in the reported overstocking of the market here, together with competition of the fresh fruit. A few pioneer canners started grapefruit canning a few years ago, and after several disappointments succeeded in turning out a quality article which met with the approval of the trade and public. As is usual in such cases, there was an immediate rush to get in on the part of other packers, and the present overstocked condition of the market is the result. Despite the present position of canned grapefruit, however, many of the sages of the market are of the opinion that the situation will straighten out and that grapefruit will eventually take its place as one of the leaders of the canned fruit line.

Spot Tomatoes—There has been a quiet movement in spot tomatoes during the week, with increasing strength noted "down below." Canners are strong at 62½ cents cannery for standard 1s and 95 cents to $1.00 for 2s, the outside price representing buyers' labels. Standard 3s range $1.37½ to $1.40, with 10s $4.50 to $4.75. Stocks of 2s, it is reported, are reaching the vanishing point in first hands.

Sweet Potatoes Cleared Up—According to one report from Maryland this week there are only 4,000 cases of sweet potatoes available at any price, and for shipment the market is quoted at $1.60 to $1.75 for standard 3s and $5.50 for 10s, f. o. b. cannery. Under these conditions, futures should be attractive to the buyers, the market being quoted at $1.20 for fancy 2½s, $1.25 for 3s, and $4.00 for 10s, with standards offered at $1.20 for 3s, and $3.75 for 10s.

Peaches Strong—There is a strong market for California peaches on the spot, and the Coast position is also strengthening. Stocks of peaches, both here and on the Coast, are said to be very light on wanted grades, and interest in futures is consequently growing keener as "the end of the pile grows near," to borrow an expression dear to the hearts of the Baltimore trade.

Trade Items—According to a letter from San Francisco this week, the O'Malley-Collins Co., prominent San Francisco brokerage house, is retiring from business on May 1 next.

The Victor (N. Y.) Food Corporation has appointed the A. C. Clark Co. New York sales representatives.

The Best-Clymer Co., of St. Louis, packers of jams, mince meat, molasses, etc., have opened an office here under the management of Joseph B. Schlechter.

Ed Rinaud, formerly of the canned foods sales force of Butler & Sergeant, Inc., is now with the United States Stores Corporation, and is located at Columbus, Ohio.

Walter Munro, of the sales department of P. E. Harris & Co., well-known Alaska salmon canners and distributors, is visiting the trade here.

C. W. Glick, former manager of the New York office of Mailliard & Schmiedell, has opened a sales office for the Bisceglia Canning Co., in London.

C. A. Van Landingham, well-known tuna and sardine canner, of Los Angeles, is visiting the New York market this week.

W. F. Assau & Co., of Baltimore, have announced to the local trade through Prince, Keeler & Co., that they are sold up on future stringless beans.

Ralph Polk, of the Polk Canning Co., Florida grapefruit canners, was here during the week, visiting W. D. Breaker & Co., Inc.

Music—Here's your vaccination song.
Writer—Whadaya mean, vaccination?
Music—It didn't take.—Reel.

Passenger A—How are you?
Passenger B—First rate; how are you?
Passenger A—Steerage.—Punch Bowl.

CHICAGO MARKET

Jobbers Pleased at Modification of Wisconsin Label Law—Market Active, Demand Crisp—Surplus of Canned Fruits on the Coast Not a Fact—Salmon in Active Demand—Fancy Tomatoes Cleaned Out—Futures Are Selling Slowly—Convention.

Chicago, April 10, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

PLEASED—The Wholesale Grocers of Chicago, and elsewhere for that matter, are greatly gratified at the modification of general order No. 11 by the Wisconsin Department of Markets. This modification permits the labeling of peas in Wisconsin with private labels, even though the private labels do not comply with the requirements of the law as to the printing of grade, etc., on the label.

There is no doubt that the wholesale grocers will eventually see the wisdom of complying with this provision even though they are exempted from doing so, because the lack of information on labels, of canned peas which now exists is so confusing to consumers that there is a demand from consumers that the description on labels be so simplified and made so intelligible that the housewife can buy a can of peas by looking at the label and thereby knowing what she is going to get inside the can.

The Market—The market for canned foods shows spirited activity and there is a brisk demand prevailing for all kinds and varieties of spot canned foods which can be delivered promptly. The trouble, however, is that the demand is difficult to supply on account of the scarcity or shortage of nearly all spot canned foods.

There was an impression that quite a surplus of canned fruits was being carried in California, Oregon and Washington, but investigation has shown that this is not the case, and California has sold out on all high grade canned fruits and is selling out the low gade goods rapidly. There is a little larger proportion of surplus in Oregon and Washington than there is in California, but the excellence of quality of goods that were packed there this last season will shortly attract sufficient trade to close out the output of 1923 before the new or 1924 pack comes on the market.

Salmon—There is a brisk demand for canned salmon in Chicago and the central west, and brokers are busy making up carload lots for shipment from the Pacific coast and in showing samples and negotiating with carload buyers. The demand is chiefly on pink salmon of a cheap seller, but quite a quantity of Red Alaska is being sold both in ones tall and halves flat.

Tomatoes—In canned tomatoes the wholesalers are rather poorly supplied and are trying to buy extra standards for private labels from Maryland and Delaware, but are finding that all the goods offered in those two states for prompt shipment are being sold as standard quality and there are no extra standards to be had. Neither are there any fancy canned tomatoes to be had.

Now and then reserve lots of extra standard or fancy canned tomatoes in small quantities are offered from Ohio canneries or New York canneries, but they are soon absorbed by the market and the offerings are very few and small.

Corn—In canned corn the Far West and Southwest beyond the Missouri River is buying freely and has been paying as high as $1.00 per dozen for full standard canned corn, f. o. b. canneries in Illinois, Iowa and Wisconsin. Prices below that are usually attached to a quality of standard corn that could not be classified as full standard. Some canned corn that could properly be classified as extra standard is being sold by canners at $1.00 per dozen in order to close out their holdings for the season.

Peas—In canned peas the selections offered to buyers just at present from Wisconsin for spot goods are so limited that they are hardly worthy of being quoted. There are a few lots still in the hands of canners unsold consisting of less than carload lots and of qualities that are not very desirable, but now and then an offering of desirable quality is found in canners' hands.

Michigan seems to be entirely sold out on canned peas and New York State is holding the suplus that she has at such high prices that wholesalers do not feel justified in buying them.

Futures—Future canned foods are selling slowly. The wholesalers seem to have contracted for sufficient supplies in canned vegetables in the staple lines to cover their future sales made to retailers, and are buying only as their own future sales to retailers increase, so as to keep covered. The buying of futures this season so far, especially in staple canned vegetables, has been considerable larger than in 1923 at this date and canners are very well satisfied with the situation. This is especially the case with pea canners of Wisconsin, many of whom have withdrawn from offering futures of 1924 pack, having sold all that they safely can contract.

Convention—The Western Canners' Association Convention to be held in Chicago, April 22, 23, 24, Hotel Sherman, seems likely to be largely attended, and of prime importance to canners and distributors. The program will be most interesting. The list of speakers show that many important subjects will be discussed by men of ability. Therefore, a large attendance is anticipated.

Special one and one-half fare railroad rates have been secured from all parts of the country.

Altogether the canned foods season for 1923-24, which is now drawing to a close, seems to have been thoroughly satisfactory to canners and to distributors. The prices at which the various articles in canned foods opened have been pretty generally adhered to. There have been but few advances over the opening prices and scarcely any declines. Therefore, it may be said that we have had a steady market and that anyone who failed to make a fair profit on sales, whether canner or distributor, has not availed himself of the possibilities of the season.

ST. LOUIS MARKET

Continues Quiet—Scarcity Making All Spots Firmer—A Unique Reason for Lower Prices—Peas Selling Only from Second Hands — But Little Being Done in Tomatoes—Better Corn Firmer—Spinach Held With Confidence — More Interest Is Shown in Fruits.

St. Louis, Mo., April 10, 1924.

By "Missourian."
Special Correspondent "The Canning Trade."

QUIET—Business in canned foods has been rather quiet the past week. With the limitation of supplies both at packing centers as well as in the hands of distributors, a firmer tone in prices prevails. This is reflected in advancing prices throughout all lines. Vegetables in wanted varieties are particularly scarce. In consequence of the enlarged retail demand there has been more interest shown in futures. It is reported but cannot be confirmed, that several big contracts in peas and corn have been placed. Spot stocks are being called on to take care of distributing needs. Jobbers are not over-burdened with staples so they require pickups and larger sized parcels to take care of their trade. They prefer to buy as they require the trade and not in speculative blocks. The policy of conservative buying has been so successful during the past year, that there is a general inclination to operate along the same lines in the immediate future.

Distributors are trying very hard to discourage advances in prices. Distibutors say that because of reports of curtailed production on account of frost damage or limited yields because of drouth, instead of advancing prices should lower them, because with fewer cans needed than anticipated, the can companies should be able to shade their prices. High prices are opposed by local jobbers on general principles and particularly so in a presidential election year, and the existing upset industrial and financial conditions.

Peas—As primary points are nearly out of 1923 lines of peas, buyers have to go to second hands and other markets to take care of their requirements, with the closing out of stocks, there is a higher market. Fancy No. 3 Alaskas from second hands, are reported at $1.85 f. o. b. Wisconsin points. Although in the hands of the canner, they are the property of dealers who have not called for their deliveries and the sales are made for shipment, but for the account of the present owner. Extra standards are being taken when it is impossible to get fancy. Cheap peas are nearly out. Future packs are firm, but there is not much business being done, because many dealers have covered and the majority of canners have sold out their anticipated packs. Southern packers have sold up their new packs so extensively that they are not looking for business. The same is true of Wisconsin.

Tomatoes—There is very little being done in tomatoes, as needed spot stocks are taken but little beyond the immediate requirements. Southern lines are coming into the Middle West markets to take care of the local shortages. This prevents can-

ners from being anxious to sell. The main call is for 2s and 3s, Southern and California 2½s. Little is being done in gallons. There is no demand for futures.

Corn—Fancy corn is very scarce, with the best-known brands bringing extra prices. Standards are steady, but there is no shortage. Only a few available lots of fancy corn can be picked up.

Spinach—Those having California and Southern packs of spinach are holding it at recent advances. A shortage in production is looked for in California due to the dry weather and short deliveries are predicted.

Fruits—Best informed dealers say that the unsold part of the 1923 pack of California fruits, is unusually light for this time of the year and popular sellers are short. The future market is unsettled. It is reported that the recent California frosts were greatly exaggerated, but the peach and apricot sections suffered some. This has a tendency to curtail the yield and canners are not trying to sell. Standard cling peaches, apricots, pears and cherries seem to be the most in demand.

Strawberries—Information has been received here that at the last meeting before the planting season of the Springfield Stawberry Growers Association was held at Springfield, Mo., this week, and the acreage checked up. The association, which was organized at Springfield a few months ago, is endeavoring to secure a total of 1000 acres in pledges, which will enable it to ship from Springfield at the rate of ten cars a day during the peak of the growing season. According to the president of the organization the pledges at the present time total 800 acres. This total will assure the shipment of at least several carloads a day during the busiest time of the season. The crop will be handled by the local association co-operating with the Ozark Fruit Growers Association.

The berry growers of the Humansville district, in the same section of the state, are also getting ready for the 1924 season, and will erect a large shed at Humansville at once for assembling the berries. The prospects for a big crop of berries in that section seem to be bright at the present time. It is reported that the big fields in sections south of Humansville were greatly damaged by the dry weather last summer, and that would, indicate that the supply of Missouri berries will be cut down considerably. Between thirty-five and fifty acres will be added to the acreage in the Humansville region this year.

CALIFORNIA MARKET

Peaches Damaged 30 Per Cent—Canning Crop Hardest Hit—Spot Goods Are Advancing—Oregon Withdraws Prices—Prices on Berries and Jams—Rain Has Helped Asparagus—Canning Spinach—Notes.

San Francisco, April 10, 1924.

Special Correspondent "The Canning Trade."
By "Berkeley,"

THE Crop Damage—More definite information regarding the probable damage to fruit crops in California by the frosts of March 220-24 is now at hand, and E. E. Kaufman, Federal crop statistician, reports that instead of the peach crop being damaged to the extent of 80 per cent., as was at first announced, the loss would be nearer 30 per cent. The damage to the clingstone peach crop in Sutter County, where about 40 per cent. of the State's canning peach crop is grown, is more than 50 per cent. Growers in Butte, Yuba and Sacramento counties also suffered losses, but to a less extent. Taking the State as a whole the loss by frost so far is but about 30 per cent., but it is to be noted that the heaviest loss is in the districts where the bulk of the canning crop is grown. Some damage has been done to apricots, but the loss is light in the Santa Clara district, where the greatest tonnage is produced. The pear crop in Sacramento County will be reduced about 30 per cent., but considering the State as a whole the loss by frost is light, so far. Plums in Sacramento County will be about half a crop, but Placer and Solano counties, both heavy producers, promise a good yield. Cherries have been damaged to some extent throughout the State, with the heaviest loss in San Joaquin County, where only half a crop is expected. April was ushered in with light rains and nowhere is there any lack of moisture for immediate needs, although the outlook is not very bright for supplies of water for irrigation.

Advances in Spots—The California Packing Corporation has put out a new spot list with advances on almost every item, the principal price changes being on apricots, cling peaches and pears. Apricots were advanced to $2.40 for No. 2½ choice; $1.75 for No. 2½ standards; $1.50 for No. 2½ seconds, and $1.40 for No. 2½ water. On peeled apricots the advance is 10 cents on standards and 5 cents on seconds and water. The new yellow freestone peach prices are: $2.15 for choice, $1.70 for standards, $1.50 for seconds, and $1.40 for water, all No. 2½s. No. 10 choice, $6.75; standard, $5.50, and water, $4.00. The new prices on yellow clingstones are No. 2½ choice, $2.35; standard, $1.85; water, $1.55, and for No. 10 choice, $7.75; standard, $6.25, and water, $4.50. Bartlett pears, No. 2½ choice, $3.00; standard, $2.75; seconds, $2.60, and No. 10 choice, $9.50; standard, $8.25, and water, $5.50.

Oregon Withdraws Prices—From Oregon word has been received that some of the canning interests which came out early with tentative prices on fruits have withdrawn these, owing to the unsettled crop conditions in California. Packers in California will not announce opening prices until the size of the fruit crop can be more accurately determined than at present and until costs can be estimated.

Prices on Berries and Jams—Libby, McNeill & Libby have come out with opening prices on berries and on jams. These are as follows:

No. 2 Blackberries	$2.10
No. 2 Fancy Blackberries	2.35
No. 2 Loganberries	2.10
No. 2 Fancy Loganberries	2.35
No. 2 Strawberries	2.35
No. 2 Fancy Strawberries	2.95
No. 2 Raspberries	2.90
No. 2 Fancy	3.10
No. 1 Apricot Jam	2.45
No. 1 Blackbery Jam	2.45
No. 1 Loganberry Jam	2.45
No. 1 Peach Jam	2.45
No. 1 Raspberry Jam	2.90
No. 1 Strawberry Jam	2.90

These prices are for shipment from Oregon canneries. For shipment from California points 7½ cents is to be added to No. 2s and 5 cents to No. 1s.

Asparagus—The recent rains have been of great value to the asparagus crop and packing is now in full swing. A splendid quality of grass is coming into plants and a large pack is promised if spring showers continue. The heaviest selling items in the lists of most packers have been sold up for some time, but some packers may be in the market later with offerings. Canners are paying about six cents a pound for canning stock in the open market.

Spinach—The packing of spinach is under way in many places, but the run will be short. The acreage was reduced from early estimates by the drought and the yield is light in many districts. The Pacific Pea Packing Company is making a pack at Oakdale and the California Co-Operative Canneries is handling spinach at its Modesto plant.

Coast Notes—The California Co-operative Canneries, 503 Market Steet, San Francisco, is offering an issue of $1,000,000 of eight per cent. cumulative preferred stock at par. This concern, of which Albert Haentze is president, was incorporated in 1919 to take over the business of the Producers Warehouse Corporation, at San Jose. In addition to the large plant at San Jose it operates canneries at Visalia and Modesto. The proceeds of the stock issue now being made will be used exclusively to liquidate present mortgages and to supply working capital.

The California Packing Coporation has opened offices at 260 Broadway, New York, with C. A. Lumb, formerly of San Francisco, and recently an official of the J. K. Armsby Company, in charge. Mr. Lumb has been given the title of division sales director for the Eastern territory, which includes the New England States, New York, New Jersey, Maryland, the District of Columbia, Pennsylvania, Delaware, Virginia, West Virginia and North Carolina. R. M. Barthold, vice-president of the California Packing Corporation and director of sales, states that the new office will be a connecting link between the Eastern district and the main office at San Francisco and that there will be no change in the present plan of distributing through brokers. E. F. Chamberlain has been appointed manager of the New York office of the J. K. Armsby Company to succeed Mr. Lumb.

At a recent meeting of the board of directors of the Alaska Packers' Association held at San Francisco, Roy L. Pratt was chosen to replace C. V. Griffin, resigned.

Joseph Durney, of the Griffith-Durney Co., San Francisco, left recently on a hurried trip to New York, Philadelphia and Chicago. Raymond Durney, who has charge of the Los Angeles branch of this concern, is making a trip to New Orleans and the Southern States, and Harold Durney is away on a trip on which he will cover the principal cities of the country.

S. P. Sanford, salesmanager of the F. E. Booth Company, San Francisco, recently visited the trade in New York.

Charles E. Wilcox, buyer of canned fruits for Sprague, Warner & Co., Chicago, was a recent business visitor at San Francisco.

A disastrous fire swept Ketchikan, Alaska, on March 30, and salmon packers express the opinion that the disaster will have an effect on the salmon fishing industry, since many fishing expeditions are outfitted there every spring.

Four grocers' associations, three in California and one in New York, more than fifty grocery companies and forty-one individuals scattered through California, have been named as defendants in a suit launched at Los Angeles, Cal., charging agreement to fix uniform prices, terms, discounts and policies. The Associations named are the Southern California Wholesale Grocers' Association, the Southern California Association of Manufacturers' Representatives, the California Wholesale Grocers' Association and the National Wholesale Grocers' Association.

SEATTLE MARKET

More Salmon Buying—Can't Determine a Fair Price on Futures for Salmon—Future Fruits Are Moving—Spot Salmon Moving Strongly.

Seattle, April 10, 1924.

By "Nomlas"

Special Correspondent "The Canning Trade"

MORE Salmon Buying—Demand for salmon has taken a turn for the better during the past week, and stocks are now moving freely from some packers. Increased buying from the jobbing trade in the South and Central parts of the country is a feature of the market.

Some sellers are finding it impossible to consolidate Red Talls with other grades, and are urging their brokers to sort orders so that reds may go out in straight cars.

Futures—The situation in regard to futures is aptly summed up by one packer who says: "We are offering S. A. P. only at present. Neither packer, buyer nor broker is in position to determine a fair price now. None of us can afford to gamble in an effort to outwit the other."

Prices—Remain unchanged in the main. Reds are perhaps a shade firmer as the $2.25 offerings clean up, and the market is drifting slowly towards the $2.35 level where the larger operators have been for some time past. Pinks remain nominally unchanged at $1.25, while the scattering lots of chums still available hold at $1.20.

Working Future Fruits — Northwestern fruit packers are now busy working on future business. Prices have been out for a few weeks now, and the canners are booking a good business on berries. The carryover of 1923 pack berries and other Northwestern canned fruits is extremely light this season, and canners anticipate a heavy volume of business on the 1924 pack.

F. J. Comeau & Co. Sell Out—P. E. Harris & Co. have succeeded to the brokerage business of F. J. Comeau & Co., and have become exclusive selling agents for the Hidden Inlet Canning Co., preparing to pack 50,000 cases this season. The Hidden Inlet Canning Co. "made a hit" with buyers last season when they refunded every buyer of pinks to a basis of $1.20 because they offered others at this price, and felt morally obligated to everyone of their buyers, though not compelled by their contracts to reduce.

Salmon Movement Heavy—According to statistics just compiled by the Pacific Canned Fish Brokers' Association, there were 716,000 cases of salmon shipped out during January and February. With a continuance of this movement, and taking into account the normal increase in consumption during the summer months, many factors her believe it reasonable to expect a clean-up of the entire carry-over by the time the new pack comes down from Alaska.

Washington has been agog over the bill introduced into Congress to restrict salmon catching, and which would heavily curtail the operations of salmon canners, and cause them severe losses. The canners are as keenly alive to the need of conservation measures for salmon as anyone, but they know there is no need of drastic action. As pointed out in this column, the proposed law has many seriously objectionable features. It has been in conference at Washington this week and its progress is being closely followed.

MAINE MARKET

Improvement in Business—Best Months for Canned Apples Are Ahead of Us—Sardines Are Well Cleaned Up—Canners Not Anxious for More Futures—Clam Canning Irregular.

Portland, Me., April 11, 1924.

IMPROVEMENT—Jobbers report another little lift to business during this week, the general tone being a slight improvement over last month. All other lines of trade are quiet, and, of course, this has a deadening effect on groceries and provisions.

Spot goods are so few that they receive little attention from Maine canners. There is still a supply of 1923 corn on hand, but this has begun to move. There may be a few cars of No. 10 apples also held here, but they are not being offered just yet, owing to the fact that there is still fresh fruit on the market, and that May, June and July are good months for selling canned apples. Sardines are pretty well cleaned up. All other lines are entirely out of the market, and there is still a demand for goods.

Futures—Futures have sold well this season. Just at present, and until the spring opens and the planting season is at least nearer in prospect, canners are not anxious to add to their sales of corn. Should first conditions be promising and farmers feel that they can cultivate additional acreage, it is quite possible that further offerings will be put on the market. After a mild winter we are having a tardy spring, and it is discouraging to those who work with crops of any kind. Future corn holds at $1.45 for Early Crosby and $1.70 for Golden Bantam. There has been another increase in the demand for Golden Bantam, and canners are wondering if this variety will eventually displace the good old Early Crosby which has been the standard for so many years.

Stringless beans are practically cleaned up on future contracts at $1.30 and $6.00 for 2s and 10s. It is increasingly gratifying to Maine canners to see this variety of bean grow in popularity, and there is every indication that it will soon rank with corn and blueberries in volume.

The clam pack goes on spasmodically, rushing in fair weather and dull during the stormy days. As we had a blizzard last week and another this week, the work has been rather seriously interfered with. Goods are going to market as fast as produced, and the demand has been very good for both immediate and future shipments. If fair weather predominates, canners will be able to take on a limited amount of business beyond present contracts, but this does depend wholly upon the weather. Clams are still quoted at $1.30.

Lobster prices have been announced by one of the larger canners on a much lower basis than last season. Halves in 1923 sold at $4.75, and have opened this year at $4.25. Other prices are equally reduced, pounds marked at $8.00, picnic size at $5.00 and quarters at $2.32½. The pack is started in a very small way, but not much can be accomplished until about the 25th of April.

George F. Pelham, Eastern representative of the Sprague-Sells Corp. and Peerless Husker Co., is in Maine this week. Needless to say, he is receiving a good welcome and good business—he always gets both.

Mr. W. F. Leonard, of the Leonard Packing Co., is in New York this week.

Mr. and Mrs. H. L. Forhan (H. L. Forhan Co.) have returned to their home in this city after an extended stay in Florida.

DEATH OF WILLIAM A. TEED.

William A. Teed died this week, and services were held at St. Itus Church, Chicago, Wednesday, April 9, 1924. Interment was at Detroit, Mich., his old home. He was for 18 years with the J. M. Paver Co., Chicago, as city and traveling salesman, and previously was with The Dunkley Co., canners of Grand Rapids, Mich.

He was an earnest, cheerful and able business man, and his friends were as numerous as were people who knew him. He had a fine capacity for making and holding friendships and bore the very highest reputation as a man of commendable character. He was a remarkably successful salesman, and the reason is not hard to find, for he was square, truthful, patient and considerate, and loved his fellow-men.

What Canned Foods Distributors are Doing

Wholesale Grocers All Over Country in Arms Against Attempt to Legislate Them Out of Handling Household Remedies—Packers' Consent Decree Again in Limelight—Notes of the Wholesale Grocery and Chain Store Trades.

Wholesale grocers all over the country are in arms over attempts by what they term the "drug trust" to legislate wholesale grocers out of the handling of any types of household remedies, drugs, etc., while the druggists themselves continue to make further inroads into the wholesale grocers' business by handling teas, coffees, spices, jams, preserves, peanut butter, olive oil, salad dressing and numerous other specialties.

Thus far, there has been no concerted action by wholesale grocers in opposition to the attacks by the drug interests; that is, there has been no national action. Individual State Associations, prominent among which are the Virginia Arkansas and the Indiana Associations, have waged bitter fights in defense of the jobbers.

During the past several years there has appeared in the legislatures of many of the States proposed laws, significantly uniform in wording and intent, to deprive wholesale grocers of the right to handle any kind of household remedy or drug. These bills have been strongly indorsed by the drug interests of the country, which all the time have been steadily expanding their own operations into other fields.

For example, in the average "drug store" in the larger cities, the prospective buyer may purchase groceries, hardware, electrical appliances, shoe polish, writing paper, jewelry, sporting goods, cigars, and if the druggist be conscientious he may have a small supply of drugs. It is this class of distribution, taking all that he can grab of everyone's else business, who has been after the wholesale grocers, and the grocery jobbers are now thoroughly awake to the menace.

Wholesale grocers in the South and Southwestern parts of the countries all do quite a business in drugs and household remedies, and if this business were taken away from them through legislation a good part of their volume would be gone.

W. P. Johnson, secretary, of the Virginia Wholesale Grocers' Association, which held its convention last week, in his annual report said:

"Senate Bill 96, relating to the sale of drugs and domestic remedies was amended. If that bill had gone through there is not a wholesale grocer or retail grocer in the State of Virginia who would have been able to sell even a five-cent package of Epsom salts. The druggists wanted to hog the whole thing, and we stopped it. We stopped it first in the Senate committee. We had eliminated from that bill the entire section 1681. After we had that eliminated it got up onto the Senate floor and they got busy with it again and put the whole thing back, so that we had to do our work all over again in the committee on general laws of the house, and when we got through with it there we had a bill, on the whole in better shape than it has been for the past ten years. In other words, we eliminated everything objectionable, the sale was not restricted."

Packers' Consent Decree—Armour & Co. and Swift & Co., two of the packers involved in the famous "Consent Decree" whereby the "Big Five" Chicago meat packers consented to stop dealing in canned foods, dried fruits, and other unrelated lines, recently applied to the Court of Appeals of the District of Columbia for leave to file briefs and to be heard on the argument of the appeal of the California Co-operative Canneries from the order of the Supreme Court of the District. denying the application of the latter for leave to intervene in the Consent Decree proceedings for the purpose of having the decree set aside or modified.

Counsel for the National Wholesale Grocers' Association appeared in opposition and filed objections to the application of the Swift and Armour defendants. The National's objection was based on the ground that Swift and Armour not only had consented to the original decree and at no time appeared in the court to in any way to question the decree, but had not appeared at all hitherto in the proceeding brought by the California Co-operative Canneries and that furthermore the Swift and Armour defendants did not in their application in any way inform the court concerning the purpose or object of their desire to file a brief and take part in the argument.

The Court of Appeals for the District of Columbia entered its order denying the application of the Swift and Armour defendants and thereby refused them leave to file briefs or be heard on the argument of the appeal of the California Co-operative Canneries.

When the wholesale grocers of the country were conducting their campaign to drive the "Big Five" from the wholesale grocery field, some canners sympathized with the "Big Five" who were heavy buyes of canned foods, but there was no active support of either side from the canning trade.

Since the entry of the California Co-operative Canneries into the proceedings it has been repeatedly charged by wholesale grocers that the California organization was little more than a subsidiary of Armour & Co.

Complete Convention Plans—The final meeting of the convention committee of the National Wholesale Grocers' Association was held in Chicago last week.

The 1924 committee is composed of Fred C. Letts, chairman; Thomas W. Balfe, vice-chairman; S. N. Steele; L. M. Steel, Walter Chandler, William D. Dean and C. C. Virgil.

The dates of the convention are May 27, 28, 29 and 30. Headquarters will be at the Congess Hotel.

On European Trip—C. A. Pastene, president of P. Pastene & Co., well-known New York jobbers of canned tomatoes, tomato puree and Italian specialties, sailed this week for a visit to his company's canneries and packing plants at Rome and Naples. Upon his return to this country in June the New York, Boston and Montreal offices will celebrate the 50th anniversary of the company.

Expanding—The Monroe Grocer Co., Ltd., wholesale grocers of Monroe, La., have added $150,000 to their capital stock. The company now has a total investment capital and surplus exceeding a half million. R. J. Edwads is president of the company which maintains branches at Ruston, Rayville, and Bastrop, La.

Europe-bound—Harry Roulston, general manager of Thomas Roulston, Inc., prominent chain store distributors of Brooklyn, N. Y., is on a combined business and pleasure trip to Europe.

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SMILE AWHILE

Sheem—What are your habits at night?
Heem—Pyjamas!—Jester.

Autoist (to driver)—Some flywheel you have on this car! Big one, isn't it?
Driver—This isn't a flywheel. It's the steering wheel.
Autoist—Oh! Well, it must have been the way you were managing it that made me think it was a flywheel.—Widow.

Employer—I hear you were away ill yesterday, Snooks?
Snooks—Yes, sir.
Employer—You didn't look very ill when I saw you at the races in the afternoon.
Snooks—Didn't I, sir? You should have seen me after the finish of the third race.—Goblin.

"If I only had a golf club," sighed the convict as he looked at the ball on the links.—Black and Blue Jay.

Yearling, at McCall's—I'd like to see something cheap—in a felt hat.
Clerk—Try this on. The mirror is at your left—Whirlwind.

Youthful Lover (at parting)—Will you really miss me now that I am going away?
Her Father (appearing with shotgun)—I won't if you don't start in a hurry.—Tiger.

The watchman in the graveyard approached a figure lying in the grass of the cemetery. He kicked the tramp, who woke up with an injured air.
"What are you doing?" yelled the guardian of the dead.
"Playing dead," answered the weary traveler. "When I am in Rome I do as the Romans do."—Stone Mill.

A sign displayed in front of a church reads: The Rev. Rastus Jones will preach here Sunday, morning and evening; after which the church will be closed for necessary repairs.—Juggler.

Tim—My alarm clock went off this morning at 8:30.
Min—Hasn't it come back yet?—Punch Bowl.

Little Mary—Mama, I don't have to eat this egg, do I? It doesn't smell good.
Big Mary—Mary, how often must I tell you not to complain about your food? Eat that egg!
Little Mary (after a brief pause)—Mama, must I eat the beak, too?—Dodo.

"I don't see where we can put up this lecturer for the night."
"Don't worry—he always brings his own bunk"—Tiger.

THIRTEEN TO ONE

Judge—Prisoner, the jury finds you guilty.
Prisoner—That's all right, Judge, I know you're too intelligent to be influenced by what they say.—Jester.

Tommy—Please, Mister, give me another box of those pills which I got for my mother yesterday.
Druggist—I sure will; but did your mother say she liked them?
Tommy—No, sir; but they just fit my airgun.—Witt.

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THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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Vol. 47 BALTIMORE, APRIL 21, 1924 No. 35

EDITORIALS

SIGNALS OF DISTRESS—Some lines of industry seem to be hanging out signals of distress, as if business with them were in danger. They may be right, but this condition can find no reflection in the canning industry. Business in this line is buoyant, and the future as bright as anyone could wish to see it. Just another evidence that foods are a good line to tie to. People must eat.

THE CORN BLACK PROBLEM—Among the number of new tribulations which have come upon the canners in recent years, in the way of unaccustomed spoilage—that is, spoilage in which the industry did not seem to be subject in the olden days, but which have just in recent years come to plague the canners—black in corn is not the least. When the careful corn canner found upon opening his cans that the top was coated with smudge, it was enough to give him pause. The bacteriologists and chemists were at once set to work to determine the cause and find the remedy. Practical canners but unscientific men began to blame one thing and another: the can, the copper lining in fillers, the fertilizer used, etc., etc., and a committee headed by one of the most experienced, one of the "best" corn canners in the business, was appointed and went to work in the factory to rout out the enemy. Progress has been reported, but it has not been distinctly in evidence. The machinery man gave the most satisfactory solution—shake the corn and cover it up—but this was not correcting the trouble.

In all this time the N. C. A. Laboratories have been at work searching for the cause and trying to devise a remedy. Now Dr. Bohart presents to the attention of the industry a new lacquer or covering for the inside of the can, intended for corn, and which, in laboratory experiments, has proved its ability to prevent black in corn. From the laboratory standpoint they feel assured of this find, but can the lacquer be made and applied in a large commercial way at a cost which will permit its use, and when so made and applied will the results equal the laboratory experience? That's the question. It may be the answer to the trouble-some question, and it may have to be abandoned and a new remedy sought; but the point that no canner should miss is that the industry is now in a position where it can and does study out its troubles and find a remedy or way around.

What would have happened in the olden days if such troubles as have lately appeared had shown their ugly heads? There was then no means at hand to combat them; the industry had not taken its first step in scientific progress; canners worked, as has so often been said, merely by the "rule of thumb," and would have been paralyzed by such visitations. Verily, we have made progress, and are making great progress, and the end is not yet.

But, on the other hand, no canner can afford to leave all this work to the scientific men, nor to the laboratories. No man wants to live with the doctor in his house all the time. Every canner should use every means to avoid trouble, and to do that he must know the new times, the new processes, the new methods to avoid these new troubles, as well as to improve upon the old styles. No canner is safe in relying upon the old methods in any line of canned foods. Because your grandfather processed the goods in that way and kept them is no warranty that the same process will keep them today. We are in a new day and under new conditions, and these conditions must be known and understood. And this should be done before the new canning season comes around.

NOT BY RESOLUTION—In raising his lance against the "merchandising broker," Frank T. Stare, head of the brokerage firm Grocers Supply Co., of Wausau, Wis., points out, as he is so well able to do, that the evil of the merchandising broker will not be blotted out by resolution of any association, a trick the entire industry shows a very grave tendency to fall into. They meet, they talk, they resolute and go home and consider the whole thing cured. "Well, what else can you do?" asks the man who only thinks he thinks, and always has a willing "aye" ready when the question on the resolution is called for.

Mr. Stare regards the matter in this way:

> The National Food Brokers Association has condemned the practices of THE MERCHANDISING BROKER as unethical. I'm for that. In discussing the ethics of

the brokerage business, with the head of a house who poses as a broker, and who is a member of the association, but who are in reality merchandisers, he said, "hell, there isn't none." I am wondering if this may not reflect the attitude of the merchandising broker generally.

We hear a lot of loose talk nowadays, about the middleman. When writing on this subject nearly 20 years ago, Elbert Hubbard said: "We hear much about the elimination of the middleman, but I have never yet seen a sharp, definite, crystalline defintion of what a middleman is. Technically, a middleman is anyone who stands between the producer and the consumer. But most of the people who use the expression 'middleman' regard him as an animated example of lost motion; a specimen of economic slack."

It must be admitted that there is something fundamentally wrong with our present system of distribution. Any vocation must fill an economic need to justify its existence, else it cannot long survive. "Business is that field of endeavor which undertakes to supply to humanity the materials that life demands," which is just another way of saying "Business is human service." Any unnecessary link in the chain of the distribution of "the materials that life demands" is sheer waste, and waste is fundamentally wrong.

As "in the preparation of hare soup, the first move is to 'catch your hare,'" so in the elimination of the parasite from the system of distribution, the first move is to catch your parasite. Wiser men than this writer have devoted much thought to this subject, and have never been able to detect who is guilty of throwing monkey wrenches into the gears. It is most obvious, however, that the merchandising broker serves no human or economic need. Manifestly, he is "an animated example of lost motion; a specimen of economic slack," a parasite pure and simple. "He toils not, neither does he spin."

Here is one species of the middleman that you can put your fingers on. It is within the power of the producers and the legitimate distributors of food products to very effectually apply the eliminator. Every time a canner or manufacturer sells his products to a merchandising broker, he is both gumming up the cards and delaying the game. He is deliberately imposing an unnecessary cost on the ultimate consumer, thereby curtailing consumption. And by the same token, every time a legitimate distributor of food products buys of one of these parasites, he is deliberately throwing monkey wrenches in the gears of economic distribution. And in the final analysis, both the producer and the legitimate distributor suffer.

It is so obviously foolish, too. If the jobber can afford to pay the merchandising broker a certain price for a product, he can, and will pay the producer the same price. The merchandising broker is a speculator and speculation in food products is a crime against humanity. He is in a position to have advance information on crop and market conditions; usually much more accurate information than either the producer or the jobber. He has no hope of selling his purchases until the producer is cleaned up on his holding. Then he charges "all the traffic will bear."

Resoluting by the National Food Brokers Association will not eliminate him. His attitude is quoted in the opening paragraph of this article. It requires team work between the producer and the legitimate distributor to turn the trick.

THE PITY OF IT ALL.

Here is a clipping from the Wall Street Journal, which might well be the basis for an extended epic on wilful waste, or, better still, a homily on the "saving grace" of the art of preservation in hermetically sealed cans —canning. What could be finer to eat than splendid, fat mackerel, packed in tomato sauce, and kept in cans for all the months of the year? Had a cannery been available to take up this huge surplus of excellent food, the food would not only not have been wasted, but the fishermen would have been paid for their labors, the cost of the upkeep of the fishing boats covered and that industry encouraged to go on, where today no boat cares to put to sea for further supplies and all the fishermen of Gloucester now feel the depression. Let the farmer and grower apply this same lesson when they feel inclined to rail against the canner. The clipping reads:

FREE FISH FOR ALL

Biggest Catch of Mackerel in Years Swamps the Market.

(From the Wall Street Journal)

Mackerel are being given away in old Gloucester, Mass. One day recently a half-million pounds of this fish were brought into the harbor, and on another day 660,000 pounds found their way to the wharves. It has been impossible to take care of all this fish. Down below in the fishing vessels the fish is on ice, but, owing to the size of the catch, the decks have been cluttered with fish knee deep. When the ships have docked all that could be split and salted in a day have, of course, been sold; the rest must be thrown away. Many Gloucesterites have been living on mackerel gratis for sometime.

Those who are too proud to hang around the fishing ships have to pay 25 cents for two pounds, while the fishermen not having enough help have actually had to throw a lot of fish away.

Local fishermen say that there has not been such a mackerel catch in 10 years.

UNITED STATES CIVIL SERVICE EXAMINATION.

Inspector in Salmon Canning.

The United States Civil Service Commission announces the following open competitive examination:

The examination will be held throughout the country on May 21. It is to fill vacancies in the Bureau of Chemistry, Department of Agriculture, at entrance salaries ranging from $1,000 to $2,040 a year, plus the increase of $20 a month granted by Congress. Appointees will be allowed expenses for travel and subsistence when away from headquarters on official business.

Applicants must have completed eight grades of common school; and, in addition, must have had at least three years' experience in a responsible or supervisory position in a salmon canning factory. Credit will also be given for any time the applicant may have spent in work related to the salmon industry, such as work of an inspector in the fish industry or work along the line of curing or processing of fish.

The duties are to determine by a physical examination of the finished product the quality of the raw fish used by the canneries; to aid in the technology of the development of better methods for canning salmon; to make sanitary inspection of canneries and to inspect and grade salmon intended for processing and canning; and various other related duties.

Competitors will be rated on practical questions relative to the duties of the position, and general fitness, education and experience.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the Board of U. S. Civil Service Examiners, at the postoffice or customhouse in any city.

No man will ever regret the investment of $10.00 in a Copy of the newely Revised Book----

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BALTIMORE, MD.

Special Enamel For Corn Cans

By E. S. Bohart,

Research Laboratory National Canners Association

Circular No .10-L

A Preliminary Statement

THE only means thus far available for preventing the formation of iron sulfide discoloration in canned corn appears to be by coating the inside of the can with zinc or zinc oxide. The first method suggested for accomplishing this was by means of electro plating the tinplate with metalic zinc. This method at first gave promise of success, and does not prevent corn black when the coating is perfect, but it has been found that the equipment and labor costs involved would probably be too great for its commercial application. Moreover, the amount of zinc dissolved by the corn, although very small, is materially greater than that dissolved from the wax and gum coatings described below.

Attention was next directed to the use of special lacquers or coatings containing zinc oxide suspended in waxes or waxlike substances. Such coatings appear to permit the hydrogen sulfide formed in processing the corn to combine with the zinc oxide, and at the same time prevent an appreciable amount of zinc from being taken up by the corn.

The experimental work on this subject has now reached such a stage that we are able to suggest several coatings that accomplish the desired result. These are therefore suggested, together with such information as we have regarding their application, with the hope that all can makers will study these and similar coatings and work out their practical application in the manufacture of cans. It is believed that the most rapid progress can now be made through diversity of effort by different can companies, each applying its individual ideas in working out the practical application of the method suggested. In the meantime the Research Laboratory will continue its study of this subject with the hope that still better combinations may be suggested than those given below.

Characteristics desired.—In order to give the best results these coatings should be

1. Tasteless.
2. Colorless.
3. Insoluble in corn.
4. Sufficiently tough to withstand abrasion in the manufacture of cans.
5. Sufficiently "short" to permit spraying or application to the plate by other means in a solution of relatively high concentration.

Substances studied.—The following substances have been used either singly or in mixture for the preparation of coatings studied in the experimental work. Chicle gum, gutta-percha, paraffin, copal, rubber, damar gum, carnauba wax, cumar, and beeswax. Some of these materials were found to be unsuited to the purpose, and were discarded after a trial. Damar gum, for instance, imparted a bitter flavor to the product. Paraffin failed to adhere well to the can during processing. Rubber appeared to soften the coating, and thus make it more susceptible to abrasion in manufacturing the cans. Some method of overcoming this influence may be developed, but no such procedure has yet been suggested. Manila copal and carnauba wax could only be employed in small amounts in solutions used because of their low solubility in carbon tetrachloride. Perhaps a better solvent or mixture of solvents may be found which will make these products available.

Combinations suggested.—All mixtures tested of insoluble waxes and gums containing zinc oxide have been found to be practically equally serviceable for the prevention of corn black. Undesirable qualities of particular substances are given above as far as we know them. The following mixtures were selected as a result of the trials of a large number of mixtures of individual waxes and gums on a small scale, and have been subjected to trials in large experimental packs.

1. Cumar, 10 parts and zinc oxide, 5 parts.
2. Cumar, 18 parts, gutta-percha, 4 parts, and zinc oxide, 11 parts.
3. Cumar, 18 parts; chicle gum, 4 parts, and zinc oxide, 11 parts.
4. Carnauba wax, 1 part; chicle gum, 1 part and zinc oxide 1 part.*

In making up these mixtures the cumar, chicle gum, and gutta-percha were dissolved in about five parts by weights of carbon tetra-chloride. After complete solution, the zinc oxide was stirred in, and the mixture was passed through a paint mill twice in order to grind the zinc oxide finely enough to keep it in suspension. Carbon tetrachloride was then added in sufficient amount to reduce the total solids present (including gums, waxes, and zinc oxide) to five per cent. The mixture was applied with a spray to No. 2 can covers, which were then dried about 40 minutes at 110 degrees F. After drying the covers were lined with paper gaskets.

More concentrated solutions did not spray well, as stringiness developed. No experimental work with roll coating of sheets has been done. The mixtures described above give the best results that have been obtained in experimental packs.

All coatings used and described above softened or melted during corn processing, but being in a thin film the coatings did not run or become unsightly. Scratches or abrasions would, however, fill up, and possibly this will account for the fact that these coatings gave considerable protection against corn black, even when applied without zinc oxide.

Subsequent studies in the laboratory have led us to believe that these coatings can be further improved by increasing the amount of gums and waxes in proportion to the amount of zinc oxide, and by drying at a higher temperature. It will be noted that the mixtures described above contain about half as much zinc oxide as of gums and waxes. It is now believed that fully as much protection will be secured, and that the amount of zinc dissolved by the corn will be substantial-

*Coating No. 4 was made and tested only in the laboratory but looks promising.

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ly less, if not more than one-third as much zinc oxide as of waxes and gums is employed. This would change the above formulae so that No. 1 would contain 3 1-3 parts, and Nos. 2 and 3 would contain 7 1-3 parts of zinc oxide.

It is found also that drying at a higher temperature makes the coating substantially tougher and thus doubtless reduces its abrasion by the can making machinery, and probably reduces the amount of zinc dissolved by the corn. These observations on drying have been made on laboratory samples only. Tests should be made with temperatures up to 300 degrees F. for various lengths of time. It is suggested that in coating the ends of the cans about 48 milligrams of coating, including 12 milligrams of zinc oxide, be applied to each end.

If a method is developed for coating the flat sheets of plate before the ends are stamped out, this amount is equivalent to 62 ounces of coating (including 15½ ounces of zinc oxide) per base box. It is probable that as a result of future work it will be found satisfactory to add materially less of zinc oxide than the amount suggested. It may be found practicable and advisable to coat the bodies of cans as well as the ends. In that case further experimental work will be necessary to determine whether the bodies should be coated with the mixtures mentioned above, or whether the amount of zinc oxide can be reduced proportionately in both bodies and ends.

Solubility of zinc in contents.—A considerable number of samples of canned corn from various sources has been examined in the laboratory and found to contain from 0.5 to 10.0 milligrams of zinc per can. It is not known how much of this was in the corn originally, and what proportion was taken up from canning machinery. A sample of corn in the husk, however, obtained in the Washington market was found to contain 6.3 milligrams of zinc per kilogram. This is equivalent to about 3.7 milligrams per can. The following table shows the amount of zinc in certain lots of canned corn that were examined in the laboratory, and the amount found in the contents of ordinary cans and of cans whose ends were treated with the coatings described above. In all cases this corn was processed 80 minutes at 250 degrees.

Table I.—Amount of Zinc Dissolved From Wax Coatings

Kind of coating used	Mg. zinc in corn before canning	Mg. zinc per can found in corn	Mg. zinc left on cover	Mg. zinc left on bottom	Mg. zinc on both ends	Net mg. zinc dissolved by corn from coated ends	Percent zinc in coating dissolved by corn
Cumar	3.0	16.3	13.2	21.4	34.6	13.3	28
Cumar	3.0	7.8	18.9	15.0	33.9	4.8	12
Cumar	0.5	4.9	3.5	2.8	6.3	4.4	41
Cumar	2.1	4.7	....	....	1.9	2.6	58
Cumar and Gutta Percha	3.0	7.5	18.2	12.2	30.4	4.5	13
Cumar and Gutta Percha	0.5	3.1	2.2	0.4	2.6	2.6	50
Cumar and Gutta Percha	2.1	2.2	....	....	0.8	0.1	11
Cumar and Chicle Gum	3.0	8.8	12.0	11.9	23.9	5.8	20
Cumar and Chicle Gum	3.0	10.6	9.6	14.3	23.9	7.6	24
Cumar and Chicle Gum	0.5	2.3	2.0	5.2	7.2	1.8	20

Four sets of analyses are shown from there separate packs put up during the canning season of August and September, 1923, and opened for analysis about January 1, 1924. The first column describes the coating. The second column shows the amount of zinc in the contents of uncoated tin cans, and thus gives the amount of zinc originally in the corn packed in cans with coated ends. The third column shows the amount of zinc found in the corn packed in cans with coated ends. The fourth, fifth and sixth columns show the amount of zinc on the cover of the can, on the bottom, and on both top and bottom, respectively. In this connection it should be stated that the cans were stored on end with packer's' end up. The figures in the seventh column were found by subtracting those of the first from those of the second column. They show, therefore, the amount of zinc dissolved by the corn from the coated ends.

It will be seen that this varies from less than a milligram in a can with a very light coating, to 13 milligrams in a heavily coated can. Considering the figures given in this column in relation to the amount of zinc in the coatings of the ends, it would appear that if the cans had been coated by the methods employed in such a way that each end would carry 12 milligrams of zinc oxide (9.6 milligrams zinc) the corn would have taken up not in excess of 6 milligrams of zinc per can. It is believed that this amount would be reduced substantially by using a larger proportion of waxes and gums to zinc oxide, and by drying at a higher temperature as suggested above. The last column of the table shows the per cent of zinc oxide dissolved from the two ends by the corn.

Table II.—Summary of Data, Table 2.

Average amount of zinc dissolved from all coatings.....	22%
Average amount of zinc dissolved from heavy coatings.....	20%
Average amount of zinc dissolved from light coatings.....	38%
Average amount of zinc dissolved from all cumar.....	25%
Average amount of zinc dissolved from all cumar and gutta	18%
Average amount of zinc dissolved from all cumar and chicle	22%
Average amount of zinc dissolved from heavy cumar.....	21%
Average amount of zinc dissolved from light cumar.....	46%
Average amount of zinc dissolved from heavy cumar and gutta	13%
Average amount of zinc dissolved from light cumar and gutta	44%
Average amount of zinc dissolved from heavy cumar and chicle	22%
Average amount of zinc dissolved from light cumar and chicle	20%
Average amount of zinc per cover—heavy coatings.....	18.3 mg.
Average amount of zinc per cover—light coatings.....	3.0 mg.
Average amount of zinc dissolved in corn from heavy coatings	7.2 mg.
Average mount of zinc dissolved in corn from light coatings	2.3 mg.

J. M. CARRINGTON GOING TO COAST

J. M. Carrington, President of the Iroquois Canning Corp., Onarga, Ill., started April 2nd on an extended trip to visit the buyers in the markets of the Southwest, Pacific Coast and Northwest, in which territories his company sell a large volume of their products.

A NEW CANNERY AT MOUNT CARMEL, PA.

Uncle Peter's Fruit Farm, Inc., at Mount Carmel, Pa., expects to install a canning outfit to handle peaches, pears, plums, apricots and cherries. If they succeed with the apricots they will be one of the first "cat" canners in the East.

WISEMAN BACK AT WILSON, N. Y.

Glenn S. Wiseman, formerly manager of the grapefruit canneries of the Spanish-American Fruit Co., at San Juan, Porto Rico, has been engaged by the Niagara Preserving Corp., of Wilson, N. J., as manager of the fruit and vegetable department, succeeding John L. Wolfrom.

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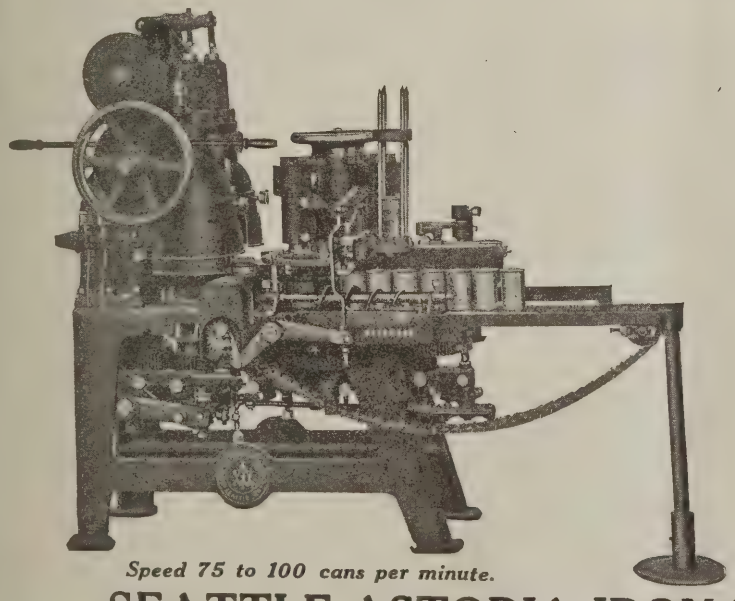
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Growing Peas For The Cannery

By H. STRYCKER MILLS.

Talk Given at Canning School, Ithaca, N. Y., March, 1924

THERE seems to be eight problems which are the most important in growing peas for the canning factory. These are: 1. Poor germination of seed. 2. Rotations. 3. Preparation of the soil. 4. Kind of fertilizer. 5. Quantity of fertilizer. 6. Fall vs. spring plowing. 7. Date of planting. 8. Quantity of seed. 9. Varieties.

Poor Germination—Poor germination may be due to the seed itself or to poor conditions at or after the time of drilling the seed.

One can tell poor seed by the color. It is dark and dull in color, sometimes spotted, and does not look bright like good seed.

It is always advisable to make at least a simple germination test of each lot of seed. Place a piece or moistened blotting paper on a plate or saucer. Count out 25 seeds, taking them as they come from the bag, and put them on the blotting paper. Place another piece of moistened blotting paper over the seeds, another plate or saucer over the top, and put in a warm place. Keep the blotting paper moist until the seed germinates in several days.

By testing the seed in this way, you will get some idea of its germination qualities and will therefore be able to advise growers as to the quantity of seed to sow per acre. Of course, if the germination is poor, then heavy sowing will be necessary.

Poor germination may also be caused by poor conditions at or after the time of sowing the seed. It is harder for seedlings to break through a heavy soil crust than it is for a lighter soil crust. The soil may be packed down too much by excessive rolling or improper harrowing.

The seed may be planted too deep. Two to three inches is deep enough. Last year, in examining a field of peas affected with root rot, a Cornell plant pathologist found that there was more root rot where the seed was planted deep than where the seed was nearer the surface.

Another reason for poor germination is poor weather conditions at time of sowing. If the weather is too wet and cold, the chances are that the seed will rot in the ground.

Rotations—The general rotation in which peas are grown is as follows: A cultivated crop followed by peas. Seeding may or may not be drilled with the peas. If not seeded, the peas are followed with wheat which is seeded. If peas are seeded, alfalfa or clover is usd as the seeding. After the wheat, hay is cut for 2 or 3 years, the sod being plowed for the cultivated crop.

Results in this state seem to show that the best yields are obtained when peas are grown after a cultivated crop. For example, the average yield of peas when grown after cultivated crops, such as corn for grain, potatoes, or cabbage, was 2,321 pounds of shelled peas per acre. When grown after small grains, such as wheat, oats, or barley or peas, the average yield was 2,072 pounds of shelled peas per acre. When grown after alfalfa or other hay, the yield of peas was only 1912 pounds per acre.

There seem to be good reasons for the difference in yields of peas following pea crop.

Sometimes the question is asked why the yield of peas after buckwheat is generally poor. While we have no actual experimental experience to quote from, it is the general opinion of authorities that this is due to the fact that the stubble of buckwheat is very woody, and that the crop is grown late in the season. The woody stems do not have the opportunity to rot sufficiently and, as peas are generally planted early the next season, poor yields of peas are the result. Buckwheat would not be so apt to depress the yields of crops which are planted later than peas.

The question of quack grass and mustard eradication often comes up in connection with the question of rotation.

Quack grass is best controlled by thorough cultivation and partially fallowing the land. Sometimes it

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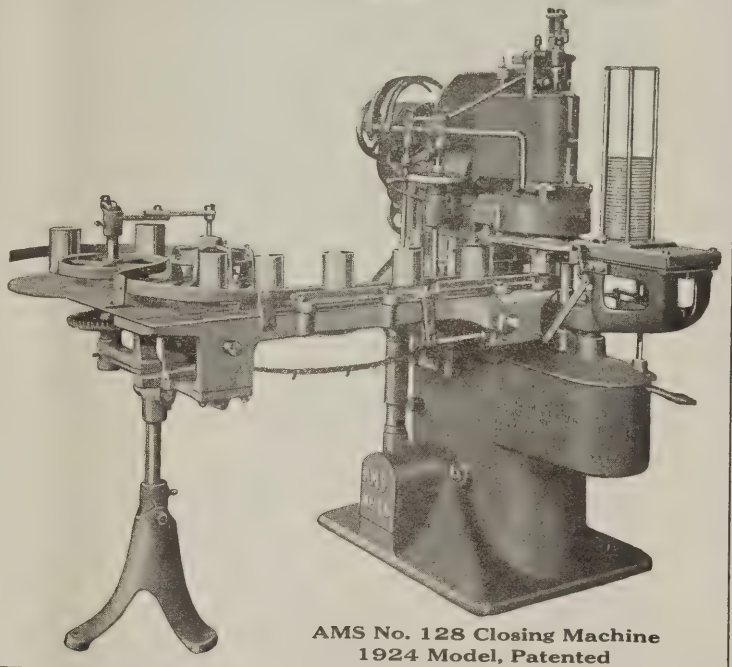
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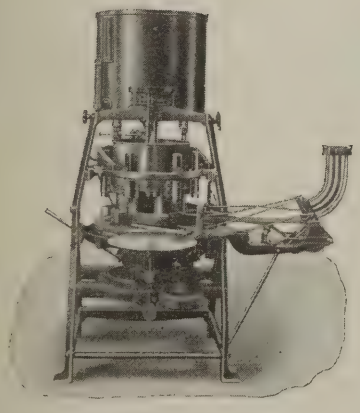
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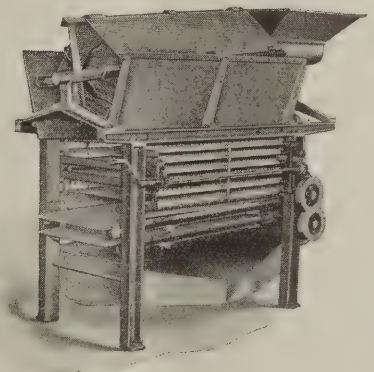
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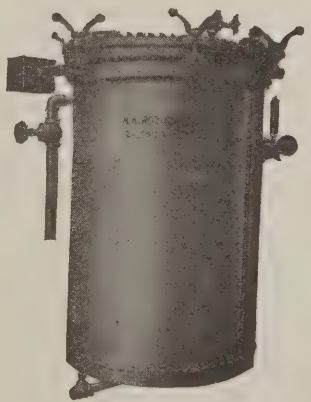
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is necessary to grow a smother crop like buckwheat or millet.

Mustard is kept down by control in the previous cultivated crop. There is another good reason why small grains or hay should not precede peas in the rotation.

Preparation of the Soil—The preparation of the soil is so complicated by various factors that no cut and dried rules can be given. However, this is an important consideration, and it is necessary to state that thorough preparation is essential if good results are to be expected. Peas require a well-prepared seed bed, the soil must be compact but not rolled so hard that the seedlings cannot break through If heavy rains follow the drilling of the seed and pack down the soil considerably, it may be advisable to go over the ground lightly with a spike-tooth harrow to break the crust. Some growers follow this practice with great success.

Kind of Fertilizer—In general, it may be stated that on most New York soils, phosphorous is needed more than any other plant food as nitrogen and potash are furnished in sufficient quantities in the general rotation in which peas are grown. Poorer soils may require in addition to the phosphorus, some nitrogen or potash or all three plant foods.

The pea is primarily a seed crop which needs large quantities of phosphorus. Leaf crops require large quantities of nitrogen. Further, the pea requires only a short growing season and so does not need much nitrogen applied to the average soil.

Results from the survey show that growers who use complete fertilizers on the average soils on which peas are grown in New York, do not get any increased yields over those using only 16 per cent. Acid Phosphate. Further, those using complete fertilizer do not get increased yields enough over those not using any fertilizer to pay for the fertilizer used.

Quantity of Fertilizer—In general, on farms where peas are grown, 200 or 300 pounds per acre is sufficient quantity of fertilizer for the crop of peas. Peas have too short a growing season to be able to use large quantities of fertilizer. Of course, the poorer the soils, the more fertilizer can be used to advantage.

The survey shows that those growers who did not apply any fertilizer had an average yield of 1,994 pounds of shelled peas per acre, those who used on an average of about 150 pounds of fertilizer per acre, had an average yield of 2,106 pounds of shelled peas per acre, those who used 200 pounds of fertilizer per acre, an average yield of 2,304 pounds of peas per acre, while those who used above 200 pounds of fertilizer per acre, did not get any increased yields of peas over those applying 200 pounds.

Fall vs. Spring Plowing—There is more benefit from fall plowing a heavy soil than there is a light soil. The weathering action during the winter helps to break up the heavy soil which is not of such great benefit to the lighter type. However, the whole question of plowing is largely a matter of considerations of the waether. If the fall is favorable, a large amount of land may be plowed in the fall, if not, then the plowing has to wait until spring. Fall plowed land can be worked and planted earlier in the spring, but this early planting can, I believe, be carried too far.

Date of Planting—While peas are a cool season crop and will stand some cold weather, I believe it is possible to plant them too early. Figures from the survey show that for the year 1920 those growers who drilled their seed before the fourth week in April, had poorer yields than those drilling after that time. Those growers who planted their wrinkled peas after the fourth week in April did not get as good yields as those who planted during the fourth week of April.

The first part of the season of 1920 was very cold and wet so that the seed planted prior to the fourth week in April was held back, and the plants, which lived never attained proper growth so that their yields were curtailed. Further, the wrinkled peas require rather a long growing season. While the season prior to the fourth week in April was unfavorable, the fourth week was favorable, and so growers planting the wrinkled peas at that time had the best yields For every week lost in planting after the fourth week of April, there was a loss in yield of from 100 to 400 pounds of shelled peas per acre.

Quantity of Seed—The usual rate of planting is about 4 bushels of pea seed per acre. Some growers drill at the rate of about 4½ bushels per acre. According to the survey results, those drilling at this greater rate, increased their yields 300 pounds per acre over those drilling only 4 bushels of seed per acre. Those drilling over 5 bushels of seed per acre did not increase their yields.

In drilling larger quantities of seed, it is sometimes necessary to drill both ways in the field. This gives a more even distribution of the seed.

Varieties—There are a great many varieties or so-called varieties of peas grown for the canning factory The most important ones in this state in the order of their date of maturity are: Alaska, Surprise, Admiral, Advancer and Horsford Market Garden. Some new varieties which show promise are: Rice No. 330, Horal and Duke's Delight.

GROWING SWEET CORN AND BEANS FOR THE CANNERY

By H. Stricker Mills.

Talk given at Canning School, Ithaca, N. Y., March, 1924,

WHILE sweet corn and beans for the canning factory are not as important as peas in this state, it seems necessary to cover a few of the most essential topics in discussing the two crops.

Sweet Corn—Under this crop, the most important topics are: 1. Date of planting. 2. Fertilization. 3. By-products. 4. Varieties. 5. Handling.

Date of Planting—While on work on date of planting sweet corn has been done in this state, some results secured in Maine may be of interest. It was shown that early planting gave the largest yields. Corn planted May 25th to 31st yielded an average of 3,233 pounds per acre, that planted from June 1st to 10th an average of 2,441 pounds per acre and that planted after June 10th an average of 1,932 pounds per acre.

Fertilization—Unlike peas, sweet corn is a long season crop, is more leafy, and can, therefore, use larger quantities of plant food.

Most successful growers use manure and 16 per cent. acid phosphate on their land for sweet corn. Figures from the survey show that the growers who used the most manure, 6 to 8 tons per acre, and the

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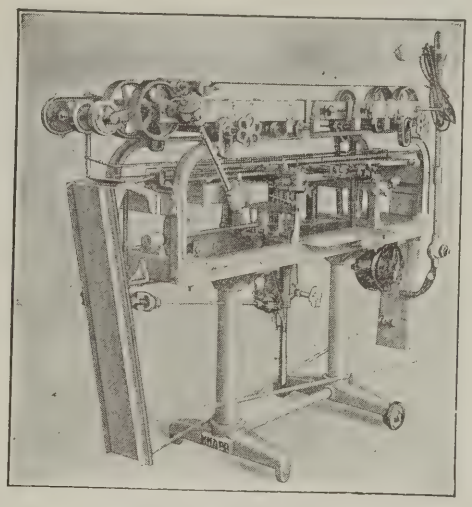
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most fertilizer, mostly acid phosphate, about 200 to 300 pounds per acre, had the highest yields and the highest profits.

Figures from Maine show that about 10 to 15 tons of manure per acre applied to sweet corn gave the greatest gains, although higher applications of manure increased yields, but did not pay for their application.

Some farm bureau tests in Erie County in 1922, show that acid phosphate gave the best yields of first grade corn, and the best value of first above the cost of the fertilizer. In this test, 2-8-10 and 2-12-2 fertilizer was compared with no fertilizer plots and acid phosphate plots.

Some very interesting information is contained in Iowa Extension Bulletin No. 71. It is claimed by the writer of that bulletin that sweet corn does not exhaust the fertility of the soil as much as does field corn. In the table given, sweet corn is figured at a yield of 3½ tons per acre and field corn at the yield of 60 bushels per acre. With such average crops, sweet corn removes from the soil 32 pounds of nitrogen, 2 pounds of phosphorus and 14 pounds of potash. Field corn removes 59 pounds of nitrogen, 9 pounds of phosphorus and 11 pounds of potash.

It must be borne in mind, however, that most soils in New York are more deficient in phosphorus, and so would respond more readily to applications of acid phosphate than any other fertilizers as the tests in Eric County, mentioned before, will show.

It has been known for some time that the processes of filling out and ripening a crop bring about the heaviest drain upon the soil fertility. Sweet corn is picked before this heavy drain on the soil takes place while field corn is ripened on the plant, and thus drains the soil considerably more. Field corn, therefore, takes more nitrogen and phosphorus than does sweet corn, but sweet corn takes more potash than field corn. This is because potash is directly associated with the development of sugar in the sweet corn.

Silage—In growing sweet corn for the canning factory, the first question is whether the crop is profitable from the standpoint of the corn itself. The question of the silage, which is merely a by-product, is a secondary consideration. If the refuse from the sweet corn factory can be profitably hauled back to the farms, mixed with the sweet corn stalks, and put into the silo, a good silage will result. The resulting silage would be a mixture of cobs, nubbins, hard ears, husks and stalks.

In Iowa Extension Bulletin 71, mentioned before, Irwin claims that sweet corn silage has a very high value. He claims that the stalks are sweet, palatable and contain less crude fiber and hence a higher percentage of digestible matter than field corn. He does not state whether the ears are included in the silage.

Varieties—There seems to be a tendency toward the growing of smaller grained types of sweet corn with the gradual discontinuance of the Stowell's Evergreen, which was the standard.

There seems to be four types required and grown in New York at this time. These are: The Golden type, an early white like Crosby, a narrow-grained white variety, and a medium late white variety. Golden Bantam is noted for its quality. Improvements over Golden Bantam which deserve a trial are Whipple's New Yellow and Buttercup. Whipple's Early is an improved early white variety and also deserves trial.

The Evergreen types, in general, are too late for New York conditions. Some varieties and strains of medium late white corn which deserve trial are: Early Evergreen, Hickox Improved, Howling Mob, Mimms Hybrid and White Evergreen. From these, a medium late white corn might be selected, which would be better than Stowell's Evergreen for New York conditions.

Handling—It is important to get the corn into the cans as quickly as possible after harvesting. Of course, it is quite evident that some delay may be necessary but do not store the corn in large piles over night as heating will take place with a resulting loss of sugar.

Some experiments have shown that there is a 2 per cent. loss of sugar per hour in corn stored at 86° F., and only 1 per cent per hour when stored at 68° F. Loss in sugar is accompanied with loss in tenderness and quality.

Beans—This crop is usually used as a filler in between the early crops and the later ones. For example, they may be grown to fill in betwen peas and sweet corn or betwen peas and tomatoes. The nature of the crop, therefore, makes it of less importance than peas, sweet corn, and tomatoes, and, in most cases, the canning factories grow most of the beans which they can.

Three topics of interest might be mentioned at this time: Quantity of seed, fertilization and diseases and insects.

Quantity of Seed—The usual rate of planting seed is a bushel to the acre. From work done by Gillis at Cornell the last two years, the indications are that for the three types of beans, Valentine, Burpee's Stringless Green Pod and Refugee, the best rate of spacing is 9 bean plants per foot. With this spacing highest yields were secured, and although, of course, the stand will greatly depend upon the germination and vigor of the seed planted.

Fertilization—The average grower of beans generally applies 200 to 300 pounds of 4-8-4 fertilizer along with 7 to 8 tons of manure per acre. On the generally fertile soils used for beans in New York, this should be sufficient.

Diseases and Insects—It is not my purpose to review this subject at this time, but, as Dr. Burkholder was probably too modest to mention it, I want to call your attention to a very excellent Cornell Extension Bulletin, No. 58, which covers this subject very satisfactorily.

NEW MEMBERS—WESTERN CANNERS' ASSOCIATION—1924

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The Karl Kiefer Machine Co., Cincinnati, Ohio.
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The Miami Canning Co., Lebanon, Ohio.
The Landreth Seed Co., Bristol, Pa.
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E. B. Franz Co., Inc., Brokers, 509 Terminal Building, Los Angeles, Cal.
The Lake Odessa Canning Co., Lake Odessa, Mich.
Dewey & Alma Chemical Co., Cambridge, Mass.
F. G. Dickerson & Co., Canning Machinery, 312 N. LaVergn Ave., Chicago, Ill.
Stanley E. Hawkins, Broker, 202 Main St., Buffalo, Ill.
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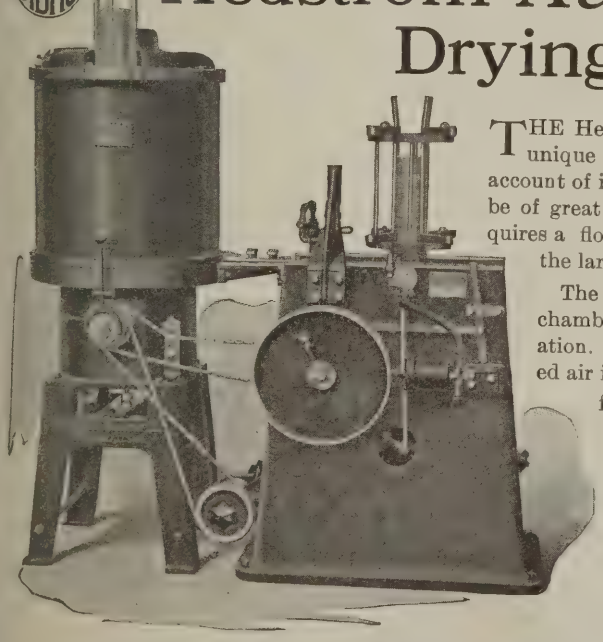
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Hedstrom Automatic Compound Drying Machine



THE Hedstrom Automatic Compound Drying Machine employs a new and unique method for drying the compound applied to sanitary can ends. On account of its extremely simple and compact construction, this Dryer is sure to be of great interest to all makers of sanitary cans. The complete machine requires a floor space of only two feet square and is a decided improvement over the large, cumbersome machines now being used for this purpose.

The can ends are individually fed and slowly rotated through the drying chamber, insuring an even distribution of compound during the drying operation. The Spiral movement of the ends creates a natural agitation of heated air in the chamber, so the compound is thoroughly dried, absolutely free of blistering, with a surprisingly small amount of heat.

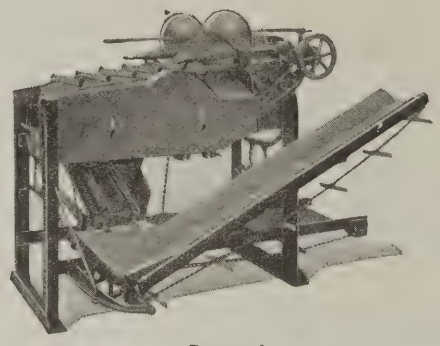
The machine as shown, was exhibited at the Canners' Convention and was considered the most unique and satisfactory Drying Machine ever offered. The Dryer is operated in connection with our No. 1 Single Spindle Compound Applying Machine, but when equipped with the necessary attachments may be used with other types of Applying Machines.

Write us for further particulars.

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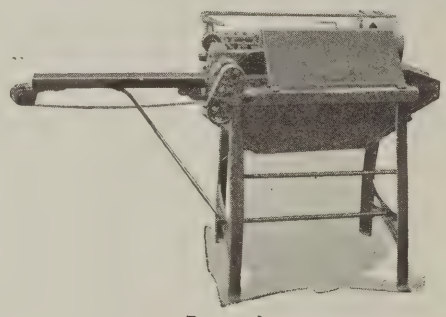
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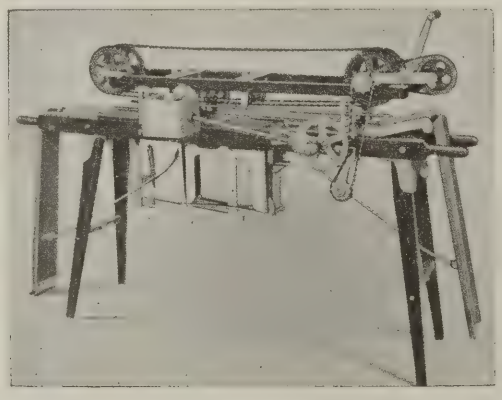
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The Morral Corn Cutter is very simple in construction and is the most durable and best cutter on the market. It has a positive feed and will not clog up like other cutters when cutting nubbins and small ears. It is furnished with attachments for cutting Golden Bantum Corn, and it is the best cutter for cutting Bantum Corn.



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And the Secretary adds that they are coming in every day. There should be more canners.

PUYALLUP ASSOCIATION TO AGAIN CAN

President W. H. Paulhamus Writes of the New Plans, Quality and Fill to Mark Their Products.

You will be interested in learning that the Puyallup & Sumner Fruit Growers Association has decided to re-enter the canning business and we will again pack a portion of our bush berries and other fruits for distribution in cans.

You will recall the Puyallup & Sumner Fruit Growers Association originated the solid pack of berries in the Pacific Northwest a number of years ago.

This Association consists of several hundred berry growers associated together for the purpose of marketing, in a co-operative way, their fruit products. The Association not only looks after the marketing, but also takes charge of planting, cultivation, fertilization and the picking of the berries.

So that you may appreciate the volume of business conducted by this organization, it is only necessary to advise that during the shipping season of 1923, 131 carloads of blackberries, passenger train service, were shipped and marketed in all sections of the United States. Carloads of blackberries for fresh consumption were shipped as far east as Boston, New York City, Philadelphia, Pittsburgh, Buffalo, Detroit and other large cities east of the Mississippi River. Carloads of red raspberries were also shipped for fresh consumption beyond Chicago.

This will indicate to you that the bush berries produced by the members of our organization have the TEXTURE TO GO THE ROUTE. Berries grown in fields lacking proper cultivation and fertilization are deficient in quality and flavor. The business of our Association was originally that of marketing for fresh

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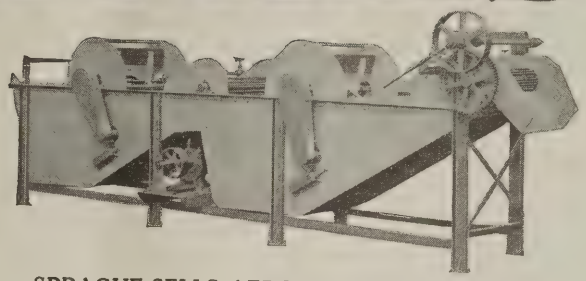
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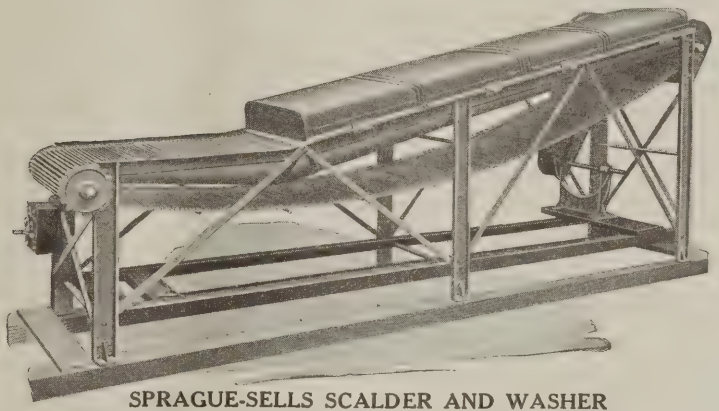
Our machines are guaranteed to satisfy you—your money back if they fail to do so.

QUALITY



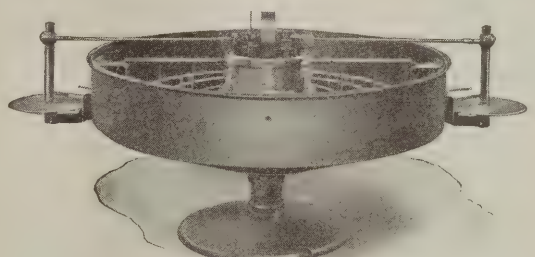
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consumption, therefore the necessity of handling our crop with extreme care. If our berries are grown, harvested and can be marketed at points from 3,000 to 4,000 miles from the fields, you can appreciate that they must have quality.

Up to 1917 the association was packing in cans very extensively, at which time they disposed of their canning plants to the Puyallup & Sumner Fruit Growers Canning Company, an organization created solely for the purpose of operating a canning factory, but during the financial troubles of 1920, the canning company ceased to operate, but the Puyallup & Sumner Fruit Growers Association has been in active operation continuously for more than 25 years under the same management.

During the past few years, the association has been marketing all varieties of berries in barrels and selling a large volume of berries to canning companies, but, commencing this year, the association has decided to start canning again and has accordingly arranged for the use of a plant to pack our berries according to our former standards.

You will recall that the Puyallup & Sumner Fruit Growers Association inaugurated the packing of berries to the full capacity of the can. You will also remember that prior to the activities of the Puyallup & Sumner Fruit Growers Association in the canning industry, there was no real standard for canned berries. In fact, what was available at that period was mostly "water-in-the-can." Our association put so many cultivated Evergreen Blackberries in the can that when it was opened and the tin removed, the blackberries would be left standing erect similar to cheese.

Our theory is that the more berries we can put in a can, the less cans it will be necessary to buy, and with this idea in view, we will fill every can to capacity. You want the best canned foods that are available. We believe that our association can supply your requirements with this kind of a product. You may be able to purchase red raspberries, blackberries, gooseberries, loganberries, strawberries and other similar bush fruits at a lower price per dozen cans than we can afford to sell for, but the jobber who serves his customers with the best product is the jobber who retains his business.

Our association purchases all the fertilizer for our members in large volume, and this fertilizer is selected with a view of giving the best possible texture to the berries, and is applied to the fields in an intelligent manner. The president and general manager of our organization is one of the large growers of the valley. He established the industry and is entirely familiar with the requirements necessary to produce the best quality of fruit.

You know the reputation of the berries packed by the Puyallup & Sumner Fruit Growers Association. If you are interested in quality of this kind, we can take care of you.

For this year most of our strawberries are already contracted in barrels, but we will pack a few in cans on orders. We can take care of your requirements of Cuthbert red raspberries, loganberries, cultivated evergreen blackberries, gooseberries, Montmorency red sour pitted cherries, strawberry rhubarb, and will also pack reasonable quantities of Bartlett pears, Royal Anne cherries, prunes and apples. Our friends in California are strong on peaches and apricots, but when

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

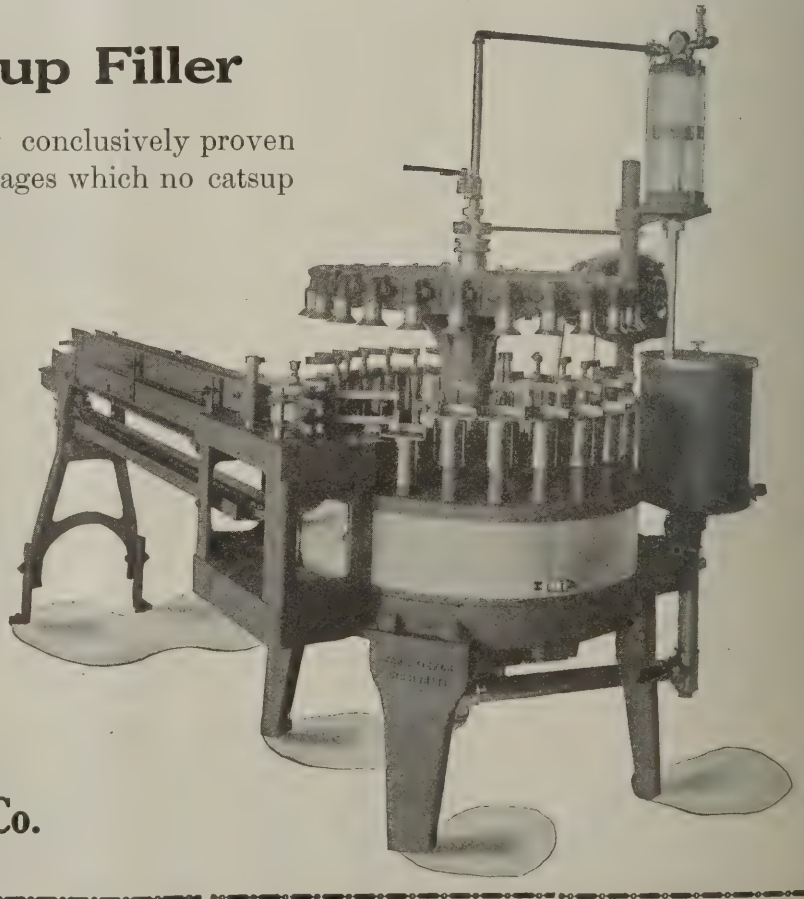
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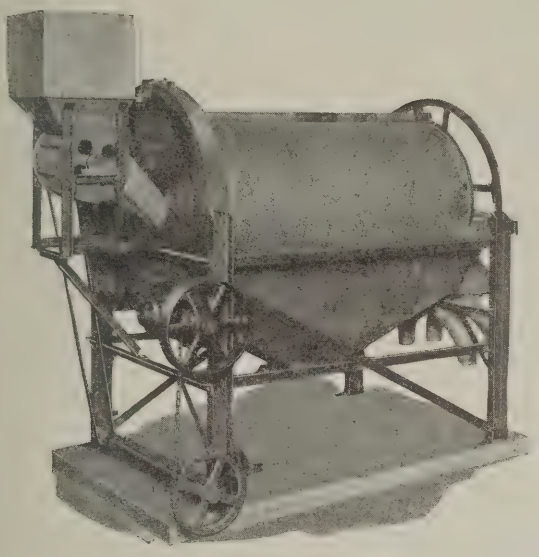
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It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

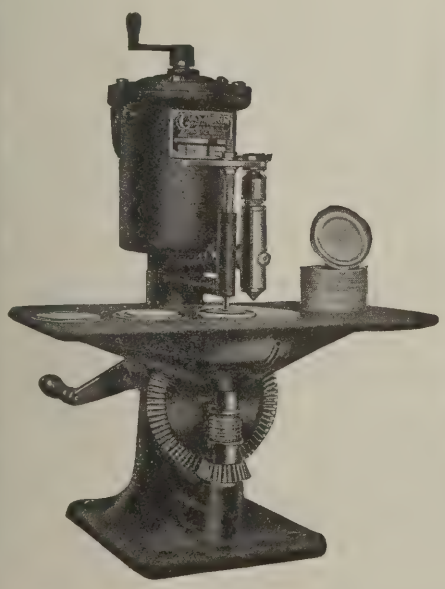
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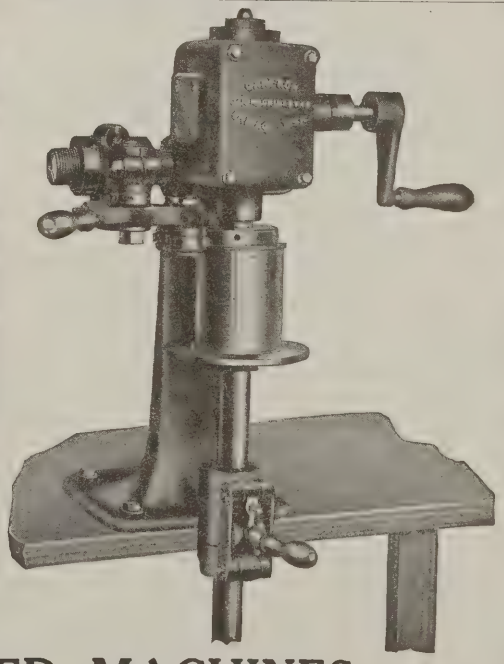
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This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

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23

they want any fruits of quality, outside of these two items, they must secure their requirements north of the great sunshine state.

We are a little late in getting out our prices. Other canners have had their quotations before the trade for some time. Neither have we had time to arrange for brokers in various jobbing centers. We are proceeding at once to make our selling connections in all markets. We will need proper representation to maintain our contact with the trade.

W. H. PAULHAMUS, President.

FERTILIZING THE APPLE ORCHARD

A LOT depends upon whether the apple orchard is kept in sod or is cultivated as to what the most profitable fertilizer practice will be. While definite indications of direct beneficial results from fertilizers in cultivated orchards are lacking, there seems to be no question that, excepting possibly on the very richest soils, high ammonia fertilizers are essential to success in sod orchards.

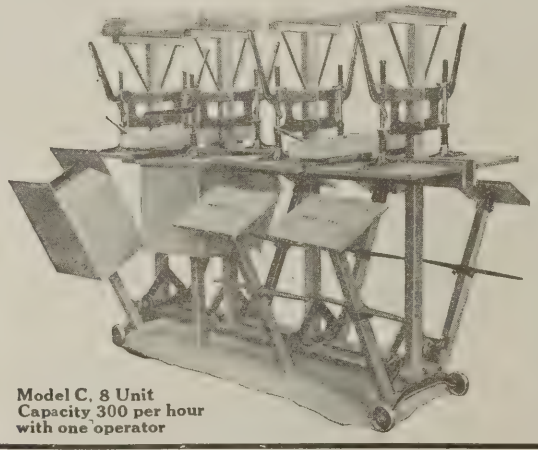
Recommendations vary somewhat, but the following, from the Cornell (N. Y.) Experiment Station will serve as a reliable guide. During the first two or three years, a half pound of nitrate of soda or sulphate of ammonia may be scattered about each tree. The quantity may gradually be increased to three or four pounds when the trees are ten or twelve years old, and to five or six pounds when fifteen to twenty years old. When the trees are young the fertilizer should be spread under the drip of the branches, but when older, it may best be applied broadcast between the rows.

AUSTRALIAN CANNING SEASON NOW UNDER WAY

AUSTRALIA'S fruit-canning season, just under way, will consume some 24,500 tons of fresh fruit, according to information obtained by the Department of Commerce from the Canadian Government. It is estimated that the total pack will reach 2,100,000 dozen 30-ounce cans. The varieties of fruit and quantity of each to be packed are apricots (2,500 tons), clingstone peaches (10,500 tons), freestone peaches (2,500 tons), pears (3,500 tons), and pineapples (5,500 tons). Owing to the severe losses incurred by the Commonwealth Government in guaranteeing a price on the packs of previous seasons, a request for a guaranteed price for the present season was refused, but a subsidy on production and export, amounting to a total sum of £141,000, was offered to and accepted by those engaged in the industry. As the large surplus stocks held in London and Australia from previous packs have now been disposed of, the official board created to control sales will shortly cease to exist, and canners are to establish their own organization to provide for future sales.

NORWEGIAN SARDINES RUNNING GOOD NOW

WORRIES of the Norwegian sardine canners over a possible short pack have been dissipated and the canneries have been working full force since the first of the year, Consul G. N. Ifft, Bergen, informs the Department of Commerce under date of January 19. An abundance of fairly good raw material has been received not only from the Norwegian coasts, but from Danish, Belgian, Scottish and Welsh waters. The canneries, however, are somewhat dubious about the Belgian fish, as they are coarser than the Norwegian bristling, and there is considerable difference in taste and aroma. Notwithstanding the reported shortage of bristling off the Norwegian coasts last year, the canneries still exported approximately 21,250,000 kilograms of sardines and canned food products. This is a quarter of a million kilos less than in 1922, but still six millions more than in 1921. Two-thirds of the export last year was from Stavanger. Trondhjem was second and Bergen was a close third.



Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most *Efficient, Simple and Economical* machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates to a wide range af sizes. *Descriptive matter on request.*

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(Thos. L. North)
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CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the lowest figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory	1.50	1.40
Std. Crushed, No. 2, Baltimore	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	Out	1.15
Standard, No. 2½	1.55	1.50
Standard, No. 3	09'1	99'1

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.10	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.70	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	5.50	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	5.15
Standard, No. 10, f.o.b. County	4.50	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	.97½	1.05
Standard, No. 2, f.o.b. County	.95	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.62½	.70
Standard 1s, f.o.b. County	6 2½	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10	....	4.50
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.50	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	5.00	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.25	2.50
Standard, No. 2	1.75	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00



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COLORS: Black or White
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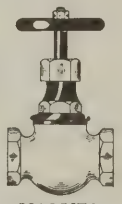
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William M. Gross.

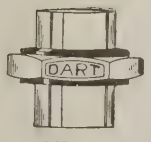
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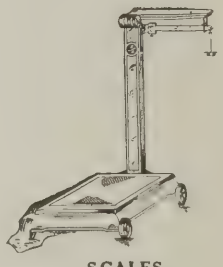
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NEW YORK



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Superiority - In performance, in design, in durability, in quality of product produced. This is the story told over and over again by those best qualified to speak of the A-B Cooking Unit - its owners.

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THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, APRIL 21, 1924

WEEKLY REVIEW

Buying Keeps Up in Fine Shape—Markets Show Very Few Price Changes—Peas May Be Short Pack in This Section—Futures All Selling Slowly—Some Reasons Given—More Canners Packing New Lines.

KEEPING UP—The buyers are continuing to come into the market for a steady supply of canned foods, actual market conditions showing no relative change from the past months. It is becoming hard to find the kinds of spot goods that are wanted, and in some articles next to impossible. The average canner you meet turns his palms upwards and says he is all cleaned out, and the others, the canners of the staples, have mostly been cleaned out for many months. In fact, one cannot but puzzle where the brokers or buyers are finding the spot goods they must have to keep the market supplied, when he takes into consideration the number of canners who say they are cleaned out or have been cleaned out for months. Daily canners come into the office, or are met upon the streets, and the almost invariable reply is that they have no goods on hand. Small wonder, then, that the buyers are reported as having trouble to find what they want.

About the only changes reported in the market quotations are in No. 10 tomatoes, which are marked down this week, again, from $4.65 and $4.75 to $4.50. Make your own guess why this should be the case, for we confess we do not understand it. But who can understand the ways of the festive tomato? One other item shows a few price changes and that is strawberries, whose packing season is nearing, and those who may have a few on hand usually want to clean them out before the new packing begins. This probably accounts for the reductions in strawberries. No. 2 extra preserved have been reduced 5c to $2.25; No. preserved also 5c to $1.25, and No. 10 in water are now quoted at from $5.00 to $6.00, where they have been quoted at $6.00. These make up the entire market variations as now shown.

THE CROPS—As intimated last week, some of the pea canners of this section have had considerable trouble getting their fields planted, and the season is long past its regular date for this. The season has been bad for the pea canners, and unless it changes for the better, and then provs a very fine growing season there my be trouble, and not only in this section, but in the most of the pea growing regions. All pea canners, of course, have not been so caught, some of them have been lucky enough to have gotten their peas planted, but in such cases they say they have not been able to get out the acreage they had last year. In this locality there is a reason for this. The pea aphis or pea louse has played havoc with many pea fields in this so-called southern district, and the growers are not very anxious to attempt peas again. Greenabum Bros., who for years was one of the largest pea canners in this section, decided to abandon peas entirely, because the section around Seaford, Del., was hit year after year by heavy losses due to this louse. This will give some idea of the severity of this visitation and how seriously the growers and canners consider it. As a result the growers are overwilling to make excuse of weather and what not to avoid growing peas for the canners. The unfavorable season thus far and its lateness may mean a shortened pea pack for this section even if the balance of the season were favorable. And this lateness brings all peas within the danger time of the louse. As a result the pea canners of other sections are on the uneasy seat and will be until they can see the crop well advanced, and the season favorable. So while all the industry is counting upon a record planting and packing of peas for 1924, it might be well to remember that "there is many a slip twixt cup and lip." The pea pack is only in intentions at present; most of it remains to be planted and all of it to be grown and harvested.

Pea canners in California have about given up the idea as impractical, because of this pea louse, and the pack there will be light this season.

FUTURES—The general report is that futures are moving slowly. There are two reasons for this: first, that the buyers have fairly well covered their requirements, and secondly that, the wave of caution which is sweeping over the country, carrying with it the intimation that we are about to slip from the false and inflated level of prosperity we have been on for some years, is being felt by the buyers and they have decided to slow down. This later condition might easily be discounted, because the jobbers now know that the country can consume an immense quantity of canned foods, they also know that their spot supplies are lower than ever before, and that they will need generous supplies of goods next fall, come what may, and that there is but slim chance of the prices being any better than now. But with their bankers continually preaching caution, to go slow and not to overbuy, it is but natural that they should slow down. The real cause, however, we believe, is that they are well covered, and that means that the canners must be well sold up and so we can regard this present slowing up without worry. And particularly until they can see a little better what the crops may do for them.

Future tomatoes continue to be quoted too low. County brokers are quoting them: 1s, 55c to 57½c; 2s, 85c to 90c; 3s, $1.25 to $1.30, and 10s, at $4.00. Unnecessary to state these cover Tri-State canners, as the canners of Indiana and elsewhere have sold out their respective packs at very much higher prices. It is not likely that California will go very heavily into tomato canning this season, unless the season proves unfavorable for crops in the balance of the country, then California can jump in.

CANNING EXPANDING—We have already called attention to the probable increase in the number of canners handling stringless beans during 1924, as a considerable number of canners will take on this item this year for the first time. And now it would seem that California is to have more rivals in the canning of asparagus. Michigan, New York State, North Caro-

lina and some others are going into the asparagus canning game on a larger scale, and it would seem the acreage of this item has been increasing to warrant such attempts. Maine but recently got into the habit of packing stringless beans, and likes it and is increasing her output. And now Maine has taken to canning peas, and so the industry branches out, spreading to every section and taking in every item of food. This is all for the good of the industry, there being but one thing necessary and that is that these new goods be quality packs.

NEW YORK MARKET

Market Getting Stronger—Tomatoes Offering at Low Prices—Indiana Tomatoes Strong—Booking Western Future Corn Pineapple Shows Renewed Interest — Buyers Continue to Want Peas—Southern Future Peas Still Offered—Succotash Wanted.

New York, April 17, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

MARKET Strengthening—The market is slowly, but surely, working toward higher ground as the shortage of the many wanted grades and varieties on spot becomes more acute. Distributors are now practically down to bare floors on some items, and can see no prospect of getting replacements until the new pack is available.

Peaches Higher on Coast—California fruit canners, who withdrew from the market a few weeks ago, when the new crop of canning peaches was reported heavily damaged by the weather, have re-entered the market, with higher prices all around. The California Packing Corporation quotes standards at $1.85 in the current list. Other grades of fruits have also been advanced by the Corporation and other holders. Chief strength appears to center on standard quality, which is not in heavy supply either in first hands or in resale channels.

Retailers Buying—Wholesale grocers report that they are getting a very good inquiry for the entire line from the retail grocery trade. Retail grocers, like their jobbers, have permitted their stocks of some staples to run very low, and when they re-enter the market they find out that not only have prices advanced materially since they made their last purchases, but that in many instances the goods are unobtainable.

Strengthens Future Outlook—This situation has strengthened the future outlook, and the retail trade is sending in its future orders to the wholesale grocers in larger volume.

Southern Tomatoes—Future tomatoes for shipment from country canneries continue to offer at 55c for 1s, 85c for 2s, $1.25 for 3s, and $3.90 to $4.00 for 10s, f. o. b. cannery, 100 per cent contracts. The demand is reported to be fair. Spots are quoted at 62½c for 1s, 95c to $1.00 for 2s, $1.37½ to $1.40 for 3s, and $4.50 to $4.75 for 10s, all f. o. b. country canneries, with the usual differential obtaining on tomatoes for shipment from Baltimore city canneries.

Indiana Tomatoes—Continued strength on future Indiana tomatoes is reported, with the market quoted $1.35 to $1.40 for 2s, and $4.50 for 10s, 2s being generally withdrawn. For 1923 pack Indiana tomatoes, the small lots remaining unsold are held at $1.10 for standard 2s, $1.65 for 3s, and $5.50 for 10s, all f. o. b. canneries.

California Tomatoes—There has been no change in the tomato situation on the Coast. Packers are not yet generally offering futures, and the carryover of 1923 pack is well sold up.

Southern Standard Corn—Spots are offering at 92½ to 95c per dozen for standards 2s, and 62½ cents for standards 1s, f. o. b. country cannery. The market for future standard is quoted at 65c for 1s, 92½c for 2s, 95c for extra standard 2s, and $1.00 for fancy 2s. The demand has been quiet during the week.

Western Standard Corn—Midwestern canners are booking future standard corn at an inside price of 95c, it is reported, with many packers asking $1.00 to $1.05. The movement of spot corn continues good, and the market is well cleaned up. The carryover of spot Western corn this season will be negligible.

Salmon Routine—There has been little of general interest in the spot salmon market during the week. There is some talk of low-priced reds around the market, but it appears that the salmon referred to involves only a small lot of one brand, offered at 5 to 10 cents under prevailing spot quotations. Pinks are quiet and unchanged. Chums are in limited supply, and strongly held. The same is true of fancy chinooks.

Tuna Strong—There has been some inquiry for tuna for coast shipment during the past few weeks, and stocks remaining unsold in first hands are reported to be extremely light. Distributors' holdings are also closely sold up, and replacements will be needed by many of them to take care of their summer demand for the "chicken of the sea."

Sardines—The Maine sardine fishing season is officially open now, having opened on the 15th, but this means little to the packers, who do not expect the run to amount to enough to justify canning for a few weeks. The packers go into the new season with the market practically bare of carryover. The pack of 1923 has been almost entirely exhausted from first hands, the market having been featured by a steady advance during the past several months.

Lobster Selling—There is some demand for new pack lobster, which is offered f. o. b. cannery at $8.00 for 1s, $4.25 for halves, $2.30 for quarters.

Pineapple — There has been some revival of interest in Hawaiian pineapple, and the market has strengthened a little. As a result of this change in the situation, jobbers are showing more willingness to discuss futures, although it is reported that the volume of future business placed so far has been rather light. The packers will feature both crushed and sliced this season in their nation-wide publicity.

Pie Fruits—Stocks of No. 10 pie fruits in this market are not large, and it is reported that canners' holdings on the Coast are also small. The shortage in No. 10 fruits applies to both the pie and water grades. Resale trading is now furnishing the bulk of interest in No. 10 fruits, although some little interest is being manifested in the future outlook.

Peas—Demand for Wisconsin peas on future contracts has continued active. Buyers want both fancies and standards; in fact, buyers seem willing to book most any assortment of peas they can get from the new pack. While most of the canners are withdrawn from the market, the late sellers are booking some business, and are justifying their lateness by getting prices higher than those received by the "early birds" among their competitors who started selling last December. As far as 1923 pack Wisconsin peas in first hands are concerned, this item is more in its proper place in the history of the industry than in a market report.

Southern Peas—Maryland, Delaware and Virginia canners are still in the market with future peas, quoting standard 3s at $1.17½ to $1.20. Extra quality 4 sieve are held at $1.20 to $1.25, with 1 sieve quoted at $1.70 per dozen. The inside price on spot Southern peas for factory shipment is $1.45 for 4 sieve standards. Extra quality No. 1 sieve for prompt shipment are quoted at $2.50. Canners report that they are getting a quiet business at these prices. Owing to the high price basis now prevailing, jobbers are not taking any chances of overbuying, but are stocking only for immediate needs.

Succotash Wanted—There has been a good inquiry for fancy succotash in this market during the past week or so, and buying has exhausted available supplies. Prices are nominal in the absence of any important offerings.

New Southern Spinach—The damage to the California spinach crop, with resultant advanced prices, has stimulated interest in Southern pack and buying is on the increase.

CHICAGO MARKET

Spots Active, Futures Quiet—The Opening Prices on Asparagus Causes Interest—Hard to Find Spot Goods of Any Kind —Florida Canned Tomatoes Come on the Market —Corn Wanted for Prompt Shipment— Michigan Canned Fruits on Same Basis as Last Year — Canned Salmon.

Chicago, Ill., April 18, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

MARKET Active—The market for canned foods continues to be active throughout the central west for all varieties spot goods for prompt delivery, but the market for futures of the 1924 pack is somewhat inactive. The wholesalers appear to have supplied themselves, for the time being, with future contracts sufficient to cover the requirements of sales of futures to the retailers, and are now apparently waiting for their sales to catch up with their purchases.

Canned Asparagus—The opening of prices for California canned asparagus this week by F. E. Booth & Co., San Francisco,

Cal., has excited some interest, but has also excited some disapproval, as the wholesalers think that the prices are entirely too high and are not inclined to contract at the prices. It is possible that canners may be able to make lower prices when the market for asparagus is generally opened by all the canners.

The difficulty of obtaining supplies of spot canned foods still continues and brokers state that they are unable to close more than about half the orders and inquiries they receive from the wholesalers, being unable to find goods of satisfactory quality at satisfactory prices in first hands.

Florida Tomatoes — The matter of chief interest for the week in canned foods matters was the entrance of Florida canners into the canned tomato market. Samples were received of standard No. 2 tomatoes from Florida, and proved to be of excellent quality, good fill, flavor and color, and the first canner who offered several thousand cases ready for shipment was sold out in one day. In understand the price figured about $1.07½ delivered on track Chicago.

Heretofore, canned tomatoes from Florida have been for the early pack rather unacceptable on account of the prevalence of green pieces of tomatoes in the cans, being picked before they were thoroughly ripened, but the samples shown this week, though not as thoroughly ripened as the later pack will be, or as the regular western and eastern pack, nevertheless were very good average color.

The offering of these Florida tomatoes will, of course, distract attention from eastern offerings to some extent as they are at a slightly lower cost laid down, and as there are no canned tomatoes in the west whatever, it is quite likely that Florida offerings will soon be sold out.

The stocks of canned tomatoes in the hands of wholesalers in the central west are almost down to the floor on both 2s and 3s, but the stock of No. 10s is adequate and there is but little demand for that size.

Canned Corn—The demand for canned corn for prompt shipment continues unabated and not only is the central west buying regularly of desirable lots, but the southwest and extreme west have appeared in the market and are taking desirable offerings freely. The purchases of canned corn, however, are largely confined to goods for immediate or prompt shipment, and although there is a fair sale for futures, wholesalers are disposed to be leisurely in placing contracts for future packed canned corn. The sales of futures in Iowa, Illinois and Indiana have, however, been large, very considerably larger than this period last year, and this probably accounts for the slowing up of future sales just at the present time.

Canned Peas—A large part of the pea canners of Wisconsin have withdrawn from the market and are not offering 1924 or future pack. They have contracted a large business and many of them have sold up to the line of safety.

In spot goods there is nothng of interest to report as the small remaining irregular lots throughout Wisconsin in first hands are so unimportant that transactions are few and insignificant. Chicago wholesalers have been trying to buy canned peas from New York State canners, but generally find prices so high that they are discouraged and do not order freely.

Canned Fruits — Michigan canners generally have named prices for 1924 output of canned fruits and prices are about on a parity with those of 1923. For instance, red sour pitted cherries in No. 10 cans are priced at $9.00 f. o. b. Michigan, 1924 pack, canneries, which was about the opening price of 1923. Allowing a slight advance for the higher price of cans this season Michigan canners are pricing their goods on the same basis as 1923.

Placing of future orders for Michigan fruits so far has not begun actively, but is expected to begin in a few days. Spring weather has arrived and the prospects for business are more encouraging, and the hindrance to the distribution of canned foods, and the shipment of them, no longer exists and stocks of all kinds will go rapidly into consumption. This will have an effect on future or 1924 business and more contracting for futures can be anticipated.

Hawaiian Pineapple—The sale of Hawaiian pineapple for future 1924 delivery has not been near so large or important as heretofore, from the fact that orders were delivered of the 1923 pack 100 per cent. and the supply in the hands of wholesalers was larger than usual on that account.

Then the pineapple canners protected their customers and the market by refraining from selling to speculators, thereby leaving the stock in the hands of the legitimate jobbers and preventing artificial inflation of prices.

There was some canned pineapple sold to speculators indirectly, or through indirect negotiations, which the canners could not help, but this had a discouraging effect rather than a stimulating effect on the price, for the wholesalers having received 100 per cent. delivery, were well supplied and would not buy canned pineapple of the speculators, not only because they did not need it, but because they wanted to discourage the scalpers and speculators.

Therefore, the offerings of Hawaiian pineapple by the speculative interests were urged upon the market and had an opposite effect from that which speculation usually has. The market has now recovered, however, and no offerings are heard of below opening price and most offerings are higher than opening prices.

In crushed pineapple there has been an important advance as the quantity was too small to meet the demand for manufacturing purposes. The information that pineapple canners were going to refuse to sell pineapple cores to those who have heretofore been crushing them and selling them to bakers and preservers, has been received in this market by the wholesalers with approval.

Not only does this approval arise from the general desire to keep the quality of all canned foods up to the highest standard, but the action of the canners is approved because the canning of the pineapples cores and placing them on the market as crushed pineapple was not only a deception, but was demoralizing to the regular grades and qualities.

Canned Salmon—Little is to be said in relation to canned salmon. Wholesalers are all complaining about the demand for Alaska red, Alaska medium red, and even fancy Chinook has sold as readily as usual. Prices have been high and have been well maintained, but the prices have not been proportionately higher than on other canned foods.

Several reasons have been given for the slow demand for salmon in this and the central western markets, and one is that prices are still higher proportionately than the price of fresh meats. Fresh pork is selling at very low prices through the west, and where housewives find they can buy pork chops for 18c and 20c per pound they will not pay 30c or even 25c per pound for canned salmon.

Another reason is one that I have frequently suggested, and just as frequently been berated for, and that is that salmon canners have put a great deal of effort into introducing common hump-back pinks and chum salmon, substituting them for the better grades and that this has to an important extent broken down the demand for fine canned salmon.

ST. LOUIS MARKET

All Food Lines Quiet—Advances Looked For—Buyers Waiting Too Long—Think There Are Enough Tomatoes—Futures Are Weakening—Substituting Lower for Higher Grades of Peas — Fancy Corn Hard to Find—California Spot Fruits Are Nearly All Gone—Small Peach Crop.

St. Louis, April 17, 1924.

By "Missourian."
Special Correspondent "The Canning Trade."

ALL Food Lines Quiet—The canned foods market is quiet, not unlike other lines of food. There is every indication that there will be an advance in prices for foods most in demand when holdings are diminished. This will strengthen feeling among packers on their 1924 output. According to the best informed, the present situation is a very unusual one. The reason for the present market situation is because of the small, but steady, trading. The hand-to-mouth buying policy of the distributors, extending over a long period, shows that the volume has been greater than when quantity buying was done.

While it is admitted by many distributors, the limited extent of unsold 1923 canned foods is a positive shortage in some items and anticipated scarcity later on in others, they are not taking advantage of this condition of the market to buy now when bargains can be obtained much better than can be obtained later on, when the goods cannot be had. According to many of those who know, the call for staples is not what it should be. In fact, it is not normal. Nearly all distributors continue on a hand-to-mouth basis, and are taking care of their present needs only. When they are short they are buying, but they buy only moderately sized lots only and turn them over before adding others.

Tomatoes—Tomatoes are like many other offerings which are not in the close clean-up class. Dealers believe that there will be enough of the 1923 lines to carry the trade through the rest of the year, so buying is continuing in a conservative way. Spot offerings are wanted, and to meet this demand, stocks are

being carried for immediate delivery. More small sizes are sold than gallons, which are neglected and dull. The firmest lines in Southern packs are unlabeled No. 2s. No. 3s are taken in a jobbing way. Futures have weakened slightly, as is the general rule after opening. Buying for a later delivery is limited It is a long time to packing time, and the jobber believes that too free a sale on contract might tend to too heavy an acreage and production.

Peas—Cheap peas are in big demand. Canners have sold out most of their packs, except some of the less wanted ones, and these are generally held above the ideas of buyers. Resale blocks are most in evidence. There is getting to be much substituting of extra standards for fancy, and there will be a close clean-up by the time the new pack is available. Futures are as firm as ever, and many canners are not willing to book any more business, fearing that they will not be able to deliver in full on what they have already under contract.

Corn—There is not very much being done in corn except of a routine nature. Fancy packs are very difficult to find, but occasionally can be picked up if the buyer hunts long enough. Some near standards are being offered, but a critical buyer does not care to take them. There is not an overabundance of spot standards, and prices on them are on full quotations.

Fruits—According to information received here regarding the fruit situation on the Pacific Coast, there is a very small working stock of fruits of all varieties left. Even with no more than the usual distribution of the needs at home and abroad, California will go into the new pack with the smallest carryover in many years. This situation is recognized more clearly by brokers than by distributors. One of the outstanding items is sling peaches, always a popular seller. There are very few real standards reported left in the hands of any packers in the State. The State has been thoroughly canvassed by some brokers, and they have little to show for their trouble. Seconds are even more scarce than standards. Choice are more plentiful than any other grades. When standards are not to be had at prices the dealers will pay, the trade is compelled to switch. Cheap lines are not available, but anything that is still attractively priced is readily taken at the advanced prices. Canners have firm ideas as to futures, but the season has not advanced far enough to enable them to be active in seeking business on contract.

Pineapple—Some strength is being shown in pineapple, and there is a rapid disappearance in cheap lines. There were only a few lots available a short time ago, and the tendency is to advance prices.

Fruit conditions are fair, except for peaches. Apples are 85 per cent of normal, or the same as last year. Peaches 40 per cent, the same as last year. Apricots are a failure. Most fruit buds were held back by the cold weather. Strawberries were hurt slightly by recent freezes in the Southwest, and can fruits killed down during the winter.

Prices—The following quotations are reported here f. o. b. at points of shipment:

Tomatoes—No. 2 standard, Indiana, $1.20; No. 3 standard, Indiana, $1.60.

Corn—No. 2 fancy, Crosby, Minnesota, $1.35; No. 2 fancy, Golden Bantam, $1.95; No. 2 stand., Evergreen, Wisconsin, $1.15; No. 2 fancy, Country Gentleman, Illinois, $1.10; No. 2 extra standard, Evergreen, Illinois, $1.00; No. 2 standard, Iowa, 95c.

Peas—Fancy No. 1, Alaska, Wisconsin, $2.60; fancy No. 2, Alaska, Wisconsin, $2.20; fancy No. 3, Alaska, Wisconsin, $1.70. Extra standard, No. 2, Alaska, Wisconsin, $1.00; extra standard, No. 3, Alaska, Wisconsin, $1.45; extra standard, No. 4, Alaska, Wisconsin, $1.35. Fancy No. 2, sweet, Wisconsin, $2.25; fancy No. 3, sweet, Wisconsin, $1.90; fancy No. 4, sweet, Wisconsin, $1.60. Extra standard No. 1, sieve, sweet, Wisconsin, $2.00; extra standard No. 2, sweet, $1.65; extra standard No. 3, sweet, $1.45; extra standard No. 4, sweet, $1.35.

FERTILIZERS HELP PEACHES

THE application of fertilizers high in ammonia, (nitrogen) to peaches has proven so profitable in Missouri, that the practice has become quite general in that State. Winter injury is one of the serious detriments to peach growing, and fertilizers have shown a distinct tendency to increase the hardiness of the trees. The importance of this may be gathered from the fact that in some parts of the State winter injury is so severe that a crop is not looked for more than once in three or four years.

CALIFORNIA MARKET

The Market Growing Firmer—Crops Cannot Be Large This Season — Buyers Covering — Further Advances Expected—Cherries Hurt by Frosts—Tomato Acreage May Be Increased—Fresh Cherries Are Being Shipped East—Asparagus Canning Is in Full Swing—Coast Notes.

San Francisco, April 17, 1924.

Special Correspondent "The Canning Trade."
By "Berkeley,"

THE Market Firmer—Practically everything in the line of California canned products is showing a firmer tone, but the higher prices being quoted on fruits, and some lines of spot vegetables, do not seem to be interfering in the least with the business being done. Crops cannot be large this year, owing to the setbacks by drought and frost, and there is a general tendency on the part of buyers to anticipate their requirements a little farther in advance than they have been. The recent increase of prices by the California Packing Corporation on spot stocks of fruits has been followed by similar action on the part of others, having stocks on hand, and further increases in some lines are expected in the near future. The lower grades were not packed heavily last year, and these are now in light supply and commanding relatively more attention than the higher grades. Standards and seconds in most fruits are especially scarce. The recent frosts have done some damage to the cherry crop, and the canned pack is more sought for than it was a few weeks ago. Growers of peaches, pears and apricots are expecting higher prices than those received last year, but it is not expected that these will reach the level of those of 1922, despite the outlook for a short crop.

Tomatoes—The prospect of a larger acreage devoted to tomatoes than seemed likely early in the season, coupled with the benefits from the recent rains, has had its effect on prices, and spot No. 2½ standards are again to be had for $1.15, and even a little less. Futures of this grade are being quoted by some firms at $1.10 without any rush of business being noted.

Cherries—Cherries are going forward from California to the Eastern fresh fruit markets in small quantities, suggesting that it will be but a short time until canners will be engaged in handling this fruit. The damage by frost has been confined to a few districts, and the crop promises to be a fair one.

Asparagus—The packing of asparagus is in full swing in the delta district, and the output is keeping well up to schedule. The rains experienced late in March were of great benefit, and an occasional shower would insure a large pack. Owing to the prevalence of the hoof and mouth disease among cattle, embargoes against the shipment of fresh vegetables from California have been made by some communities, with the result that more than the usual proportion of the asparagus crop is being handled by canners. Incidentally, the epidemic mentioned is affecting business quite seriously in this State. Travel is being restricted in many places, transportation of supplies is being held up, and a free interchange of commodities is being interferred with.

Salmon—Several of the salmon packers of the fleet of the Alaska Packers' Association have left San Francisco for Alaskan waters, despite the fact that the customary agreement with the Alaska Fishermen's Union has not been signed. Negotiations have been under way for weeks between packers and fishermen over differences in regard to working conditions, but no settlement has been arrived at. A. K. Tichenor, of the Alaska Packers' Association, states that there are no differences about wages, working conditions alone being involved. Owing to restrictions on fishing and a rather quiet demand for Alaska red salmon the full San Francisco fleet will probably not sail this year.

Coast Notes—Bryce Florence, formerly secretary of the California State Fish Exchange, and now with the Henry Dowden Co., has compiled figures of the 1923 catch of fish in California, placing this at slightly more than 223,000,000 pounds. Sardines ranked first in tonnage, the catch of this fish amounting to 158,159,356 pounds, with Albacore second, with 12,488,199 pounds. The catch of salmon was but little more than 7,000,000 pounds. Approximately three-fourths of the fish caught in California waters are canned or cured, the former process taking the largest quantities. Engaged in the business are thirty-two fish canneries. The total investment in boats and gear is esti-

mated at $10,000,000, while the value of the canning plants is placed at about $6,000,000. Fishermen received from $y0 to $12 a ton for sardines last year, while Albacore brought as much as $300 a ton.

The demand for the cheaper grades of canned salmon is well maintained, with pinks receiving special attention. Alaska reds and chinooks are being bought as needed.

H. A. White, manager for the California Packing Corporation at Honolulu, T. H., returned recently from an extended stay in the Philippine Islands, where he surveyed the prospects for developing the pineapple industry. He found many drawbacks to the growing of pineapple there, including laws which prohibited the farming of large tracts by any one company. With a revision of existing laws he suggested that the industry could possibly be developed into one of importance.

The Honolulu Plantation Co. has completed arrangements whereby practically all of the output of its sugar refinery at Aiea, the only one on the Hawaiian Islands, will be used by canners of pineapple. In the past most of the output of this plant has been shipped to the mainland, and the sugar used by pineapple packers brought from outside sources.

Libby, McNeill & Libby have secured the output of the Kirkham orchards at Brentwood, Cal., for a long term of years, and the erection of a cannery at Tracy is being considered.

The O'Malley-Collins Co., Inc., 112 Market street, San Francisco, Cal., has announced its intention of retiring from the brokerage field on May 1.

Mr. and Mrs. F. A. Wilcox, residents of Santa Clara county, Cal., were instantly killed near San Francisco on the evening of April 9, when the automobile in which they were riding was struck by a train. Mr. Wilcox was a director of the California Pear Growers' Association and was returning home from a meeting held in San Francisco when he was killed. Besides being a director of the pear growers' organization, he was a director of the California Co-operative Canners, San Jose, Cal.

Recommendations that the action of the Oakland (Cal.) Chamber of Commerce against the Southern Pacific Co. and other railroads to obtain lower freight rates to interior points than those named for San Francisco be dismissed have been made by Examiner J. O. Cassidy in his findings to the Interstate Commerce Committee. Examiner Cassidy holds that San Francisco, Oakland and other east-bay cities are a single community, except in name.

SEATTLE MARKET

Salmon Market Spotty—Distributors' Stocks Light—Market Is Well Controlled — Fewer Reds Offering — Few Packers Willing to Take Futures—Outlook Uncertain— Heavy Booking of 1924 Pack of Fruits.

Seattle, April 17, 1924.

By "Nomlas"
Special Correspondent "The Canning Trade"

MARKET Spotty—Trade in salmon has been rather spotty during the past week, and the situation has shown no material change. There has been, however, a slight increase in the number of inquiries received, and the trade here feels that the spring campaign is about at hand.

Distributors' Stocks Light—Reports received here indicate that stocks of salmon held by distributors, both wholesale and retail, are rather light for this season of the year. The trade has been buying in hand-to-mouth fashion for some time past now, and this is reflected by depleted holdings. Canners believe that when buying does commence, it will come on with a rush.

Market Well Controlled—Practically all of the smaller operators are cleaned up on pinks and chums, and the so-called "outside" holdings of reds are not active. With the market in strong hands, therefore, a continuation of the present firm price basis would appear to be indicated.

Reds—Offerings of red talls at $2.25 per dozen are becoming fewer. The larger holders remain firm at $2.35, and some of the sellers who were taking $2.25 business early in the month have advanced their views 5 cents per dozen. Red halves are held at $1.50. Export trading on reds has remained rather quiet.

Pinks—This division of the market has been rather uneventful. Some export buying has been reported, but the domestic trade has been slow. The stocks are not heavy, however, and there is no disposition just now to force the issue by cutting prices. Chums are in very limited supply, the market being nominally held at $1.20.

Futures—Few of the packers are willing to take a chance on naming future prices just yet, and this class of packer is booking s. a. p. There have been prices made in a few instances, however, on the basis of present inside spot prices. Fancy chinooks on future contracts are quoted at $3.75 for 1s and $2.25 for halves.

Outlook Uncertain—The outlook for the coming season is uncertain. In addition to the higher packing costs, due to advances in prices for cans, boxes, labels, labor, etc., the salmon canners are faced this year with the prospect of further drastic curtailment of fishing privileges by the Government. Under these circumstances canners are proceeding very slowly and are sounding out the situation thoroughly as they go along.

New Pack Fruits—There has been a heavy booking of 1924 pack of Northwestern fruits, following the announcement of opening prices a few weeks ago. Berry bookings have been heavy, buyers asking for early shipment on the various grades which are now in such short supply in the spot markets of the country.

What The Brokers Say.

Baltimore, Md., April 19, 1924.

The spring trade for the general line of canned foods is developing slowly, it is true, but it is developing, and that fact is an encouraging feature in the market situation and outlook. Outside of crushed corn and tomatoes the buying orders find much lighter stocks than usual for this time of the year from which to draw supplies. We do not mean to indicate there are more than enough tomatoes and crushed corn to last until the new canning season for each rolls around, but merely cited these staples in relative comparison with the light stocks of other items. For instance, shoepeg corn, peas, stringless beans, spinach, potatoes, beets and cove oysters are so nearly sold out that in some cases it is necessary to fall back on buyers' stocks here and elsewhere to meet the demands of the trade at this time. As a result, each month since the first of the year has shown some advance in one or two articles whenever the demand has increased, and whatever declines there have been were in those items which are the least important.

Those canners and other holders of tomatoes who have long purses and substantial bank accounts are holding their stocks firmly at today's quotations. There are a few, however, who for some reason or other must do business every day; hence the bargains which are popping up now and then, mostly then. The orders did not increase this week, but they were from widely separated parts of the country, which strongly suggests this section is the cheapest and, possibly, the only substantial source of supply. The outlook is for an active market during May and June. Keep your weather-eye on tomatoes if needed now or later on.

Future tomatoes were a trifle more active this week, but that touch-and-go spirit was not in evidence which is essential to big business in any item of trade. The canners are in a more receptive mood for volume orders, and are more liberal in their analysis of basic conditions and the outlook than heretofore. The market seems to be shaping up in the buyers' favor, and if so, a broader range of buying may be expected shortly.

THOS. J. MEEHAN & CO.

Aberdeen, Md., April 16, 1924.

Tomatoes—With the advent of seasonable weather, we are having a little better demand for spot tomatoes. Unlabeled stock is bringing a premium. Offerings of future tomatoes are more liberal since the packers have completed their arrangements for the coming season. We are booking orders for future tomatoes according to brands at the following prices: 1s, 55c-57½c; 2s, 85c-90c; 3s, $1.25-$1.30; 10s, $4.00, all f. o. b. factory.

Corn—Corn is moving out in fair-sized lots, although the demand is not up to normal for this season of the year. We are booking orders for future corn at $1.15 for standard shoepeg, $1.25 for extra standard shoepeg, $1.35 for fancy shoepeg, and 90c for standard crushed sugar corn, all f. o. b. respective shipping points.

Sweet Potatoes—We have left about 200 cases No. 3 standard sweet potatoes in lacquered cans at $1.30 per dozen, Baltimore. We also have about 600 cases No. 3 extra standard sweet potatoes in first-class condition at $1.75, factory. We quote new pack sweet potatoes for shipment when packed at $1.20 for 2½s, $1.25 for 3s, and $4.00 for 10s, f. o. b. county.

C. W. BAKER & SONS.

What Canned Foods Distributors are Doing

Swift and Armour Attorneys File Briefs Asking Voiding of Famous Consent Decree—May Indicate Return of Meat Packers to Wholesale Grocery Field—California Jobbers and California and National Wholesole Grocers' Association Charged With Conspiracy in Violation of Sherman Anti—Trust Act.

Will the "Big Five" Return?—What may or may not presage a determined attempt upon the part of the so-called "Big Five" meat packers to re-enter the wholesale grocery field is now occupying the attention of the entire grocery distributing trade.

Attorneys representing the Swift & Armour interests on the 15th filed in the District of Columbia Court of Appeals a brief declaring the entire "Consent Degree" invalid, contending that the Government itself has voided any legality which the "Decree" may have had.

In some quarters this is taken as an indication that the packers may again branch out into the handling of the "unrelated" lines, which would mean that one of the big buying groups lost to the canning trade in 1920 would be restored. Wholesale grocers believe that if the packers were to return as canned foods buyers they would in time gobble up many of the smaller canners, but canners have their own ideas on this subject.

In their brief just filed, Swift & Armour state that the Department of Justice in a statement the week previous declared that the Consent Decree carried the "implication" that the packers had been conducting business in violation of the anti-trust laws during the period leading up to the entering of the famous "Consent Decree" in 1920.

The "Decree" itself, state Swift & Armour, set forth that its terms "shall not constitute or be considered as an adjudication that the defendants, or any of them, have, in fact, violated any law of the United States."

The present case arose over the attempt of Swift & Morris to intervent in the California Co-operative Canneries case, in which the latter company endeavored to be made a party to the "Consent Decree" proceedings.

Swift & Armour contend that the decree is void for the following reasons:

First—Because the Supreme Court of the District of Columbia was without jurisdiction to enter the "decree."

Second—The decree violates the common law and the anti-trust laws themselves, and neither the consent of the Attorney General nor of the defendants could validate it.

Third—The Attorney General was without power or authority to consent to the "Decree" on behalf of the United States.

L. F. Swift, president of Swift & Co., issued the following statement in Washington following the filing of the latest briefs. "When the packers consented to this decree," he said, "they made it a condition that issuance would not in any way be understood as an indication that they had violated the law in any way. The packers even insisted that this be written into the decree itself.

"Swift & Co. has unexpectedly been thrown into the question involving the consent decree. The packers have made no attempt to have the decree altered or abrogated, but for some time the court has had under consideration a request from the California Co-operative Canneries to be allowed to intervene in order to get the decree changed. The Government has opposed this intervention and has recently filed a brief in which it says that the entry of the decree implied that the packing companies had violated the anti-trust laws.

It is this contention which has forced us into the controversy. In other words, the Government has now taken a position exactly contrary to the implicit understanding under which the decree was issued."

Wholesale grocers through their Association, it is reported, are preparing to oppose any modification or abrogation of the "Consent Decree" or any of its parts which the jobbers declare will vitally affect their business.

One of the chief causes of the wholesale grocers' complaint against the "Big Five" before the decree was entered was that the packers were shipping grocery commodities of all kind in cars with fresh meats, or in cars for fresh meats, and consequently were getting expedited service from the railroads which the wholesale grocers could not obtain in making their shipments to their retail customers.

More "Restraint of Trade."—One of the last official acts of Attorney General Daugherty, it has just been discovered, was to have a bill of complaint, in equity, drawn up against the California Wholesale Grocers' Association, most of the leading wholesale grocers in California, and the National Wholesale Grocers' Association.

This bill in equity has been filed in the District Court of the United States for the Southern District of California at Los Angeles, but it has not yet been served upon all of the numerous defendants named.

The complaint charges that during the past three years "at and within the city of Los Angeles" the wholesale grocers and associations involved have been engaged in a conspiracy to restrain trade among the several States of the United States and with foreign nations "in manufacturing, producing, buying, selling, contracting for the purchase and sale of, shipping and transporting" groceries in violation of the Sherman Law, Act of Congress, July 2, 1890.

Several types of alleged trade restraint are claimed in the bill, but one of the chief charges appears to be that the defendant wholesale grocers and associations have prevented or attempted to prevent chain stores and others from purchasing direct from manufacturers.

Pending further developments in the situation, no comment is forthcoming from the jobbers and associations involved.

The National Wholesale Grocers' Association, in announcing to members the filing of the suit, said: "The National Wholesale Grocers' Association will refrain strictly from trying its case or any features thereof in circulars or in the press. The matter will take its proper course in the courts. We owe it to our California members particularly and to wholesale grocers everywhere to state now most positively and sincerely that your Association, in keeping with the declaration of its Constitution, has endeavored at all times to observe scrupulously the letter and spirit of the law, to promote free and fair competition, and avoid every possible restraint of trade."

NEW FERTILIZERS CUT FREIGHT BILLS IN TWO

By the Soil Improvement Committee of the National Fertilizer Association.

HIGH freight and labor charges have caused the State Agricultural Experiment Stations to develop fertilizers which contain no useless substances. These high-analysis fertilizers, as they are called, reduce freight bills from one-fifth to one-half. When all the other handling, hauling and spreading operations are considered, the saving to the profit side of the farmers ledger is not to be scoffed at.

A. W. Blair, professor of Agricultural Chemistry at the New Jersey State College of Agriculture, gives some figures to show what a large saving in freight results from buying the high-analysis fertilizers.

"Sixteen hundred pounds of a 5-10-5 will furnish just as much plant food as 2,000 pounds of a 4-8-4; one-fifth less freight and handling charges.

"Four hundred pounds of a 3-12-3 will furnish as much plant food as 600 pounds of a 2-8-2; one-third off for handling.

"One thousand pounds of a 6-12-3 will furnish as much plant food as 2,000 pounds of a 3-6-1½; a reduction of one-half in freight and handling charges.

"There is a reason for the high-anlysis fertilizer; hence, the high-analysis fertilizer has come to stay."

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SMILE AWHILE

AGAINST NATURE

Uncle Dick had finally persuaded little Donald to run an errand for him, much against Donald's better judgment. For it was dark, the errand took him near a cemetery, and Donald had an honest fear of ghosts. But when Uncle Dick explained how easily ghosts themselves were frightened, Donald took courage and started forth.

He was back, breathless and errandless, inside a few minutes.

"I saw a ghost!" he yelled.

"But," asked Uncle Dick, "why didn't you whistle, and scare it away?"

"I tried to, but I couldn't whistle. My mouth was open too wide."

STRONG EVIDENCE

Hairlock Combs—Too bad Kathrine didn't write you today.

Whatson—Who said Kathrine didn't write me?

Hairlock Combs—Nobody did, but I just handed you a piece of gum and you took off the wrapper, threw the gum in the basket, and now you're chewing the paper.—Tiger.

UNRELIABLE

Mistress—Late again this morning! Don't you use that alarm clock I gave you?

Maid—Yes, ma'am. But it goes off when I'm asleep.

A young married man of a nearby town, whose family was recently enlarged by twins, rushed to the telegraph office to break the glad news to his parents. In his haste to get the joyful tidings on the wire he wrote: "Twins today. More tomorrow." —Mugwump.

SETTLED

"I thought, Sam," said Jones, upon meeting his colored friend outside the courtroom, "that you were going to settle your dispute out of court."

"We did, suh," declared Sam. "Dis yere am jes' de suit fo' 'sault an' battery what happened durin' de settlement."

THERE'S A DIFFERENCE

Chorus Girl—She don't look good in nothing.

Theatrical Manager—You should not say that. Say, "She looks good in nothing."

Chorus Girl—Naw, that ain't what I mean.—Mercury.

HEAVENS!

"What a charming baby! And how it does resemble your husband!"

"Gracious, I hope not! We adopted it."

ENCOURAGING

Young Man—Can your sister—er—cook?

Little Brother—I think she's going to. I heard her tell mamma that if that fish came here again tonight, she was going to make it hot for him.

SECOND THOUGHTS

"And at her request you gave up drinking?"

"Yes, sir."

"And you quit cigarettes for the same reason?"

"I did."

"And you no longer swear because of her disapproval?"

"Exactly."

"And it was for her you gave up playing poker, too?"

"Then why didn't you marry her?"

"Well, after all that reforming I saw that I could do better." —Jack-o-Lantern.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

BRICKBATS AND BOUQUETS—Our wholesale grocery friends, who must, at times, feel that the comic strip artists have them in view when they speak of 'somebody is always trying to take the joy out of life', are once more on the anxious bench. After a most graceful surrender (?) upon the matter of the Flat Allowance they have been sending up paeans of joy and praise and congratulations upon the harmony and good-fellowship which now prevails between the producers, the canners, and the distributors, the wholesale grocers. And just as this chorus was welling up to full throated volume along came a report from Washington that a law compelling the name of the producer upon every package of food had been demanded and would be enacted. Bang! goes the baton on the chorus. The scenes are quickly shifted, and the hallalujas are replaced by dirges, the laments taking the form of complaints that such a law can make nothing but troubles and be of no possible benefit to anyone! The solemn wails of suffering distributors are blended and united, and, under the skilful guidance of their leaders, another chorus, this time a lamentation, swells up in grand harmony, even the canners joining in. It is truely Billy Sundayesque in the way they can make men stop thinking and do as they are directed, as note action of the Canners League of California, which has wired the committee at Washington its opposition to this name on the label law. And in other sections of the country, and in the great and small canners Associations, note the soft-pedal put upon this action, in the interest of harmony and to preserve the good feeling now existing between the canners and the wholesale distributors. It is not hard, of course, to blind the canners to their own interests; they never cared a whoop for them, if they could keep a fellow canner out of an order. And these noted leaders, these Sousas and Creators of the wholesale grocery bands, know perfectly how to play upon the feeling of these gentle canners, and how to tune them into perfect harmony with their plans.

And so the wholesale grocers, having brought harmony out of the Flat Allowance plan and enlisted the two former warring factions into a grand chorus, once more nip a budding hope, take the candy from the kids, as it were, and make them sing in contentment and happiness the song they set, even as they have done in innumerable cases before, as for instance in the Consent Degree case which robbed the canners of the best customers they had, the Big Packers. Did the canners cry and lament over this heavy loss? Not in the least, as you will recall once again the Canners League of California, where the fight mainly centered, threw its weight with their good friends the wholesalers, and ordered "thumbs down" on their good customers, the big meat packers. At least, the wholesalers should appreciate the splendid bouquets their friends and obedient servants, the canners, hand them on every occasion.

And now we are told by Congressman Arthur Free of California, in his address before the Canned Goods Exchange banquet on Tuesday evening, that this Consent Degree is to return to plague the present unlawful possessors. The Hon. Mr. Free says that the Consent Degree is against all law and precedent, a Daugherty enactment that cannot be made hold, and that whereas the big meat packers who consented without opposition to the original enactment of this degree, are now determined to fight it, and have it removed, and to again come into the business of canned foods distribution. Our readers well recall the bitter debate upon this question; that we branded it as about the most un-American ruling in history, similar to saying that if you are a corn packer you cannot pack peas; but the one inexplicable thing about it all, to us, was that the big packers took no steps to counteract it. Its unfairness and injustice were palpable, but they did not move a hand to stay the action, and consented, as the degree is termed, without a protest. It was said they wanted to get out of the canned foods, and kindred lines, business, and this can be the only explanation of their in action. As now, if they want to get back into this line of business, there is but little doubt that they can do so and will do so. Hon. Mr. Free has explained this situation so well that we will not attempt further explanation, leaving our readers to his account, which will appear next week.

THE WESTERN MEETING—The big meeting in Chicago got under way on time, and showed the large attendance which was counted upon. Mayor Dever stirred the audience with his appeal for the waterway from Chicago to the Gulf, and brought home the realization, predicted at the time the Panama Canal was completed, that the great waterway would mean the linking of the far west Pacific coast not only with the Atlantic, but with the great Central West. It merely enhances the already keen competition of the East, and robs the Pacific coast of its protection. The railroads are fighting it in vain, because it i sinevitable, and progress will bring it about. Mayor Dever need not worry about Chicago. He can sit still and let nature take its course, and Chicago will come out on top as he desires.

The account of the big meetings will begin in our next week's issue.

MAX AMS MOVES CHICAGO OFFICE

ON May 1st the Chicago office of the Max Ams Machine Co. will be moved to larger and more convenient quarters in the Straus Building, 310 S. Michigan Boulevard.

There they will be better able to serve their large and rapidly growing list of clients. Mr. M. D. Hopkins, their western representative, extends to all his friends and customers a cordial invitation to visit the new office, and to call upon him whenever he can be of service.

H. & D. ISSUE AN INTERESTING BOOKLET.

THE Hinde & Dauch Paper Co., of Sandusky Ohio, whose corrugated boxes are so extensively used throughout the entire canning industry, have just issued a handsomely printed pamphlet entitled "Better Shipping Packages for Food Stuffs". In this they illustrate how all food products can be best shipping in the sealed paper carton or box, saving in condition of the goods, freight and pilfering. They have not been content to just make a good corrugated paper container and let it fit as best it will every sort of manufacturer and shipper. They took up the problems of the canned foods packers; studied them from every possible angle, looked for the weak points in any container used, theirs as well as others, corrected the weaknesses, if any, and have been providing the canners with a case that has been tested and proved safe and satisfactory, and which they are able to claim will lay the goods down ready for the retail counter in better condition and at less expense than by other style of container. It is a science with them, and they are making their containers in compliance with the highest demands of the best practice. That is what this little booklet, beautifully colored and showing views of the boxes in use in all manner of food factories, teaches, and all canners will find it interesting. It will be sent to anyone asking for it.

DETROIT COMMERCE CO. NOW IN CHICAGO ALSO

THE Detroit Commerce Co., brokers and manufacturers' agents, well known in and around their home town of Detroit, have felt the necessity of a branch office in Chicago, and accordingly recently opened one there, in charge of Mr. E. M. Franz, formerly of Libby, McNeill & Libby and of the Hegeler Commerce Co. They have also opened direct representation at Toledo, Ohio, Fort Wayne Ind., and Buffalo, N. Y.

Mr. C. E. Flanders, the guiding spirit of this organization at Detroit, is out to serve his clients largely and well.

METAL STATISTICS FOR 1924

THE annual edition of the year-book "Metal Statistics", 1924, has just come to hand and proves to be a most interesting and valuable compilation of all data covering the metal trades. It is generally referred to as the standard statistical reference work of the ferrous and non-ferrous metal industries, and this year a number of additions of interest have been made to widen the scope of the book and to increase its usefulness to producers and consumers and buyers and sellers of iron, steel, metals, and their inter-related products. The new issue contains 528 pages and sells at $1. per copy.

GRAPE FRUIT CANNERS MEET

A meeting of the Florida Grapefruit Canners Association was held in Tampa, Florida, on April 16th, where officers elected were as follows:

C. E. Street.....President
Paul Stanton .....Vice-President
B. C. Skinner.....Secretary
A. V. Anderson.....Treasurer

All but two plants in the State of Florida are now members of this Grapefruit Canners Association.

There will be no surplus of canned grapefruit packed by the canners who sold "futures".

It also appeared that all but two of the plants have closed down for the season, and that the few plants now operating would close as soon as orders on file had been completed, which would probably be three to four weeks, at which time in any case, the supply of grapefruit to can would be exhausted—that is to say, the fresh fruit that is suitable for canning.

As but 60,000 cases have been packed in Porto Rico during the past season, this small pack in Florida together with the fact that the canners are not packing except on order to relieve the market there by the packing season next January makes the market look strong.

There was some discussion of the possibilities of some of the plants canning grapefruit juice.

A few of the Florida plants have been putting up candied grapefruit peel to take the place of citron as a confection and as used largely by bakeries in various kinds of cakes, such as fruit cakes, etc.

The Canners Association will be of great benefit in standardizing the pack and greatly improving the quality of the pack.

"BOB HEINL TO WITHDRAW FORM N. C. A"

WORD comes that Robert D. Heinl, Head of the Publications Division of the National Canners Association, on or about May 1st, will follow a long time inclination and, with the entire good will of the canners, enter business for himself in Washington.

Mr. Heinl will take on Washington representation of commercial organization or individuals, and publicity along the line of what he did for the Chamber of Commerce of the United States, the National Canners Association, and other organizations, without giving his full time to any one association.

In addition to this, he will inaugurate a Washington syndicated newspaper letter, and write special magazine articles.

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BRISTOL, PA.

The Relation of Contamination to Sterilization

By J. Russell Esty

Bacteriologist, Resarch Laboratory, National Canners Association

[NOTE—Dr. Esty spoke upon this subject before the Pea sect[illegible] t the Buffalo Convention, and his address was printed in the Convention issue of The Canning Trade, February 18th, 1924. In this present article Dr. Estey revises the subject so [illegible] to fruit and fruit products, and it will therefore interest a large branch of the industry, which may not have read the address when directed to pea canners.—The Editor.]

IT has long been recognized that different kinds of foods undergo different types of decomposition, such as the souring of milk, the decaying of meats, the rotting of fruits and vegetables, the molding of berries, and the fermenting of fruit juices. We are also well aware of the fact that canned foods that are insufficiently processed or packed in defective containers will spoil within a short time under certain conditions.

With the development of bacteriology, we now know the organisms that are exceedingly active in bringing about these changes, namely, yeasts, molds, and bacteria. They are too small to be visible to the naked eye, and can only be seen when greatly magnified by means of a compound microscope, hence the term micro-organisms is applied. They are the smallest living beings of which we have any knowledge, and are both our friends and foes.

The yeasts affect practically only those food substances which contain a large amount of sugar, such as fruits, tomatoes, and preserves, whereas the molds will attack all classes of foods to some extent. Although yeasts can grow in almost a saturated sugar solution, molds are still more resistant to the action of sugar solution in high concentration. They can also grow on comparatively dry material, such as cheese, bread, dried foods, etc. These two classes of micro-organisms, yeasts and molds, are not especially heat resistant, the temperature of boiling water being sufficient to destroy them in canned foods within a few minutes. On the other hand, bacteria are the most abundant and the most vigorous of the micro-organisms. They are the most serious enemy to food, bringing about different types of decomposition, dependent upon the kinds of foods and the class of bacteria acting upon it. They comprise many varieties, differing among themselves as widely as the common plants with which we are more familiar. These microscopic forms average about one twenty-five thousandths of an inch in diameter and several millions can be crowded into a mass about the size of a pin-head.

Bacteria attack any kind of food suited to their growth and multiply rapidly under favorable conditions, that is proper nutritive materials in a moist state, and held at a suitable temperature. The food requirements of bacteria vary widely. Some are able to live on dead organic matter occurring in nature, others grow in the bodies of animals and plants, and some exist under either condition. Some are able to obtain the necessary energy from certain foods, such as starchy products, while others require a nitrogenous diet, consisting chiefly of meat products, and still others can utilize inorganic material, obtaining from it sufficient nutrients. The majority of these microscopic forms grow best in neutral material, or those made slightly acid, or alkaline. There are however, certain differences between different kinds of bacteria and the same bacterium may grow in solutions containing a considerable amount of alkaline or acid. We have recently studied a certain group of organisms which is able to grow in distinctly acid solutions, such as canned tomatoes, and certain canned fruits and fruit juices. This type of organism has been found to be the causative agent in producing spoilage of these canned products when under-processed. This group is also able to grow in neutral solutions, but on account of the comparatively low heat resistance the presence of this organism is not significant in vegetable foods processed under pressure or in boiling water for a long time. Bacteria comprising this group are especially acid tolerant in that they remain alive for a long time in acid foods that have undergone decomposition. They have been recovered from spoiled canned tomatoes which have been held in an ice box for over a year.

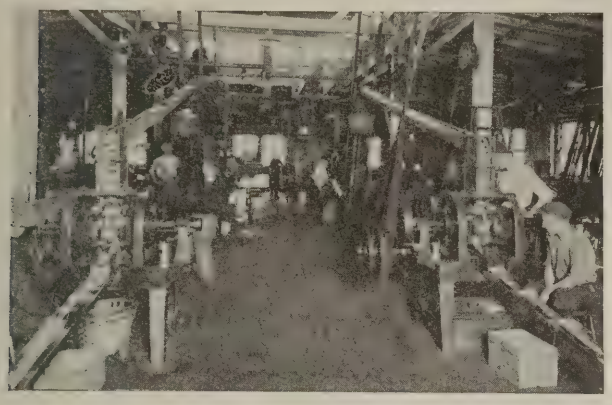
Each bacterium grows best at a certain temperature at which, provided other conditions are suitable, reproduction takes place at least every thirty minutes. In such a case it has been estimated that its progeny at the end of twelve hours would be 17,000,000, while, if reproduction occurred once an hour, the same number would be produced in twenty-four hours. On the other hand, if held at a less favorable temperature, so that it would reproduce itself once in four hours, its offspring prevents or retards their growth.

The majority of bacteria grow best at 70 to 100 degrees F. The average canning plant during the summer months has about this temperature and affords to such bacteria conditions that permit rapid growth. The rate and extent of decomposition of raw foods depend upon the type of organisms present and the conditions under which the raw material is held. In general, however, raw products decompose rapidly at 90 to 100 degrees F. At lower temperatures, bacterial changes develop more slowly and not to such a marked degree. Hence, any steps that can be taken to reduce the temperature of the raw product while it is being held for canning greatly prevents gross contamination. This decreases the possibility of spoilage both of the raw material and, as will be seen later, of the canned product, since if growth occurs, large numbers will be produced within a short time.

For rapid growth in food, bacteria also require a certain amount of moisture. On account of this, fruit and vegetables that are thoroughly dried do not spoil. Drying does not kill bacteria, but they cannot multiply without water. This point is important in connection with the storage of the raw product at canning plants. A well ventilated place must be provided in order that the surface of the food materials may be kept dry.

Bacteria may be divided into distinct groups according to their characteristics and the functions they perform. We have for example, the disease-producing organisms which cause typhoid fever, diph-

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ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

theria, tuberculosis, etc., as compared to the non-disease-producing bacteria, such as the majority of the forms found in the soil and those active in the manufacture of cheese, vinegar and sauerkraut. Some bacteria have the power of producing different gases, such as carbon dioxide, hydrogen, and hydrogen sulfide, and these gases are responsible in the case of bacteria action for the production of "swells" in canned food. Other organisms produce different kinds of acid without gas formation, accounting for "flat sours" in certain canned foods. Also, other organisms produce both gas and acid, and this is the one in which we are particularly interested in the spoilage of canned fruits. The growth of this organism in canned fruit is manifested by the production of "swells" within a short time after the packing, and under ordinary conditions "swells would develop in the warehouse before the goods were prepared for shipment. This type of swelling in canned fruits is due to the action of specific bacteria which produce gas and shows definite signs of spoilage in the canned product. The swelling of the cans in these cases is due to understerilization of the product, and not to the subsequent action of the fruit acid upon the containers giving what is known in the trade as "hydrogen swells". In the latter case, spoilage is not present and the product usually appears normal in every respect. Furthermore, the development of hydrogen swells is delayed for a considerable period, whereas the swelling due to bacteria usually occurs within a few days in the warehouse.

There is also a marked variation in the heat resistance of different organisms, ranging from those which are destroyed by pasteurization as employed in milk, including the large majority of the disease germs, to those which are able to survive several hours continuous boiling and over ½ hour exposure to 15 pounds steam pressure. This latter group, that is, the resistant forms which can survive excessive heat, have the power to produce spores and are known as spore-bearing, as contrasted with non-sporing bacteria in which life in the majority of cases is short.

Spore-forming organisms pass iinto this dormant stage when certain unfavorable conditions arise and may remain alive for years, resisting drying and extreme cold over a long period. In this state the organisms are preserved until favorable conditions arise under which they can again grow and multiply. Spores of some varieties are capable of resisting extremely high temperatures for a long time as compared to the non-spore forms and also are many times more resistant to disinfectants, chemicals, and to all other known adverse conditions.

As far as our studies have gone we have been unable to produce spoilage in canned fruits and tomatoes by this group of organisms. The presence, therefore, of spores in these canned foods appears to be insignificant. We have, however, frequently isolated spore-forming organisms from normal cans of such products. These products however, remain normal, since the conditions are unfavorable for the germination of the spores. The acidity of these products is an important factor in inhibiting the growth of these resistant bacteria. The type of organisms we have encountered in spoiled canned fruits does not form spores. These organisms are destroyed in fruit juices at a temperature considerably below the boiling point of water, but they appear to be sufficiently heat resistant to be a factor in the processing of these acid products.

Bacteria are abundant in the cultivated soil and are present on the surface of different vegetables and fruits. When the raw material is bruised and allowed to stand exposed for a long time or have in them decayed portions in which millions of organisms are active the degree of contamination is unlimited. Such material contains suitable food material for the development of these organisms and inevitably results in a large increase of numbers of these microscopic forms. The careless disposal of waste products and spoiled canned foods are important factors in the distribution of such organisms, and contribute to the contamination of soil to the contamination of soil and premises surrounding the canning factories. The raw material may become contaminated with the same bacteria that have caused spoilage in previous years, if traces of the spoiled material are still present in the vicinity of the factories and come in contact with the raw material at the time of its preparation for canning. The examination of material obtained from different stages of the canning operation, and from machinery with which the food comes in contact show the presence of the same bacteria all along the line, and clearly demonstrates that they can easily gain access to the cans.

Our experiments on inoculated cans of different foods with spores of B. botulinus, the only known spore-forming bacterium that produces a poison in certain canned foods, definitely show that the canned acid fruits are not favorable mediums for the spore germination and poison production of this organism. These experiments, however, were performed in cans of sterile commercially packed fruits, artificially inoculated with slightly heated spores of the Botulimus organism alone, and not associated with other organisms normally present on raw fruits. Even in fruits it has been shown that bruises, worm holes, decay and other defects may make possible the growth of B. botulinus, and such portions should be removed before canning, or fruit containing such imperfections discarded. From a practical standpoint it may be stated that no outbreak of botulism for commercially canned fruit has been reported. Furthermore, it is believed that there is no danger of botulism from this source unless the raw product contains bruised or rotton portions not removed by trimming. All practical measures should be adopted to secure the highest degree of sanitation with all products and since this organism is associated with decaying plant material, utmost care should be exercised in the disposal of the waste products and spoiled materials.

We know that bacteria are ubiquitous. They are present in the air we breathe, the water we drink, the food in the raw state we eat and on everything with which we come in contact, for example canning machinery of all kinds, utensils, on the hands and clothing of the employees, in tin cans, etc. If we accept this well founded fact at the start it is obvious that in order to preserve canned fruits indefinitely they must either be so handled that the organisms that can produce spoilage in these foods cannot grow in them, or else they must be killed and subsequently contamination prevented.

The presence of a few organisms in the food at the time of processing, clearly indicates that the raw products was fresh, sound, promptly handled, and prepared in a sanitary manner. On the other hand, numerous bacteria in food material is evidence of contam-

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

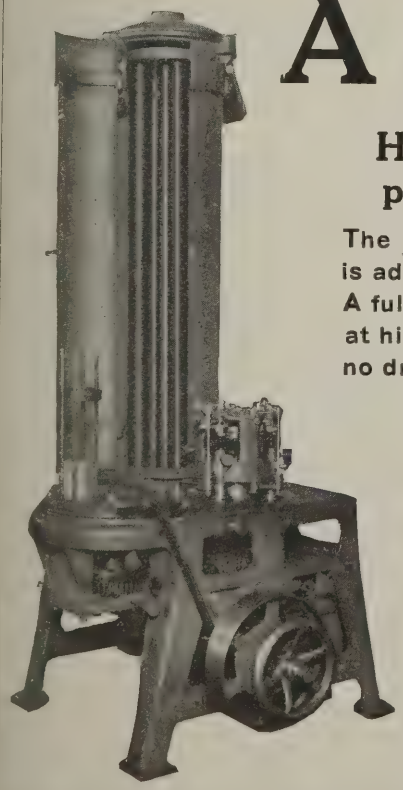
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A full 12-minute dry at a speed of 225 ends per minute. Ends revolving at high speed while solution is applied, through adjustable needle valve, no drip Nozzles, having a "no cover, no Compound" Attachment, the lining solution flowing well up into the curl-ends held horizontal until dry. Hinged casing with door for dryer.

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ination from one or more of the following conditions:

(1) The raw material has been either improperly stored or held under improper conditions for too long a time.

(2) The equipment has not been thoroughly cleaned.

(3) Lack of cleanliness and care in the preparation of the food on the part of those responsible for it.

(4) Delay in processing after the food material has been canned.

During 1923 cases of spoilage of canned tomatoes from 14 different canning plants throughout the United States were studied and found to be due to the survival of a specific organism during the cooking. This indicates that this type of organism is widely distributed in nature. Recent work that we have done in the Research Laboratory in connection with the problem of determining safe processes for canned fruits and tomatoes, gives striking evidence as to the necessity of prompt handling and to the exercising of special care in the preparation and selection of the raw materials.

The time necessary to sterilize or process, as it is more commonly understood when applied to canning, depends upon the rate the heat penetrates into the center of the container and the time necessary to destroy at a certain temperature a definite number of the existing organisms in that particular food. Our laboratory results conclusively show that the number of organisms present in the food influences the sterilization time and that individual organisms of the same bacteria vary in their heat resistance. The effect of numbers has been consistently demonstrated in all solutions and fruit juices which have been tested. It has also been confirmed by experimental packs of over 15,000 cans inoculated with different numbers of the same organism and subjected to different processes. It has been found that the majority of organisms in any cans are not especially heat resistant and as the time is prolonged, fewer organisms remain alive until finally the resistant succumb. The number of these most resistant individuals vary in proportion to the total number present in the solution, for example: if there are 10 of these most resistent organisms present in a solution containing 100,000, there should be one in every 10,000 if equally distributed in ten sets of 10,000 each, and only one organism in ten sets in which each set contains 1,000 organisms. In other words, the chance of obtaining these occasional most resistant organisms become loss with fewer organisms in the solution. This explains why all cans of any product do not spoil when subjected to the same heat treatment. A cook which would be adequate to sterilize food containing 1,000 organisms of the same bacterium would not be sufficient for cans containing 1,000-000 organisms.

We are not in a position yet to state how many organisms may get into the can in any factory, the kinds, or their heat resistance. Conditions which as their destruction, vary in the same plant from time to time and in different canning sections. There points influence their production and multiplication, as well deserve careful consideration and much research is necessary to establish certain fundamental factors operating and controlling them which have a direct bearing on the safe processing of canned foods. We are planning an extensive investigation of the following points in connection with our experimental packs to determine proper processes.

(1) What is the source of these organisms which are responsible for the growth and spoilage of these products?

(2) How do they get into the canning plant?

(3) Are they originally on the raw material and transported at the time of harvesting into the factory?

(4) Do they come from soil or does the factory become contaminated in some other way?

(5) Does the organism remain viable between the packing seasons in the factories and continue to contaminate the food material year after year?

(6) What practical measures can be adopted to free the cannery from these organisms and thereby reduce the chance of contamination?

CONCLUSIONS.

Our experimental results warrant the following conclusion:

1. Bacterial spoilage of canned fruit and tomatoes is materially increased when the number of bacteria capable of growing in these foods is increased.

2. The amount of contamination of the raw material is unlimited when it is improperly stored and held for a long time at temperatures from 75 to 95 degrees F. Every effort should be made to hold the raw products as as low a temperature as possible. The food should be stored so that cool air can circulate freely through the material.

3. The use of fresh and sound raw material packed with the least delay insures more effective sterilization and reduces spoilage to a minimum. All bruised, wormy, decayed and moldy portions, and other defects should be removed before canning or food containing them, should be discarded.

4. All practical measures should be adopted to secure the highest degree of sanitation with all products.

TRI-STATE CANNERS TO MEET

Hotel DuPont, Wilmington, Del., May 8th, 1924.

WE are notified by Secretary Dashiell that there will be a spring meeting of the Tri-State Association at the Hotel DuPont, Wilmington, Del., beginning at 11 A. M. May the 8th, 1924. "This is not a general meeting," he says, "but will be confined to our membership only, including canners, brokers and supply men who are in good standing as to dues."

"We hope to make this a real business meeting of benefit to all. We will have up-to-date reports from the chiefs of the Farm Extension Service in each of the three States, showing what has been done in their respective States towards tomato and corn growing; from the manager of the Traffic Bureau as to what he has done for the members, and an address by a prominent member of the U. S. Farm Bureau on 'Co-operation Between Canners and Growers.' At the same time an opportunity will be afforded for a general discussion of [illegible] conditions affecting the coming season's operations. Luncheon will be served in the same room as the meeting so that there will be no delay or interruption."

This is a new departure for this Association in confining it to members and making of the session a genuine business conference, and its outcome will be watched with interest and we predict it will be a very satisfying meeting.

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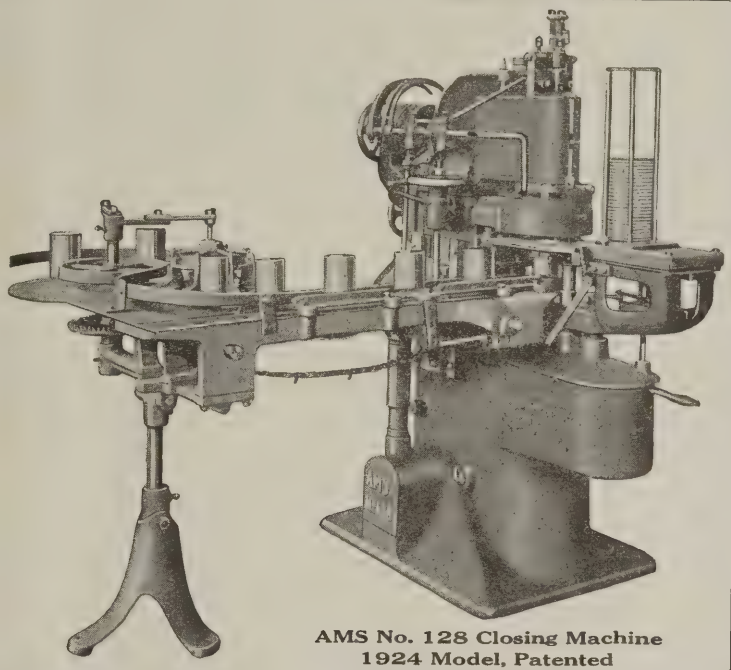
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There is an AMS Closing Machine for Every can closing need; and an AMS machine for every can making operation.

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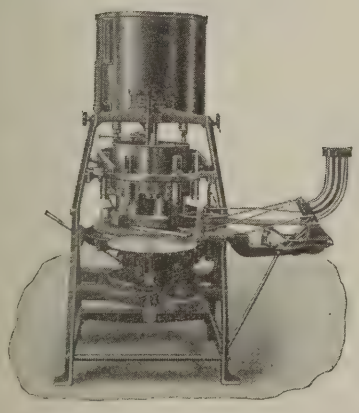
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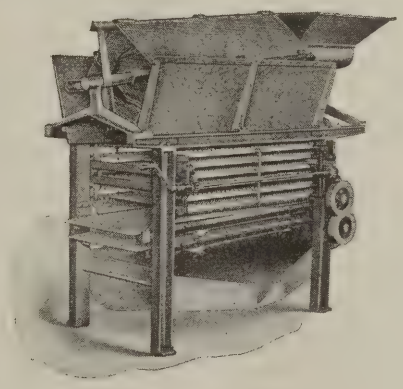
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Corn, Pea and Tomato Canning Machinery

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Labor and Crop Saving in Harvesting Peas

By H. Strycker Mills.

IN harvesting peas there are four separate and distinct operations. In order of importance in New York State these are: cutting, loading, hauling and unloading. The units of time required for these operations are: unloading, one unit; cutting, two units, and loading and hauling combined, four units.

Unloading is relatively unimportant to the grower. This is because it requires the least amount of time, which is due to the fact that most canning factories have practically eliminated the waiting lines of growers at the viners. This was made possible by providing the necessary space for unloading along the conveyors which run to the viners. The factory help handles the peas from then on.

Some have suggested the possibility of having an automatic unloader at the viner station. Some such apparatus like a hay fork and conveyor, which is used to unload hay, might be used. Whether the cost of installing and operating such a device would be profitable is a question. There are other harvesting operations far more important which need attention.

It takes longer to cut an acre of peas in a 4-acre field than it does in a 20-acre field. This is because it is necessary to turn oftener in the smaller field. For this reason it is cheaper to harvest larger acreages of peas than smaller ones. Improvements in cutting machinery for peas have had some attention. An ordinary mowing machine is generally used in New York for cutting peas. Most of the growers use the same machine for mowing peas and for haying, but some employ an old mower for peas. This is generally the practice when peas are grown on stony or in hilly country, because the growers do not want to risk good machinery on such land. It naturally takes longer to harvest peas on irregular ground, and, with the use of poor machinery it makes it doubly hard to realize profits.

Lifters are used by some growers. These are put on in place of the regular guards on the mowing machines at intervals of about one foot, or to suit the conditions. Growers using these attachments claim a saving in crop, as the finger-like rods lift the pea vines which are lying close to the ground, and makes it possible to cut those peas which would otherwise be left unharvested.

Another attachment for the ordinary mower is often employed. This is called a windrower or swather. It consists in a series of curved rods attached to the cutter bar, and rolls the peas back after being cut so that they won't be tramped on by the horses on the next trip around. Men were formerly used entirely for this work, but the swather now aids this operation considerably.

In 1920 a study of about 140 farms which grew peas showed that half these growers used a swather attached to their mowing machines. These men saved 6½ man hours and 5 horse hours per acre by using these swathers when compared with the other growers who did not use these attachments.

The modern pea-harvester, a fairly recent devolpment in the industry, is used to a larger extent in other states than in New York. Our average acreage of peas on those farms growing this crop is about 6 acres. The progressive grower will consider very carefully such items as initial cost, depreciation and upkeep, and labor saved before purchasing such a specialized machine for harvesting only 6 acres of peas a year. However, for the large grower, some of these machines seem very satisfactory. They are fitted with lifters and single or double swathers. They deliver the peas in rows or bunches back of the machine's cutting apparatus, or to one side, so that the horses on the next trip around will either straddle the previously cut row or be entirely clear of it. Manufacturers of some of these pea harvesters claim a saving in labor of over 60 per cent., and an increase in crop of 20 per cent.

In loading peas labor may be saved by employing unusual methods. Take, for example, the methods used by a grower in Cortland county. This young dairy farmer is progressive, and is always looking for new ways to save time and labor, and thus increase his profits. He uses an ordinary mowing machine with lifters attached to cut his 15 or 20 acres of peas. The next operation is going over the field with a side-delivery rake which puts up the peas into windrows. A hay-loader and ordinary hay wagon follows and picks up the peas. He thus saves considerable time in harvesting his crop of peas.

This grower is an exceptionally good one as will be shown by comparing his items of costs and returns with the average grower of peas in New York. His cost of growing was $46 per acre compared with $54 per acre for the average, a saving of $8 per acre. His harvesting cost was $14 per acre, as compared with $18 per acre for the average, a saving of $4 per acre. This makes his total cost of growing and harvesting peas per acre $60, as compared with $72 for the average grower for the year 1920, a difference of $12 per acre.

There are several other reasons besides his labor saving in harvesting which account for this growers low costs of growing and harvesting. He grows about 20 acres of peas every year while the average grower has only 6 acres. It has been shown in this State that it is cheaper to grow larger acreages of peas than it is to grow a smaller area, because there is labor saving in farm operations on a large scale. Further, he is fairly close to the viner and has only a short haul. It is obvious that it is cheaper to haul peas only a short distance to the viner station. By using good cultural methods, this grower was able to obtain an average yield of 2860 pounds of shelled peas per acre as compared with 2246 pounds per acre for the average grower for that year. It has been shown that the costs of growing peas per acre is lower for those obtaining larger yields per acre, because those growers are better growers and employ all the possible means of saving expenses in growing the crop. This partic-

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A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

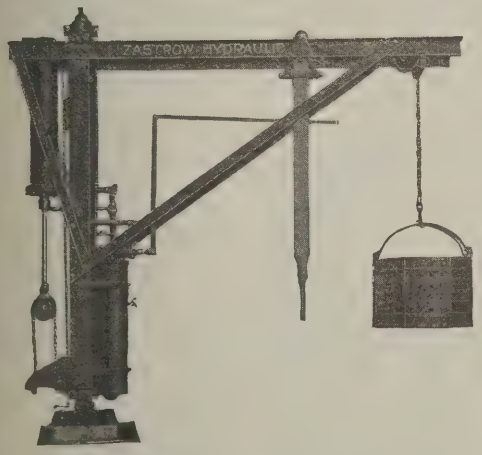
Steel Rolls are sanitary. That alone is a sufficient reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

Invincible Grain Cleaner Company.

Silver Creek, New York.

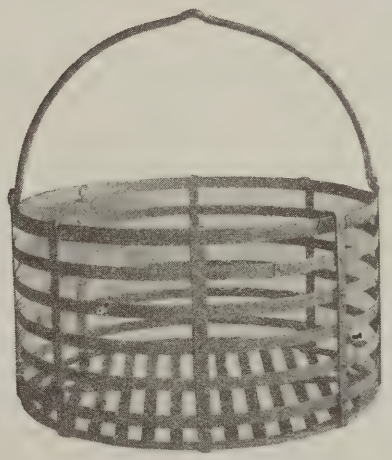
ZASTROW'S PROCESS ROOM EQUIPMENT



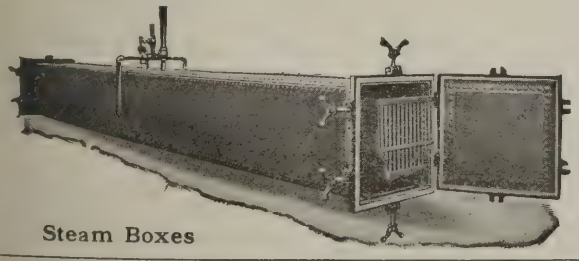
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

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ular grower therefore obtains better yields and is able to grow at a lower cost, because he grows a large acreage of peas, he has only a short haul to the viner station, and he uses good cultural methods and labor-saving devises in harvesting his peas. His profits are therefore greater than the average grower.

Hauling the peas to the viner is usually done on the ordinary hay wagon. Some up-to-date growers owning auto trucks, use these vehicles and save considerable time in getting their peas to the station. A grower using this method might be situated quite a distance from the viner, and still be able to get his peas to the station in a very short time, thus cutting down costs.

From this discussion, it will be seen that the better and more successful growers use labor-saving devises in harvesting peas. By decreasing the man and horse labor necessary to cut an acre of peas, to load it and haul it to the viner station, these growers save money, and, as they are generally the men who use up-to-date methods in growing the crop, they can produce the crop at a lower total cost per acre, and will therefore net a larger return per acre for the peas grown for the canning factory.

THE BROKERS FIGHT ON THE $50 OCCUPATIONAL TAX

THE Revenue Act of 1921, Section 1001, provides that "Brokers shall pay $50.00." It then goes on to define brokers as those who negotiate purchases and sales of several commodities, including "produce or merchandise".

H. R. 6715, the proposed "Revenue Act of 1924" was reported to the Senate by the Finance Committee of that body, with the recommendation that the Bill as approved by the Committee be passed by the Senate. Section 701, Paragraph 1, of H. R. 6715 (corresponding to Section 1001 of the Act of 1921) was amended by the Senate Finance Committee, at the solicitation of this Association, to read "Brokers, except brokers exclusively negotiating purchases or sales of produce or merchandise, shall pay $50.00."

This amendment exempts food brokers from the payment of an annual license fee, or "Occupational Tax", which tax has been collected July 1st each year by the Internal Revenue Bureau. It is reasonable to assume that food brokers will not be licensed again, but all danger has not been passed.

The Bill is subject to debate on the floor of the Senate and passage by that body. It is possible, although hardly probable, that a further amendment, to take away the relief so far given food brokers, may be introduced on the floor and passed. After the Bill has been passed by the Senate it will be referred to a conference committee composed of five Senators and five members of the House of Representatives. It is possible, but not probable, especially if the Senate permits our amendment to remain in the Bill, that the Conference Committee may take away this relief.

These contingencies and the course of the Bill to final enactment and the signature of the President will be closely watched. There may come a time when the active support of every member of the Association will be needed, to help hold the ground we have gained and if that time comes, it is hoped that every member will respond quickly.

HOW THEY GOT RELIEF

Says Secretary Fishback of the National Foo Brokers Association:

"When the House Committee of Ways and Mean refused to give us relief from this nuisance taxatior we carried our fight to the Finance Committee of th Senate, to which the measure was referred after i was introduced in the Senate. An effort was made t obtain a public hearing before the Committee in orde that it might be informed concerning the function of the food broker, and the wide difference whicl exists between the business methods of food broker as compared with other brokers. The Committee de cided to hold no public hearings on the Bill.

"Then a printed brief was filed with the Committe in the name of the Association, setting forth as reaso for relief from occupational taxation the work don by food brokers, the small amount of compensation, comparison between the cost of sales work throug brokers and through travelling salesmen, the fact tha such taxation was discriminatory, was difficult of equit able administration, was originally assessed agains food brokers as a war measure, and finally that th total revenue to the Government from this one iter of taxation was so small as to be inconsequential.

"Four influential members of the Senate Financ Commiittee, gave audience to a representative of you Association, until they had an opportunity to under stand the merits of our contention sufficientiy to argu in an informal manner when the question was up i the Committee. These four men belong on the hono roll of this Association. They are:

James E. Watson, of Indiana, who led the figh for the amendment in our behalf.

Pat Harrison, of Mississippi, who introduced th motion to amend the section by exempting the produc and merchandise brokers.

David A. Reed, of Pennsylvania, who supporte Senator Watson in his fight.

Charles Curtis, of Kansas, who not only supporte Senator Watson, but furnished timely informatio aiding in effective work by the representative of thi Association.

"All members of the Finance Committee shoul have the thanks of our membership, and in fact al food brokers, for accepting this amendment, but thes four men fought the good fight.

"Your representative at Washington receive timely and valuable aid from the brokers of Utah, wh wired their Senator, Chairman Smoot of the Financ Committee, urging him to give our side of the cas ample opportunity to be explained which he did. Th brokers of Arkansas gave valuable assistance by wir ing their Senator, Chairman Robinson of the Senat Minority, urging his support of our position and th use of his influence with the minority members of th Committee.

"It is anticipated that if there is a fight agains our amendment on the floor of the Senate, our cham pions, who are responsible for the amendment wil defend it against attack. You will know if they nee help, and when they need the help give it readil and quickly. It means the defense of a principle whic is right, and it means money in your pocket.

"You may be interested in knowing that through out this fight, your Association worked alone, askin for aid from none except its members and having n assistance volunteered by any other interested bodies.'

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

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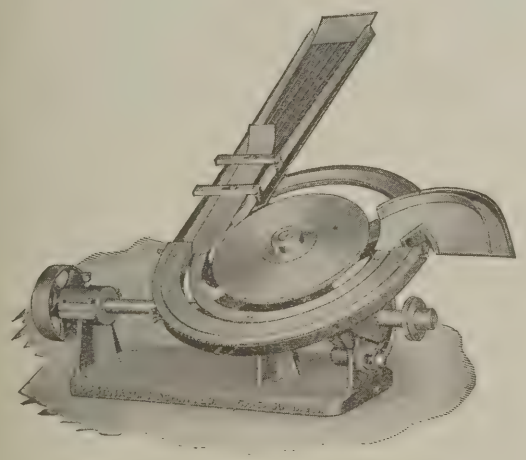
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AUTOMATIC END CURLING MACHINES



This device performs the operation of curling flanged edges of sanitary type can ends, or any other work where it is necessary to curl. Its adjustability allows the chute to be set at any angle to convey the ends to curling wheels, making it adaptable for any Open Back Inclinable Press. The curling prevents nesting and is essential to automatic feeding in Compound Applying Machines and Double Seamers.

The curled edge acts as a retainer for sealing compound and facilitates operation of seaming rolls. One set of hardened rings are included, extra rings furnished for additional sizes. Only the inside rings are changed, outside rings being provided with adjustment for variation in curl. The bearings are fitted with removable bronze bushings. All parts are interchangeable and readily removed for additional sizes. Two Curlers may be arranged behind our Double Die Automatic Presses.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

POSITION OF FERTILIZER IN SOIL IMPORTANT

By Soil Improvement Committee
of the National Fertilizer Association

COMPARTIVELY few farmers are able to compare, satisfactorily, different methods of crop production on their own farms. This is rightly left to the experiment stations, which have performed services of untold value since these were established.

An instance is found in a recent announcement by the New Jersey Experiment Station of the results of work done to determine the effect of placing fertilizer in various positions in the soil with respect to potato seed pieces. These results bear out the findings of other investigators, namely that the improper application of fertilizer may and often does have a decidedly adverse effect upon the yield.

A difference of as much as 78 bushels of potatoes per acre resulted from the different methods of applying fertilizer, as follows:

Method of Fertilizer Application	Yield
Above seed with soil between	128 bushels
In direct contact with seed	132 bushels
Mixed with soil in row	152 bushels
Beside seed, and on same level	173 bushels
Beside seed, but lower	206 bushels

While fertilizers should be applied properly to all crops, if maximum profits are to be obtained, the necessity is particularly strong in the case of such crops as potatoes, where all the fertilizer is usually applied at planting time, and of wheat and corn which are often drilled at the same time as the fertilizer.

FIGHT THE EUROPEAN RED MITE

College Park, Md.—The appearance in large numbers of a comparatively new insect pest, the European Red Mite, will necessitate a change in the spraying operations of fruit growers in the leading apple and peach producing sections of Maryland this year.

When the European Red Mite was first observed in orchards in Harford County a number of years ago, methods for its control were undertaken by the University of Maryland Experiment Station. Investigational work, conducted by C. C. Hamilton, of the Department of Entomology, has shown that it is advisable to apply what is known as a delayed dormant spray to kill the winter eggs of the mite.

On apple trees the delayed dormant spray is usually applied in the spring when the buds begin to show silver green. Usually the spray is a concentrated solution of lime and sulphur. This year, however, a lubricating oil emulsion or a miscible oil, applied according to directions of the manufacturer, is being recommended for those sections where the European Red Mites are prevalent.

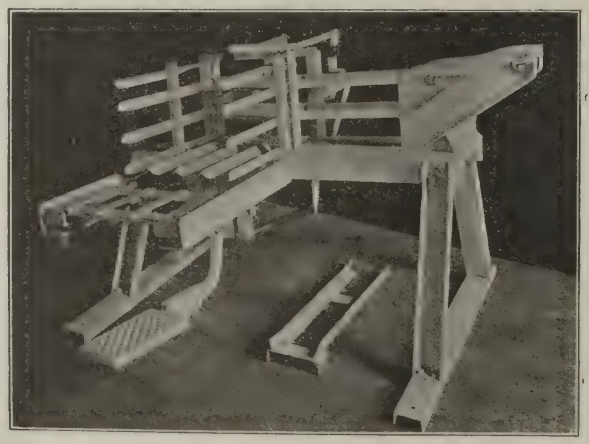
In the case of peach trees, harboring European Red Mite eggs, a lime-sulphur application, is recommended before the buds swell, followed by a lubricating oil emulsion or miscrible oil application.

"Experimental work," says Mr. Hamilton, has shown the desirability of killing the eggs of the pest rather than attempting to control the mites after the eggs have hatched. Summer control of the mites requires more thorough spraying than in usually done and in addition there is always the possibility that with favorable weather conditions the mites may increase so rapidly that severe injury occur before the infestation is noticed or can be checked.

"As shown by laboratory and field tests winter eggs of the mite can only be controlled effectively by the use of oil sprays. If properly applied most of the miscible oils and oil emulsions should give control of the winter eggs. However, experiments have shown that soap oil emulsions, both proprietary and home made, have given as good control as miscible oil, spread better over the trees and are cheaper."

"The summer stages of the European Red Mite have been effectively controlled on apple trees by the regular applications of lime-sulphur where the spraying was thoroughly done," says Mr. Hamilton, "but sprays recommended for peach trees have failed to give good control. The use of the oil spray during the dormant period is therefore important in the case of stone fruits."





The KYLER Boxer

We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

Eggs of the European Red Mite are reported to be present in sufficient quantities in most orchards in the Hancock, Hagerstown, Smithsburg, Frederick, Westminster, and Harve de Grace sections to necessitate the use of the oil spray, it is said. Eastern Shore orchards are not so heavily infested.

FREIGHT RATES & SHIPPING NEWS

Traffic Bureau

THE CANNED GOODS EXCHANGE OF BALTIMORE

Consideration is being given by the railroads to increasing the present rate on pickles in bulk, in wood, between New York, Philadelphia and Baltimore on the one hand, and Norfolk, Richmond, Petersburg and Old Point Comfort, Va., on the other hand, by establishing in lieu of the present rates the same rates as are now carried between the same points on canned foods. The proposal is now on the docket of the Trunk Line Association.

Effective May 12th, the Pennsylvania Railroad will apply from Baltimore to various western destinations served by their rail and lake service sixth class rates on paper labels, printed, but not lithographed or embossed, when in carload lots, instead of the fifth class rate, as is provided by the official classification.

Railroads in official classification territory are again proposing to increase the less than carload classification on canned fruit, jam, jellies, preserves, olives, mincemeat, pickles, table sauce and fish, when packed in metal cans, to third class instead of Rule 26, as at present. The proposal does not include canned vegetables in tin. Justification offered by the railroads for this change is to bring the less than carload rating on these articles into conformity with the relationship recently recommended in a tentative report by the Interstate Commerce Commission, with the rating on the same commodities when packed in glass. In a complaint filed by the Indian Packing Corporation, the National Food Packers Association and the Glass Container Association of America, seeking lower classification rating on articles packed in glass containers, the recommendation of the Interstate Commerce Commission's Examiner was that the classification rating on articles packed in glass, less than carloads, should not exceed the ratings applicable to the same articles in metal cans by more than one class. This proposal has been vigorously opposed by the Traffic Committee of the National Canners Association to the railroad Classification Committee, and the protests made known to the Interstate Commerce Commission.

TRAFFIC BUREAU.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

Nutradiet—No. 192045. Sussman, Warmser & Co., San Francisco, Cal. For canned fruits and vegetables.

Western Beauty—No. 189293. American Packing Co., Everett, Wash. For canned salmon.

El Rey—No. 181849. Nielsen Packing Co., San Francisco, Cal. For canned fruits and vegetables.

Tacor—No. 191924. The Taylor Corp., Los Angeles, Cal. For canned fruits and vegetables.

Garden Beauty—No. 170285. Gristede Bros., Inc., New York City. For canned vegetables.

Booth's Crescent—No. 184709. F. E. Booth Co., San Francisco, Cal. For canned fruits, canned vegetables and canned fish.

Stevenson & Company, Inc.

Can making Machinery,

Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

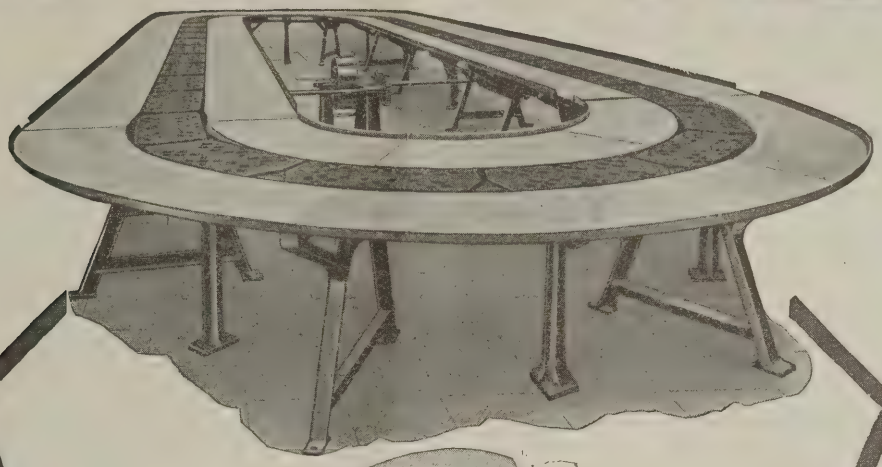
Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

SPRAGUE-SELLS



Sprague-Sells Peeling Table

No cutting—no fitting of tops and parts

The great difficulty with Peeling Tables in the past has been the tremendous amount of labor and grief involved in installing them. Cutting, fitting, and considerable cursing, then more fitting and cutting—doing work that should have been done in the manufacturer's plant.

To eliminate trouble for you, Sprague-Sells Peeling Tables are now entirely assembled in our factory, operated and thoroughly tested, then knocked down and shipped in sections complete with all bolts, screws, and other parts required. Adjoining sections are carefully marked and numbered, and the shipment comes to you accompanied by a simple erecting diagram, so that even unskilled help can quickly and easily set it up on your floor.

Furnished with plain steel top—or with acid-proof enamel top.

We recommend the acid-proof enamel job. Its original cost is slightly greater but the absolute freedom from corrosion resulting in much longer life, and the fact that this enamel finish is so easy to keep clean and sweet, certainly warrants the extra investment.

Frames, tracks and trucks only may be purchased if you wish to build your own tops of wood.

All our machines are guaranteed to satisfy you—your money back if they fail to do so.

THE SIGN OF QUALITY

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co. San Jose, Cal.

PEELING TABLE

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

Cream of Orchard—No.186,476. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits, canned vegetables, dried fruits and canned fish.

Regal—No. 179546. John S. Mitchell, Inc., Windfall, Ind. For canned vegetables.

Seal of Quality—No. 183533. New England Fish Co., Boston, Mass. For canned salmon.

Lanai—No. 191314. Hawaiian Pineapple Co., Ltd., Iwilei, Hawaii, and San Francisco, Cal. For canned fruits and vegetables.

Down East—No. 182369. J. H. Ingersoll & Co., Inc., Exeter, N. H. For canned vegetables.

Douglas—No. 185634. Umpqua Valley Canning Co., Roseburg, Ore. For canned fruits, dried fruits, canned vegetables and canned berries.

Fanciful Seal With Letter "A"—No. 150210. J. A. Ainsley Packing Co., Campbell, Cal. For canned fruits.

Sunmello—No. 173439. New Jersey Packing Co., Philadelphia, Pa. For all kinds of fruits in tins, pails, glass and barrels.

Blue Tag—No. 185595. King's Food Products Co., Portland, Ore. For canned and dehydrated fruits and berries.

Moonkist—No. 192441. Sunny South Packing Co., Inc., Arcadia, Fla. For canned fruits and canned vegetables.

May Day—No. 192435. The Sears & Nicholas Canning Co., Chillicothe, Ohio. For canned vegetables.

Malboro—No. 192425. Ray-Maling Co., Inc., Portland, Ore. For canned fruits and canned berries.

Malwood—No. 192424. Ray-Maling Co., Inc., Portland, Ore. For canned fruits and canned berries.

B. W.—No. 192105. Beesemyer-Waggoner, Inc., Los Angeles, Cal. For caned fruits and vegetables.

B. K.—No. 192169. Bozeman Canning Co., Bozeman, Mont. For canned vegetables and canned fruits.

Aunt Almira's—No. 189705. Champlain Valley Fruit Co., Inc., Burlington, Vt. For olives, pickles, preserved fruits and canned vegetables.

Achievement—No. 189305. Fernando Canning Co., San Fernando, Cal. For canned fruits.

NORWEGIAN SARDINE FISHERMEN DISAPPOINTED.

THE season just closed was the poorest experienced in many years by Norwegian sardine canneries, reports Consul George N. Ifft, Bergen. The pack was about 400,000 cases, as compared with a normal production of 1,000,000. According to a statement just received by the Department of Commerce, the total Norwegian catch of bristling, mossa and other small fish packed as sardines amounted to about 70,000 hektoliters. During the later part of the season the Bergen sardine canners received shipments of bristling from Scotland, which were said to be first-class and fully as cheap as the home product. For several weeks the Stavenger canners received most f their bristling from the Danish coast, where the fish appeared in great shoals. Many Norwegian fishing gangs, disappointed with the catch in Norwegian waters, moved their equipment off the Danish coast.

A REFLECTION

Gazing at one's self in the mirror is by no means an indication of vanity. In many cases it is humor.—Boston Beanpot.

"Is your chauffeur economical?"

"Very; he never runs the car on more than two wheels or three cylinders."—Phoenix.

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

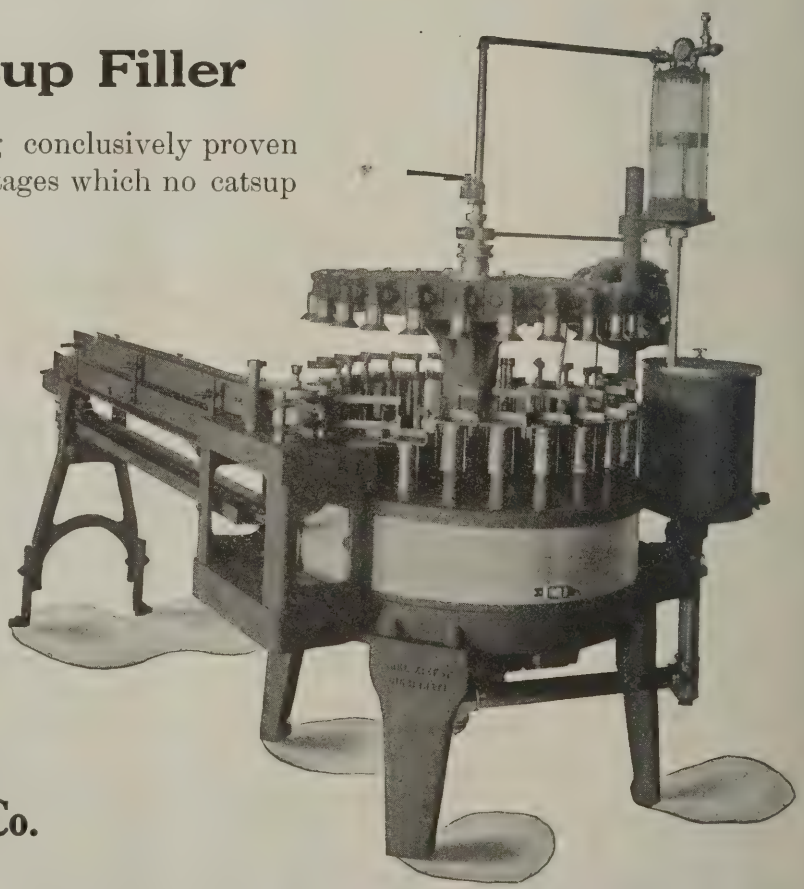
There is no perceptible loss in temperature when filling.

Metal contact is reduced to a minimum.

Nothing to take apart when cleaning at the end of the day's run.

We are willing to prove these things to you in your plant. Many manufacturers have already placed their order for this season.

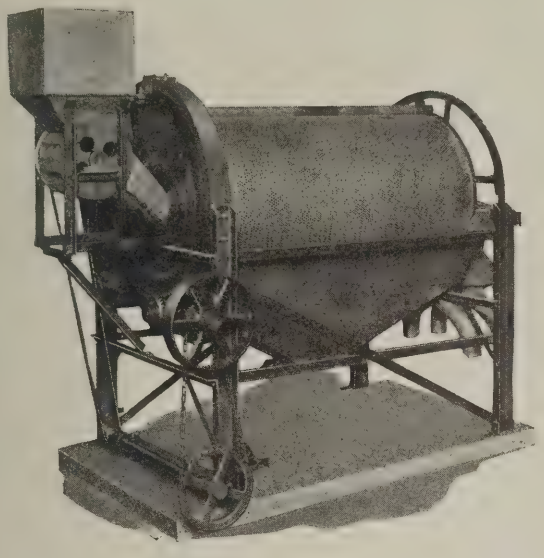
Get your order in before it is too late.



The Karl Kiefer Machine Co.

Cincinnati, Ohio.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Grades, and Other Canning Machinery.

THE BEST IS THE BEST.

The best is the best the whole world over.

It is also true that in an increasing number of successful canneries

Wyandotte Sanitary Cleaner and Cleanser

is conceded to be unequalled for sanitary cleaning as well as most economical to use.

Quality must be protected — Wyandotte Sanitary Cleaner and Cleanser cleans so quickly and easily and rinses so freely that the pure wholesomeness of canned foods is safely guarded.

Indian in circle



in every package

Equipment costs money — Wyandotte Sanitary Cleaner and Cleanser does not attack equipment but insures longer life and usefulness.

Workers must be satisfied—throughout the constant cleaning work necessary in the production of canned foods Wyandotte Sanitary Cleaner and Cleanser is always pleasant to use.

These proved factors of quality, service and economy should justify you placing an order with your supply house.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

Of THE CANNING TRADE, published Weekly at BALTIMORE, MD., for April 1st, 1924.

State of MARYLAND, city of BALTIMORE, ss:

Before me, a Notary Public in and for the State and city aforesaid, personally appeared ARTHUR I. JUDGE, who having been duly sworn according to law, deposes and says that he is the EDITOR and PUBLISHER of THE CANNING TRADE, and that the following is, to the best of his knowledge and belief, a true statements of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, ARTHUR I. JUDGE, 107 S. FREDERICK ST., BALTIMORE.

Editor, ARTHUR I. JUDGE, 107 S. FREDERICK ST., BALTIMORE.

Managing Editor, NONE.

Business Managers, NONE.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

ARTHUR I JUDGE, 107 S FREDERICK ST., BALTIMORE.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (if there are none, so state.)

THERE ARE NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner: and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is..... (This information is required from daily publications only.)

ARTHUR I. JUDGE.
Signature of Editor and Publisher.

Sworn to and subscribed before me this 5th day of April, 1924.

(SEAL) W. B. EVANS, Notary Public.

My commission expires May 5, 1924.

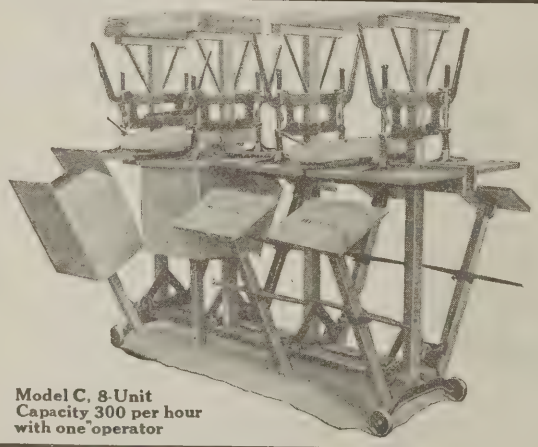
Otto—Gee, I made a bad break at dinner last night!

Ditto—Don't tell us the one about the cracked plate!

Otto—No! Mother asked me if I wouldn't have some more corn. I said, "Sure!" and—passed my glass.—Black and Blue Jay.

Clerk—These are the best oysters we've had for a year.

Customer—Let's see some you've only had for six months.—Pelican.



Model C, 8-Unit Capacity 300 per hour with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most *Efficient, Simple and Economical* machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates to a wide range af sizes. *Descriptive matter on request.*

McSTAY MACHINE CO., Manufacturers
510 Consolidated Building, Los Angeles

50 Years of Service to Canners.
Thos. J. Meehan & Co.
(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.
CANNED FOOD BROKERS
Houston :-: Texas.
Wire us your offerings.

SLAYSMAN & COMPANY
Automatic Can Making Machinery
BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.10	1.15
Standard, No. 2½	1.55	1.50
Standard, No. 3	1.65	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.75	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	1.60	1.60
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.10	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.70	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	5.15
Standard, No. 10, f.o.b. County	4.50	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	1.00	1.05
Standard, No. 2, f.o.b. County	1.00	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.70
Standard 1s, f.o.b. County	.60	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10	....	4.50
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	Out
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.25
California Stand., No. 2½ Y. C.	2.00	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued

PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.25	2.50
Standard, No. 2	1.75	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard, No. 2	Out	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00



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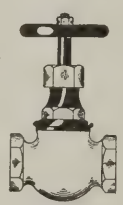
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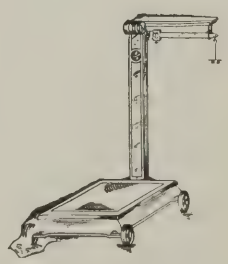


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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, APRIL 28, 1924

WEEKLY REVIEW

Politics Playing "Hob" With Business Generally—Its Results as Now in Evidence—The Market Remains Unchanged—Good Weather Permits Pea Planting and Crop Preparations—Futures Quiet.

THE POLITICAL PLOT—The old bugaboo of a Presidential year is being made much of, and we are beginning to hear about it from all sides and from every section. The whole nation is neuresthenic enough to bring about the bad business conditions which they are told always result from a presidential election year. We may talk about the hard-headed business man, the common-sensed business man, etc., etc., but even they set up before them this prospect, and keep it so constantly in mind that they will direct their course to it inevitably. You know you can give yourself a toothache by constantly thinking about it, and that is just what business is doing now with this election myth. The politicians are back of this, because they do not want to lose their influence; they do not want business to get away from their influence, and so they are indirectly but industriously keeping this doleful reminder before all business. This whole nasty mess at Washington has its incentive in politics, each one trying to throw the mud upon the other, and all of them getting a very just and proper share of it. As Mr. H. W. Phelps, of the American Can Co., said at the Western Convention in Chicago this week, if we, as an intelligent people, do not kick out of Washington the blundering blatherskites we have there for the past few years, we will not deserve, as a nation, to be saved; and he was not referring to either political party or to the head of the Government, but rather to the two houses who have given such a sad spectacle of mismanagement, or rather no management at all. We have not quoted Mr. Phelps' words, we have merely given his thought. Mr. Phelps' exact words were:

> "Irrespective of politics or religious creed or anything else, if the people of the United States do not clean out that Congress and that Senate, and put some men there who have sense enough to do what they are put there for, they are bigger fools than I think they are going to be. I used to take off my hat to a Senator; I used to walk into the Senate gallery with my hat in my hand, almost as I would into a cathedral. I wouldn't go in there today unless I was dragged in. I would be ashamed of myself for being there, and I would be ashamed of every other man that was there. I honestly believe today that if there is one duty before the American people more than anything else, more than the duty to elect the right man, or the wrong man, for president, it is, irrespective of party, to get a clean, sensible, industrious Congress that is going to let up on investigations, reduce taxes, and make a few laws, and a very few laws, that are safe and sane, and then shut up and go home. I don't think they can do anything better than that."

And every thinking man will heartily agree with this big, brainy business man and pray that this result may be accomplished. But, if it is, is there anything in such a favorable house-cleaning for business to be depressed over? There is not, and this "presidential year" talk of the politicians should be thrown into the same sweepings as those gathered in the house-cleaning at Washington.

WHAT IT MEANS—You may think that these columns are not the right place for political discussions of the above kind, but if you do you are not thinking straight. The condition we have mentioned has resulted in a curtailing of market operations in canned foods; has made the hand-to-mouth policy of buying we now see, and has made the selling of further futures very doubtful. The lack-business bankers have been very busy warning all lines of industry "not to make commitments far into the future," which in our language means not to buy futures, and so there has come a slowing-down and a hesitation in all lines of business, and canned foods cannot be free of this. This political matter has a most direct and important place in our market consideration, and unless the movement is checked, and the politicians exposed, it will go on influencing business in an adverse way.

THE MARKET—Instead of the spot market on all canned foods being buoyant and advancing in prices as the slight holdings vanish and demands remain to be satisfied, it is moving along in the same quiet way it has been doing for some months, the puzzle of all old market students. No. 2 spot tomatoes, it is true, have moved up to $1.00 in the quotations, or we might more correctly say, resumed this figure, but No. 1's have slumpeed back to 60¢, and that is the sum and substance of the market activities to record this week. And this in the face of the best clean-up the canned foods market has ever seen. Of course, the record "highs" in all canned foods in years gone by have occurred in May or early June, and they may be witnessed again this year; but the unsatisfactory condition of general business does not make this very hopeful. There is a slowing down of labor; unemployment is growing; there is an unmistakable tightening of the purse strings on spending, and the consumers are beginning to deny themselves for the first time in some years. This is not pessimism. The outlook for business, we consider, was never so bright as it is today, if this political influence could be removed.

The condition of all spot goods is reviewed in our markets, and these conditions are so much alike in all sections that it is not necessary to repeat here.

CROPS—The fine, spring-like weather that has prevailed in almost ebery section has permitted the planting of peas on a large scale and the canners of that article begin to feel a little more comfortable. This does not mean that the entire pea crop has been planted, because it will reequire about a month of good weather to permit the proper planting in New York State and Wisconsin. But so far the season has developed quite

well and preparation of the ground for all crops is in progress.

In addition to our regular market reports from all leading centers, you have the opinions of the brokers in many sections, with their price quotations on both spots and futures, and this will give you the idea of the market which you seek.

NEW YORK MARKET

Market Steady to Firm—Futures Look More Attractive—Market Waiting the Consent Decree Matter at Washington—No. 2 Tomatoes in Heavy Demand—Bad Action of Some Future Tomato Sellers—Prices on Future New York State Fruits—California Fruits Advancing—Futures Feel Good Inquiry—Asparagus has Sold Well — Trade Items.

New York, April 24, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

THE Market Situation—Has remained steady to firm for the entire line. Wholesale grocers and chain store distributors have been in the market throughout for small quantities of spot stocks, and the main problem is still in locating the offerings of the wanted goods. Last Friday, Good Friday, was observed as a half holiday by many members of the trade, and the entire Holy Week period had rather a quiet effect upon the market.

Futures—The outlook is favorable for practically all lines of future canned foods. Buyers, realizing that the position of the market for new pack is strong statistically, because of the clearance of the carryover, are operating rather freely on future items, to insure for their trade an adequate supply during the fall and early winter months.

Washington Developments.—Canners and brokers are watching with interest proceedings in Washington in the famous Consent Decree case. The latest move on the part of the packers, in seeking to have the decree declared null and void, had given rise to the belief among many that perhaps Swift and Armour may be planning to re-enter the wholesale grocery business. Some of the local trade formerly did a large business with the packers, when the latter were handling groceries, and the prospect of again having these large buyers in the market is interesting, to say the least.

Spot Tomatoes—There is evidently a shortage of No. 2 tomatoes in distributors' stocks, and much of the demand for spot tomatoes during the week has centered on this size. The market for packers' labels is still quoted at 97½ cents, but $1.00 looks like the next stop, and that right speedily. No. 1s tomatoes are held unchanged at 62½ cents, with 3s at $1.40 and 10s at $4.65 to $4.75 f. o. b. cannery. Indiana and California are not offering tomatoes in any quantity, and both of these markets are above the Eastern market basis.

Future Tomatoes—Some of the tomato canners appear to be holding back the market for the remainder, through over anxiety to get future business on their books just now. Such canners will do well to remember what happened in peas in Wisconsin this year—those that rushed the market sold at prices 5 to 15 cents under those which the later sellers obtained. With mid-west and coast tomato packers showing firm views; with the carryover of 1923 pack Tri-States a negligible factor, it is difficult to figure the actions of some canners, but 'twas ever thus, and in all probability, 'twill continue so. In any event, the market is quoted an 100 per cent. delivery contracts at the following range: Standard 1s, 55 cents; 2s, 85 cents; 3s, $1.25; 10s, $4.00.

Tomato Puree—Future No. 1 tomato puree made from trimmings is offered by one factor at 47½ cents per dozen, this being carlot price. The spot market for puree is quoted at 55 to 57½ cents for 1s. Stocks of puree held in the local trade are not very heavy, and there is some buying interest shown.

Salmon—The market on reds on the Pacific Coast is strengthening a trifle, and $2.30 appears to be the inside price now for shipment on reliable brands, with pinks unchanged at $1.25. The New York market is quiet, spring buying not yet having opened.

New York State Fruits—Business is being booked on 1924 pack New York State canned fruits, opening prices having been made by several packers. Prices are: Fancy red raspberries, $2.50; choice, $2.35; fancy black raspberries, choice, $2.40; fancy Bartlett pears, $2.50; choice, $2.25; fancy red pitted cherries, $2.75; choice, $2 50, all for No. 10 tins. On No. 10 fruits the market is: Fancy Bartlett pears, $12.00; choice, $10.50; red raspberries, fancy, $12.50; choice, $10.50; red pitted cherries, fancy, $14.50; choice, $12.75; black raspberries, fancy, $13.25; choice, $11.25.

California Fruits—The market on 1923 pack fruits for shipment is steadily strengthening as canners' holdings are depleted. Standard cling peaches are unobtainable below $1.85, and most holders quote $2.00. Apricots are strong at $1.70 to $1.75 on standards, with choice at a range of $2.10 to $2.40 Bartlett pears, standards, command $2.75, with choice anywheres from $2.85 to $3.00. Free peaches hold at $1.65 for standards and $2.05 to $2.15 for choice, all of the above being in No. 2½ tins. For No. 10 pie fruits the market is likewise firm, with stocks very light, particularly on pie fruits. Choice 'cots are listed at $8.50 with standard at $7.50, seconds cleared, and solid pack pies at $4.75 to $5.25. Cling peaches are firm at $4.50 on s. p. pies, sold out on seconds, $6.50 on standards and $7.50 on choice.

Future California Fruits—There has been a good inquiry for the items on which prices have already been named, and buyers are showing considerable interest in the general line. Private label jobbers are getting together with the packers from whom they usually buy, and are understood to have booked s. a. p. The outlook is rather strong for the entire market, both because of the close cleanup of the carryover and because of rumored crop damage this season.

Asparagus Has Sold Well—Sales of new pack asparagus have been good, so good in fact that the California Packing Corporation announces that it is entirely sold out on 12 sizes and grades. Formal opening prices have been named, and while higher in some respects than the trade had anticipated, it is not believed that there will be any difficulty in moving the pack into consumption as a result.

Maine Corn—Packers continue to quote futures nominally unchanged at $1.70 on Golden Bantam and $1.45 on fancy Crosby. Few of the packers are looking for additional business at this time, however, as the market is well sold up.

Sardines—Legally the new sardine fishing and canning season in Maine is open, but that is far as it goes. The run of fish as yet is not sufficient to warrant the packers opening their plants. Practically the entire carryover of 1923 pack has been cleared, and the 1924 production will come on a bare market.

Peas—Spot demand continues active, with the market strongly held. Futures also continue to attract attention, a steady undertone prevailing. Planting is late this season, both in the Tri-States and in Wisconsin and Illinois.

Trade Items—J. T. Adams of Adams Bros. & Sellers, fig canners, of Houston, Texas, was in the market this week.

H. G. Coykendall, president of Coykendall, Inc., Berkeley, Cal., advises that his concern is adding canning operations to their business, and will operate a fruit cannery this season. Mr. Coykendall, who was for a number of years general manager of the California Prune and Apricot Growers' Association, is a large dried fruit packer.

H. G. Maxon, general manager of the F. E. Booth Company, canners, with headquarters in San Francisco, was here during the week. F. E. Booth Company have added pineapple to their line.

Business is being taken on future California peas at $2.75 for fancy 1 seive, $2.35 for 2 seive, $1.95 for 3 seive, $1.65 for 4 seive and $1.45 for 5 seive, May-June shipment, f. o. b. California cannery.

CHICAGO MARKET

Market Gives Way to Big Convention—Many Ex-Presidents of National Association in Attendance—H. W. Phelps and Roy F. Clark Deliver Excellent Addresses. Western Association Expanding Greatly—Convention Notes.

Chicago, April 25, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

THERE is no Chicago market to report. The canners, buyers Convention, and haven't had time to report to me the condition of the market, for they have been too busy shaking ers and brokers are all attending the big Western Canhands and talking to the canners. Therefore, I will confine this communication to some of the high lights of the convention.

There were seven National Canners' Association ex-presidents at the convention and one national secretary. The ex-presidents were L. A. Sears, Walter Sears, Richard Dickinson, Frank Gerber, James Moore, James A. Anderson, Harry Stras-

baugh. They all made little short heart talks to the convention except James Moore and Harry Strasbaugh, who had gone to their trains before they were called to speak. Then Roy F. Clark, who is now president, was in attendance, so that makes eight presidents and ex-presidents of the National Canners Association who is now president, was in attendanc, so that makes eight present at the convention.

The address of H. W. Phelps, on "Current Events," was pronounced the ablest ever delivered before a canners' convention on a general subject, and it was delivered in fine style. Mr. Phelps has a magnetic and pleasing personality and excellent voice, and his matter was mixed with brains.

The address of Royal F. Clark at the afternoon meeting of Wednesday is said to have been the finest and most thorough address from a canner's standpoint that the members of the Association have heard for a long time. Do not fail to read it when it is published.

The Western Canners Association is growing rapidly and now has about 360 members. It reported 104 new members a year ago, and 49 new members at this convention for 1924. The membership now extends into eighteen states.

The new members taken into The Western Canners Association this year just closed includes some of the largest canning establishments in the United States. Among the number is the Sauk City Canning Co., Sauk City, Wis.; Big Stone Canning Co., Ortonville, Minn.; Holland Canning Co., Holland, Mich.; S. Van Allen Canning Co., Ogden, Utah; Big Four Canning Co., Eau Claire, Wis.; Dexter-Farmer Canning Co., Dexter, Ia.; Ripon Canning Co., Ripon, Wis.; Jackson Canning Co., Jackson, Wis.; Lange Canning Co., Eau Claire, Wis.; The Miami Canning Co., Lebanon, O.; The Tecumseh and Plainville Canning Co., Washington, Ind.; The Lake Odessa Canning Co., Lake Odessa, Mich., and others.

The election takes place tomorrow, after this news is written, and the association, under its constitution, elects an entirely new set of officers and directors every year. All have to be elected or re-elected, and the result of the election is not yet known. It is thought that President Hill may consent to serve another year, but he now says that he will not, and that the presidency should go to some other state, he having held it for two years.

Arthur P. Williams, of New York city, wholesale grocer, ably represented The National Wholesale Grocers Association, President Herscher being unable to come. Mr. Williams is one of the most beliked wholesale grocers among the canners, and all others who know him, in the United States, and the big house of which he is the head is regarded as the friend of the canning industry.

C. E. Wilcox returned from the Pacific Coast just in time to attend the big convention and show the friendliness of Sprague, Warner & Co. for the canners and their industry. He is looking and feeling fine after his trip.

The address of E. E. Finch, president of The Canning Machinery and Supplies Association, was forceful and candid, and the convention listened to it and liked it. He is an impressive and a happy speaker.

Charles P. Whiteman, president of The National Food Brokers Association, was in fine fettle, and made one of those "hand over your shoulder" talks to the canners for which he is noted. His address was well delivered and warmly appreciated. He has made a fine president of his association, and it is growing in numbers and usefulness under his leadership.

Sol Westerfeld, of Chicago, splendidly represented The National Association of Retail Grocers of the United States. He is one of the clearest thinkers in that big association, and does it credit whenever he appears for it. He is a practical merchant and knows his business and how to tell his thoughts. The convention is but half over, and I cannot tell about the results of it or mention all the splendid addresses in this short letter. I am pressed for time, being secretary of the association, and having all the convention details to manage. I must, therefore, defer further items of interest until next week.

Frank Gorrell, secretary of the National Canners Association, was called by President Hill. He came before the convention and said that he was first elected to his position 17 years ago, and that the directors called him before them and asked him: "Can you make a speech?" to which he answered, "No." Then they said: "For that reason you are elected secretary." And that he had tried to follow the advice so suggestively given, and was not going to depart from the policy on this or any other occasion. Then there was much applause as he sat down.

ST. LOUIS MARKET

Market Lacks Interest—Buyers Going Along Slowly—No Speculative Impurse—More Attention Expected—Tomatoes Taken as Needed—Hotel Demand for No. 10 Tomatoes Expected—Corn Steady—Fruits Will Be Higher.

St. Lous, Mo., April 24, 1924.

By "Missourian."
Special Correspondent "The Canning Trade."

PACK of Interest—Distributors are not showing the interest expected, either in spots or futures. The result has been that business in the canned foods lines has been rather quiet during the past week. This is due to the conservative policy being followed by all distributors. The majority of jobbers are taking goods mainly for nearby wants and in spite of the fact that they have not the goods they need, they do not seem to care to buy in advance, freely, for later wants even though there is a hardening in values, restricted stocks of most items and probabilities of advances over last year in future packs. The prospect of no cheaper futures, would naturally favor the buying of good packs of favorite grades of staples for speculative purposes, but there is little of this going on.

Retailers have not been featuring canned foods to any great extent except during the past few weeks on Lenten specialties because the grocery trade has been working on Easter lines such as nuts, and other goods, which are high priced, consequently the retailer's capital has been more or less tied up. From now on, many operators believe, that now that Easter is over, there will be a broader demand for canned foods and more attention will be given to staples.

Tomatoes—There is not much interest being shown in either spot or future tomatoes. The same old policy of hand to mouth buying still continues. No. 2s and No. 3s are steady in price, but prices are fluctuating on No. 10s. Most of the demand appears to be for smaller sizes, particularly No. 2s. Factory stocks are getting lower all the time and are nearly closed up, particularly on No. 2s. It is said very few unlabeled No. 2s are left. They are quoted at about 95 cents f. o. b. factory. Some canners, however, will not let go under $1. No. 10s are being kept in warehouses for spring stocking up of summer hotels and resorts. Futures are not selling very rapidly as their prices are considered too high.

Peas—The most popular grades of peas are nearly closed up. There is little change likely in the market until the new pack comes in unless prices stiffen as the stocks get lower. Some undesirable lines are still in the hands of the canners and distributors, but there is little call for this class, if others can be obtained. Even these are getting scarce. Futures are about as firm as spot and there are few available from first hands.

Corn—Standard corn is steady with no special demand except for replacement purposes. Fancy lines are scarce and are at a premium and there is not enough to allow free selling. It is said that future bookings are not as heavy as they were compared with a year ago at this time. Dealers have covered to some extent, but are not buying in large blocks, but they are pursuing a "watching and waiting" policy.

Fruits—A strong market on spot stock is practically certain. Futures will show advances over last year's openings. The cause for this will be costs of packing and higher prices for raw materials are given for the reasons for the expected advance on 1924 lines. It is said that the packers are trying to keep the market down to that point where consumption will not be effected by a too radically high opening market, but there is little faith being put in this claim by the buyers who says he will buy if the prices appeal to him, but if not he will take his chance on the opening market when he needs any goods. There is a better demand for spot goods, but the spot movement has not been stimulated as has been anticipated.

CALIFORNIA MARKET

Weather About Ideal for Crops—First Damage About Over—Hoof and Mouth Disease Spreading—Goods Embargoed —New Prices on Asparagus—Stocks of Goods Very Small—Oppose Name on Label Bill —To Stop Packing Pineapple Cores.

San Francisco, April 24, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

CROPS—Ideal growing weather for almost all crops has been experienced of late throughout California, the cool period having been succeeded by higher temperatures. Additional rain is badly needed, but the season when this is to be expected is rapidly passing. Further damage from frost is scarcely to be expected, although there have been killing frosts as late as May. The California fruit crop will be badly spotted, according to present indications, with some districts reporting prospects for a full crop and others almost a failure. Peaches have suffered more than other fruits and most of the damage has been done in the counties producing the bulk of the State's output of clingstones.

The Hoof and Mouth Disease—Despite the strenuous efforts of State, Federal and county officials the hoof and mouth disease among cattle is spreading. Nine Western States have placed a ban on shipments of California fruits and vegetables and this is commencing to affect business in general quite seriously. Farm products that ordinarily find an outside market are being dumped upon local markets and prices are sagging. The Canners' League of California is keeping in close touch with the situation and is advising members of all changes in embargo regulations. Even canned foods are banned by some communities, fear being expressed that in some manner the disease might be spread through containers. Should the embargoes last for any length of time very heavy losses to agricultural interests will result. Shipments of fresh asparagus are being curtailed, but, fortunately for growers, canners are in a position to care for everything and would be glad of the opportunity of handling the entire crop. In other lines the closing of outside markets would be nothing short of a calamity.

Asparagus—The California Packing Corporation, which issued tentative opening prices on canned asparagus several weeks ago, has recently put out its formal opening list, which differs in many particulars from the tentative one. A few items are lower, several are unchanged, but quite a few are higher. The formal list is presented as follows:

No. 2½ Square	White		Green
Giant	$4.00		$3.75
Giant Peeled	5.25		5.00
Colossal	3.85		3.60
Colossal Peeled	4.85		4 50
Mammoth	3.85		3.60
Mammoth Peeled	4.85		4.50
Large	3.85		3.60
Large Peeled	4.75		4.40
Medium	3.65		3.50
Ungraded		$2.90	
No. 1 Square			
Tips, Colossal	4.20		3.90
" Mammoth	4.15		3.90
" Large	4.10		3.90
" Medium	4.10		3.90
" Small	4.00		3.75
" Tiny	3.75		3.50
" Ungraded		3.40	
Picnic Tins.			
Tips, Mammoth		2.20	
" Large		2.10	
" Medium		2.05	
" Small		1.90	
" Tiny		1.80	
No. 1 Round, Small	2.15		2.00
No. 1 Round, Tiny	2.05		1.90
No. 1 Round, Salad Points.		3.00	
No. 2½ Soup Cuts		2.40	
No. 10 Soup Cuts		7.50	

Stocks Very Small—Carry-over stocks of California canned fruits are getting down to small compass, with sizeable lots to be had in only a few grades. Prices have been advancing steadily of late, with most packers asking at least 10 cents a dozen more for Standard cling peaches than was the case a month ago. Buying has eased off a little of late, but the distributing demand is held to be steady.

Salmon—A close cleanup on canned salmon before the new pack is available is forecasted by Pacific Coast interests. The supply of Pink salmon is comparatively light and it is expected that stocks of red salmon on hand can be moved by the middle of July. The domestic demand is quite good, but the export demand is weak. Pinks are being generally quoted at $1.25 while red salmon may be had at $2.15, although some interests are holding out for a little more.

Oppose Name on Label Bill—A joint meeting of the Board of Directors and the Executive Committee of the Canners League of California was held at the headquarters of this organization at San Francisco the middle of April and the Johnson, "Name on the Label" Bill was given attention. The meeting resulted in a telegram being sent to the Chairman of the House Committee on Interstate Commerce, Washington, D. C., as follows:

"We are just advised hearing on Johnson Name on Label Bill comes up April 15th. At meeting our Board of Directors and Executive Committee held today I was instructed by unanimous vote to wire your Committee that in our opinion a law requiring the name on the label would seriously disrupt the present orderly marketing of our product without any compensating advantage to the public. Many wholesale grocers and chain stores merchandise their own brands, and in the course of a year purchase from many different canners, and it would be an expensive and almost hopeless task to print up separate labels. We respectfully urge that this unnecessary burden be not put upon the industry. The Canners League is a trade organization composed of more than three-quarters of the fruit and vegetable canners of the State." (Signed) Preston McKinney.

Immediately action was necessary if the position of the Canners League was to be of record and it was impossible to get the ideas of the entire membership. The fact, however, that the membership of the Board and Executive Committee was unanimously in favor of the telegram as worded caused officials to feel that it properly reflects the opinion of California canners.

Pineapples—The packers of Hawaiian pineapple, who have ever been ready to make changes which would bring about a better canned product, have reached an agreement to discontinue the packing of pineapple cores for human consumption. At one time cores were used to a considerable extent in crushed pineapples, the percentage later being greatly reduced. More recently cores were packed for the use of confectioners and were employed for candy centers. Now they are not to be packed at all, a forward step that cannot but be of benefit to the industry.

The California Packing Corporation has installed a new peaviner plant at its Marvin Meadows Ranch, near San Francisco.

The Meyerberg Evaporated Milk Company, of San Francisco, has arranged to erect a milk products plant at Ripon, Cal., at a cost of $100,000, and plans to have it in operation some time in August.

The plant of the Sunical Packing Company at Oroville, Cal., has been taken over by the Virden Packing Company and will be used for packing a general line of fruits, as well as olives.

SEATTLE MARKET

Market Broadening—Reds in Good Demand—Spot Stocks Limited —Labor Troubles in Salmon Crews—Business Improving in Fruits — Some Hope for Exports.

Seattle, April, 24, 1924.

By "Nomlas"
Special Correspondent "The Canning Trade"

THE MARKET—There has been little or no change in the general market situation during the past week, insofar as prices are concerned, although the demand is somewhat inclined to broaden out. Buyers of reds are finding it difficult to get orders accepted here under $2.30 on the so-called outside brands, although some can still be picked up here and there at $2.25. The larger operators continue to hold the market firm at $2.35 f. o. b. Pinks remain steady on the basis of $1.25 f. o. b. Seattle, and there is a little disposition shown by the trade to buy in larger quantities. Chums remain in small supply and are nominally unchanged at $1.20.

Distributors' Holdings—Reports received here indicate that the stocks which distributors are carrying are generally limited,

and it is expected that the market will liven up materially when the trade begins to place business for its spring requirements. The statistical position of the market here is favorable; holdings are not excessive, and are generally controlled by strong interests. Added to the reported light holdings of distributors, and taken in conjunction with anticipated curtailed fishing operations during the 1924 season, and the market appears strong.

Labor Troubles—A report from San Francisco this week says that some of the vessels of the cannery fleet have sailed, carrying non-union crews. Last year the fishermen were paid 7½ cents per fish, and the cannery operators this year offered them 7 cents per fish. The union demanded 8½ cents, and the two interests were unable to get together. It is understood that some of the labor was brought from the East. The companies affected are the Alaska Packers Association, the Red Salmon Packing Company, the Bristol Bay Packing Company, the Nahnek Packing Company and the Alaska Salmon Company.

Future Trading—There is some interest being shown in s. a. p. offerings of salmon from the 1924 pack, but the larger operators are not yet inclined to name any firm price at which they will be willing to accept business.

Northwestern Fruits—More interest is being shown in offerings of new pack canned fruits, and business is gaining. One packer is offering new pack pears, f. o. b. steamer, Seattle, at $3.00 for fancy, $2.75 for choice, $2.45 for standards, $2.25 for seconds and $2.10 for waters, all in No. 2½ tins. Spot stocks of Washington canned fruits are exceedingly limited, and the prices quoted by various packers show considerable variance, depending mainly upon the quantities which the packers have to offer. Some of the packers with only light stocks in their carryover are quoting special prices in order to clear their warehouses and make room for the 1924 pack which will soon be coming in.

Export Outlook—Members of the trade here are greatly interested in President Coolidge's proposal to aid in the rehabilitation of Europe by extending American capital to help in the reconstruction. It is felt that if any loans made by this country, a large part will be immediately invested in foodstuffs for shipment abroad, which will provide a steady outlet for American food products, particularly the products of the Pacific Coast and the Northwest. Demand has been below normal for some time, the spirited dried fruit buying of February and March being the chief export feature for more than a year past. Salmon canners could use more export business, particularly on low grade stuff, which is generally bought by foreign markets.

MAINE MARKET

Maine Canned Foods Market in Healthy Condition—No Spots to Be Had—Future Corn Sold Up—Stringless Beans Well Sold—This Article Creating Big Demand.

Portland, Me., April 25, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

THERE have been no new developments in local canned foods circles during the past week. The late opening of spring is retarding the work of completing acreage contracts, and until that is done it is practically impossible to offer more futures.

Spot Goods are cleaned up so well that there are no quotations current. Crosby corn is worth $1.80 or better for fancy grade, and the last deals reported on Golden Bantam carried a price of $2.10. Apple is having some demand, without stocks on hand to fill orders. Blueberries are cleaned up entirely. In fact, all lines of Maine canned food products are in healthy condition, no goods on hand and the market fairly active in demand.

Future Corn is well sold up, and it is doubtful if any more is offered on the open market until June or later; and unless we have very propitious weather up to that time, it will not be possible to increase present sales to any extent. Crosby corn has held at $1.45, with Golden Bantam at $1.70. The yellow corn has had a very heavy demand, but it will never replace the old stand-by of early Crosby, as is shown by the fact that Crosby corn is now wanted for spot stocks, while Golden Bantam is not so acutely needed.

Stringless Beans have also sold well and quickly, and there are no offerings at this time. It is interesting to note that these beans, so lately known only to New England and New York trade, are now going to Florida, Texas, California and all intermediate markets. Canners are endeavoring to increase their bean acreage materially in order to take care of the increasing demand for the goods, and have made some gain this season. However, at the present cost of materials the selling price of $1.30 does not encourage them to pack these beans for speculation, and it will be many years no doubt before the up-put is beyond actual future contracts.

Notes—E. S. Noyes Co., of Augusta, will can apple sauce this season at their new Livermore factory.

Heart of Maine Packing Co. will again pack a limited amount of Refugee Beans to go along with their Stringless Beans, on which they already have a large trade. These Maine-grown Refugees are proving very satisfactory indeed, but the canners state they are handicapped by lack of acreage.

W. A. Howe, of the Continental Can Co., is in Maine this week, and will remain here the greater part of the time from now until the close of the canning season.

What The Brokers Say.

Milwaukee, Wis., April 19, 1924.

In most sections of Southern Wisconsin pea growers are preparing the land for planting—in many localities growers have already started seeding. Just two short months and canning factories will be operating.

The few canners who are still taking on future business will probably withdraw from the market very shortly, as bookings have been quite heavy the past week. We can secure confirmation on well assorted orders for future peas now, but we won't promise to secure confirmation next week or thereafter.

FRANK A. INBUSCH CO.

Wausau, Wis., April 19, 1924.

Anyone who tells you he is doing anything on Wisconsin canned foods is talking through his hat. There is simply nothing stirring. We have experienced nothing like this since the market blew up in the fall of 1920. However, the conditions are altogether different now. There is plenty of inquiry on spot peas, but practically no spot peas left. Canners are sold up on futures, and naturally the buyer has covered his requirements. Therefore, nothing doing.

The canner is busy getting started on his season's operations. Soil and weather conditions are all to the good. The last of the snow went off during the past week. We have had heavy state-wide rains, and the soil is working up in excellent shape. Down-state canners got their first seed in the ground a week ago. Everything seems to indicate that seeding will be going full swing next week. Increase in acreage is limited by the seed available. It hardly seems possible to increase it in excess of the normal increase in consumption.

GROCERS SUPPLY COMPANY.

NORWEGIAN EXPORT OF CANNED GOODS IN 1923.

DURING 1923 approximately 21.25 million kilos of canned goods were exported, and it is stated that this figure would have been greater had it not been for a shortage of supplies due to the failure of the bristling fisheries.

During 1921 there were exported about 15.5 million kilos of canned foods, and in 1920 about 19 millions. The canning industry of Norway represents considerable capital. In 1923 more than two-thirds of the exports were credited to Stavanger, and Bergen, which formerly held second place, was passed by Trondhjem, which contributed 2.2 million kilos to the export, followed by Bergen with about 2.1 million kilos. Haugesund exported approximately 500,000 kilos of canned goods, and the next greatest exporting ports were Kopervik, Bod, Aalesund and Christiania, in the order named.

HIS ONLY DRAWBACK

The boss was dictating to the new, pretty and sophisticated stenographer. Suddenly he stopped.

"Am I too fast for you?" he asked, anxiously. She considered him and then replied:

"Oh, no, indeed, but you're a trifle old."

What Canned Foods Distributors are Doing

Trade's Spotlight on Washington As Packers Seek to Have Consent Decree Voided—Wholesale Grocers Believe Packers Seek to Reenter Grocery Jobbing Field—Discount Government Suit Against California and National Wholesale Grocers' Association—Notes of The Trade.

Interest in the supposed attempt by Swift & Co. and Armour & Co. to re-enter the wholesale grocery business, through the setting aside of the Consent Decree of 1920 has supplanted, for the time being at least, that in the conventions of the two great wholesale grocers' organizations which are to be held within the next month.

Both the National and American Wholesale Grocers' Associations are planning to take up the fight against the Chicago meat packers where they left off after securing the supposed victory in 1920, when the Decree was entered into. Counsel representing these two organizations will appear in opposition to the packers at future hearings.

While it is thought that many canners would like to see the Chicago packers back in the market as canned foods buyers, the only canning organization openely interested in the fight is the California Co-Operative Canneries, believed to be a subsidiary of Armour & Co., which is seeking to have the decree set aside so that it may sell its canned foods products to the packers.

J. H. McLaurin, president of the American Wholesale Grocers' Association, commenting on the latest move of the two packers, with particular reference to Armour & Co., says: "Armor & Co. are not out of the wholesale business—at least, we have no evidence of it. This consent decree was entered into with the United States government four years ago. According to this provision it became effective three years ago, and since February 27, 1921, Armour & Co. have fought for it, offering as their reasons for these repeated requests for extension that they had some food factories which they were unable to sell, and to enforce the decree would be equivalent to confiscation of their property by the government. In the meantime, bear in mind that these packers have relentlessly waged a fight to have Section 5 of the Decree set aside and declared null and void, and we have that fight still in the courts in the name of the California Co-operative Canneries.

"We are not so blind that we cannot see what we believe is the purpose of Armour & Co. to keep their selling organizations alive through these repeated extensions of time, while at the same time we have the 'California Co-operative Canneries' girding themselves through court proceedings to set aside the decree. Just compare these two activities and we have a very clear picture, we think, of Armour & Co.'s plans. They may succeed in carrying out these well laid plans, but we again remind you that we are prepared to carry these issues before the Supreme Court of the United States if Armour & Co. make this necessary."

William C Breed, of Breel, Abbott & Morgan, counsel for the National Wholesale Grocers' Association, sums up that organization's attitude on the question as follows: "I am very glad that these two packers have now come out into the open. From the time that the California Co-operative Canneries started their fight to set aside this decree, commencing shortly after the decree was entered into, first in Congress and later before the Attorney General and then in the Supreme Court of the District of Columbia, it has always been assumed that the fight was being made by Armour, who had a mortgage on this cannery and has been otherwise closely connected with its affairs, although this has never been officially admitted by Armour. The filing of a brief by Armour and Swift, who have been the real parties behind the endeavor to modify this decree, will certainly help to clarify the situation in the minds of the public. I am glad that the fight will henceforth be in the open."

M. L. Toulme, secretary of the National Wholesale Grocers' Association, adds: "This association believes that the challenge made by the Armour and Swift defendants as to the validity of the decree is not well founded, and that the decree will be upheld and the National will continue as in the past to bend every effort to sustain the decree which was entered in the interest of the public and for the perpetuation of free competition in the food industry."

The appeal of Armour and Swift will be heard before the Court of Appeals of the District of Columbia on April 28th or 29th.

The Government's Complaint—Little concern is being shown by the California Wholesale Grocers' Association or the National Wholesale Grocers Association over the complaint which the Department of Justice has filed against them, and some of their members, for alleged restraint of trade in California.

Specific details of the complaint are not yet available, but it is believed that the charges are an outgrowth of the silent campaign which has been waged between chain stores and wholesale grocers on the Pacific Coast over the question of direct selling by the manufacturers to the Pacific chains. Both the chain stores and the wholesale grocers have had the moral support of their respective national associations, and quite likely pressure has been brought to bear upon manufacturers by both interests.

Among jobbers, however, it is though that the complaint was a parting shot by Harry Daugherty, retired Attorney General, who incurred the enmity of wholesale grocers as a result of what they considered his partiality towards the meat packers in the consent decree case.

It has just become known that John B. Newman, field man for the National Wholesale Grocers' Association, is named as one of the defendants in the Government's suit. Mr. Newman, a pure food authority of note, is one of the most popular men in the wholesale grocery trade, and attends to the contract work of the National with wholesale grocers.

Convention Party—C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association has arranged for a special car over the Missouri Pacific for Arkansas grocers who will attend the convention of the American Wholesale Grocers' Association in Dallas. The special will leave Little Rock at 7:25 P. M., May 12.

Spoiled Canned Foods—Ross P. Seaton, secretary of the Illinois Wholesale Grocers' Association, announces that the Southwestern Region Office of the Division Freight Agent of the Pennsylvania System has called to the attention of all Pennsylvania freight agents the fact that under the Illinois Department of Agriculture ruling spoiled canned foods may not be shipped in interstate commerce.

Praise for the Jobbers—The California Walnut Growers' Association, in its initial trade bulletin for this season, says: "The remarkable distributing service which our wholesale trade rendered us this past season proves absolutely that close and cordial relations between a national distributor and its wholesale trade make possible a profitable distribution that in no other way can be approached in volume. This association's policy in the past has been to open prices at figures which inspired trade confidence in the market and tended to insure reasonable profits to both wholesalers and retailers for the service rendered. The most satisfactory selling results which our trade have persistently shown us speak loudly of their appreciation of such a policy. Needless to say this association will strive even harder in the future to retain this fine trade sentiment which we consider by far our greatest asset."

Notes of the Distributing Trade—The Aunt Jemima Mills Company announce that effective June 1st, 1924, their cash discount for payment in ten days will be 2 per cent. on package goods.

The Rich Bros. have regained control of the Purity Oats Company. The two brothers, who originated the product of the company, lost control last September. The Rotary Club of Keokuk, Iowa, raised more than $225,000 to put the Rich Brothers back in control of the company.

The Canadian Wholesale Grocers' Association will hold its annual convention June 21-24 at the Bigwin Inn, Muskota, Ontario.

The Clark Grocery Company has bought out the stock of the Fullbright Wholesale Grocery Company, of Fayettesville, Ark. The Fullbright concern is retiring from business.

Krasne Brothers, New York City, wholesale grocers, will remove their buying office from 122 East 130th Street to 1399 5th Avenue on June 1.

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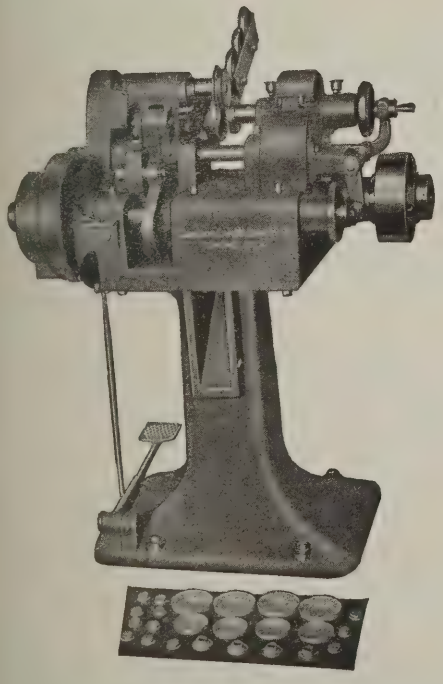
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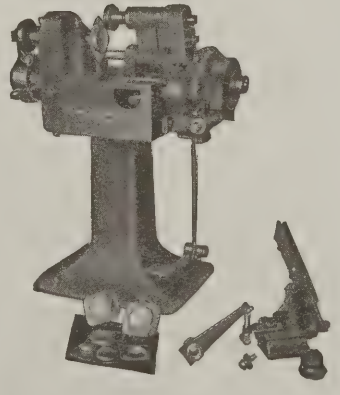


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SMILE AWHILE

LEAP YEAR STUFF

"Don't you think it just wonderful to be engaged?" she asked.

"I suppose it is," I replied, "but I've never tried it."

"Have you heard about Dick and Vivian?" she went on.

"No; what about them?"

"They're engaged!"

"Oh!"

"Don't you ever dream of marrying?" she breathed, leaning closer and laying her soft white hand upon mine. "Think of a little cottage, a wife, and kiddies. . . ."

"Will you—would you—m-marry m-m-me?" I stammered.

"Oh, John!" she exclaimed in surprise, "this is so sudden!"—New York Mercury.

A QUESTION IN ECONOMICS

"I'm looking for a bright little boy," said the kind old lady to the youngster on roller skates, "who wants to earn a penny by mailing this letted for me."

"A penny, huh!" snorted the child. "Wot you're lookin' fer is a little dumb-bell!"

HEREDITY

"And why," asked the judge sternly, "are you a bootlegger?"

"Instinct, your honor," answered the prisoner. "My father was an undertaker and my mother threw acid in another lady's face.

WELL POSTED

Relative—My boy, I thought you were going to get married?

Ex-Collegiate—Girl threw me over.

"Why so?"

"Din't get my degree."

"But I thought you always made passing grades."

"The prof. that busted me claims I didn't do enough work."

"But how could he know?"

"Hell! He's the girl's old man."—Virginia Reel.

LONG DISTANCE, PLEASE

"Are you sure these field glasses are high power?" asked the lady potential customer.

"Madame," replied the ambitious salesman, "when you use these glasses anything less than ten miles away looks like it's behind you.

FAVORITE SAYINGS

The flivver owner: "Wouldn't that jar you?"
The radio orator: "I'll tell the world."
The murderer: "Well, I'll be hanged!"
The judge: "Fine."
The flapper: "No one has anything on me."
The telephone girl: "I got your number."
The sausage maker: "Dog gone."
The fisherman: "I'll drop a line."
The author: "All write."
The seamstress: "Darn it!"
The hydro-electric engineer: "Dam it!"

ONE POINT OF VIEW

"Are the many automobiles in your town a factor towards its prosperity?"

"Bet your life they are!" cried the enthusiastic building contractor. "They've enabled me to put two big additions on the hospital.

REVENGE

George: "How's the girl, Harry?"
Harry: "It's all off. I threw her over yesterday."
'Why?"
"I heard she eloped with another fellow."

THE LOOSER

"Try a sample of the stuff before you buy it," hissed the bootlegger.

"But suppose it kills me?"

"Well, it's my loss then, ain't it?"—Johns Hopkins Black and Blue Jay.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

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Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

MEETINGS—The spring meetings of canners are now on in full force, as you will notice. Here we give you as much as we can squeeze into the issue of the big Western Canners' meeting, and of the sectional meetings of the National Canners Association, and if you do not find this sufficient have a little patience, and we will give you more next week.

We have yet to report the splendid meeting of the Canned Goods Exchange with its scintillating addresses which you will read with profit and pleasure. "Court Reporters" can't be hurried.

As we write the Indiana canners are assembled in their spring meeting at the Claypool Hotel, Indianapolis, Friday and Saturday of this week. The program has just come to hand, and it is attractive, filled from beginning to end with addresses which should prove interesting and instructive. John Souder, the President of this aggressive organization, is a live-wire, and he means that the tomato canners of his State shall understand the situation as it is, and not as they hope it to be. We hope every canner in that State is present to learn.

TOMATO PRICES—On Thursday next, May 8th, the Tri-State Canners will assemble at the Hotel Dupont, Wilmington, Del., in a session for members only. They promise it will be a business session, and it ought to be. We hope one matter they will take up and definitely answer for the peace and quiet of the whole country is why Tri-State tomato canners are so philanthropic, so big-hearted, so generous, as is evidenced by their willingness, not to say eagerness, to contract for future tomatoes lower than any other set of canners in the business, and lower than their expected costs. The answer to this question has puzzled the "oldest inhabitant" in the canning game. You know in the olden days No. 3 tomatoes used to hang around 60c to 85c per dozen, until Willard Rouse crowned himself Tomato King, and then No. 3 standards advanced to $1.60 per dozen—June 27, 1902—and stayed there until the next packing season brought them down. And you may take our word for it they came down! In the closing days of July or the first of August tomatoes began to come into market that year, and of course the canners grabbed them like hungry fish. We do not remember what they paid for them, but you can imagine, with canned tomatoes cleaned off the market, fresh tomatoes brought a price. At any rate, before most people knew that tomatoes were ripening, William Fait, a prominent canner of that time, was out with new packed, 1902 packed, tomatoes at 90c. In one cut, without any apparent reason, from $1.60 to 90c. The writer couldn't believe it, but he found it so. Then he went down to see Mr. Fait, and asked him, in a very direct way, why he had cut the market from $1.60 to 90c, when a 5c cut would have sold more goods than he could possibly have packed, and Mr. Fait answered, characteristically, "None of your damned business." That is just one sample of the answer to this question, and from that it has ranged from "because we love the public so," "because if I hadn't sold them he (another canner) would have," "I guess we know our business," "the cost figurers are all liars and we are not going to hold the bag," and so on up to "they are just plain, ordinary damphools;" and so, of course, we are just a trifle puzzled and would like to know the true answer. For even the buyers are beginning to wonder. They have bought some future tomatoes, and they are always satisfied if the future prices do not drop below those at which they have bought. Now their early purchases are beginning to look bad to them because of these continually lowering tomato prices, and of course they want to know. So this Tri-State meeting has to answer to the buying public, and we trust it will, and in a most emphatic manner.

IS SALMON TO FOLLOW OYSTERS AND SARDINES?—If you could see a celluloid cat walking a sulphur tight-rope over Hell you would have a faint picture of the position of an editor of a canners' trade journal attempting to touch upon the conservation of any natural product now canned. The growers of field crops call loudly for the experts to come to their rescue and help save their crops from the pea aphis, for instance, or tomatoes from blight or root rot or what not; but let any man dare to lay finger upon the oyster supply, to protect and propagate it, and while the canners of oysters might be expected to welcome

such action and be ready to help it along, all know that they would not. Eberybody else knows that the Chesapeake Bay oyster supply has been dwindling, growing yearly more scarce, and is today almost entirely gone, but the oyster canner will tell you that there are plenty of oysters! The fault is with the demand! There are too many people want what are being caught! The sardine canners answer along the same line—the sardines are not running, that is all! And now it has come the turn of the salmon canners, for salmon is going the way of the buffalo, it would seem, or of the oysters in this region. We have heard something of the canners' side of the question in the proposed regulations of the salmon catching industry by the Government, but we do not pretend to understand all its details. However, we have a hunch that Secretary Hoover does, and he spoke rather sharply thus in the May 1st daily papers:

(By the Associated Press.)

Washington, April 30.—Those who have assailed Secretary Hoover's Alaskan fisheries policies were charged by him today with having directed a campaign of personal abuse against him with the real purpose of defeating legislation which would save the fisheries of the Northern territory from "continued exploitation."

In a formal statement the Secretary named Senator King, Democrat, Utah; Delegate Sutherland, of Alaska, and the Hearst newspapers as factors in the publicity campaign against him. He challenged them to say openly whether they favor or oppose the fisheries "conservation bill" now pending in Congresss.

Delegate Sutherland repeatedly has attacked Mr. Hoover for his administration of the Alaskan fisheries, and Senator King sought last week to introduce a resolution for an investigation, but later withdrew it.

"The test of the character of the renewed attacks today upon the Alaskan salmon fisheries conservation is very simple and very direct," said Mr. Hoover's statement. "Do these gentlemen favor the conservation bill reported unanimously out of the House Committee on Merchant Marine and Fisheries after weeks of investigation, and reported unanimously out of the Senate Committee on Commerce after personal investigation on the ground by members of that committee?

Here are 16 Senators and 22 Congressmen on these committees of both parties, unanimously agreed on a measure for the saving of the fisheries. . . . Unless such legislation is passed the greatest salmon fisheries in the world will be lost to the American people.

"One of the features of this bill is to prevent monopolies and special privileges in the fisheries. The department is on record as having protested on frequent occasions against any growth of such monopolies or privileges. This measure is backed by all of the important bodies in the United States interested in conservation—it is opposed around Washington today by some groups of canners and some groups of fishermen.

"This publicity campaign can have no other purpose than to aid in the defeat of the bill, for there has not been a word in these statements favoring the measure itself.

"In these days of credulity the smooth and artful way to destroy legislation that interferes with some people's private interests is—not to oppose the measure on merit, but to slander the men who have the responsibility of protecting interests. If these men are against the bill let them say so, and give reasons why they do not approve of it. Let the public have argument based upon the merit of the measure itself."

PLAIN SPEECH ON THE LABEL—Mr. C. S. McGillivray is in charge of the Canadian canned foods division of the pure food law, and he has been able to solve the label question there in a way that attracts the attention of canners in this country. He spoke before the Western Canners Convention last week, and we urge a careful reading of his remarks. Among other things, he said a very large proportion of the consuming public still regard canned foods with doubt, and still show the old prejudice against them.

"The best way to overcome this prejudice," he said, "is to send a special messenger to the buying public with a message of truth about the products which you are manufacturing. And to my mind the best messenger you can select to carry that message is the one which accompanies every package which leaves your warehouses—the label."

Cut that out and paste it up over your desk, where you will never cease to see it, and then set to work to fulfil the prescription; make your labels say something about the goods you are canning; make them tell the whole story in simple truth and plainness. If that truth ever sinks into your consciousness your present labels will become a nightmare to you. Yes, a handsome label in five colors and gold, embossed! As old Aesop once said:

"Quanta species, cerebrem non habes."

Which, translated, means "what a beautiful face, but there is no sense in it."

We may not reach his splendid address in this issue, but remember it and study it, that you may know better how to make use of this best billboard in existence.

—— Too Late To Classify ——

FOR SALE—One used Sprague 6 pocket Corn Cooker Filler with attachments to fill either No. 1 or No. 2 cans. Price $300.00 — f.o.b. Baltimore. We believe this machine is in first class used condition.

Chas. G. Summers, Jr., Inc., Henderson's Wharf, Baltimore. Md.

FOR SALE—About 32 bushels Horsford's Market Garden Pea Seed, Leonard Seed Co's best stock, 1923 crop, at 12¢ lb.

About 20 bushels giant Green Stringless Pean Seed, Leonards best stock, at 12½¢ lb.

About 10 bushels Henderson's Bush Lima Beans, Leonard's best stock, at 16¢ lb.

Sacks extra at 50¢ each. F O.B. New Freedom, Pa.

Chas. G. Summers, Jr., Inc., New Freedom, Pa.

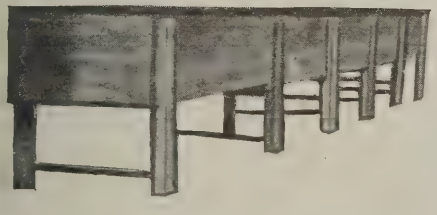
ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

TANKS--TOWERS--WATER SYSTEMS



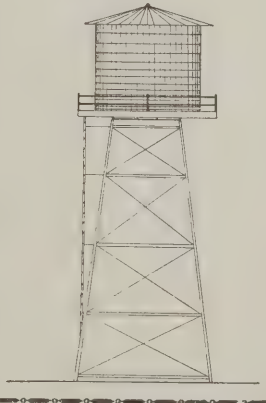
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Wood or Metal
Any Size, Any Shape, for

Blending	Pulp
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TOWERS

For
Tanks
Bells
Flags
Transmission
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Wood Stave Pipe--- Silos

THE BALTIMORE COOPERAGE COMPANY
BALTIMORE, MARYLAND

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784

BRISTOL, PA.

Western Canners Association Convenes

N. C. A. Sections, Corn, Peas and Tomatoes also Meet—Business Every Minute

Sherman Hotel, Chicago April 22-23-24, 1924

TUESDAY MORNING SESSION.

April 22, 1924.

THE first session of the Fortieth Annual Convention of the Western Canners Association, April 22-24, 1924, at the Sherman Hotel, Chicago, was called to order at 10.30 by President J. W. Hill, of Des Moines, Iowa.

Rev. John A. Lee, Chicago, made the invocation.

President Hill then introduced Wm. E. Dever, the famous Mayor of Chicago, who spoke upon the proposed canal from the Lakes to the Gulf, and what it would mean to the entire Central West. The Mayor extended a hearty welcome, saying, among other things:

In extending to you, in accordance with ancient custom, the keys of the city, I don't want to feel that every place in the city is locked up and can't be opened by some sort of a key. That is not true. Every place is open in Chicago that ought to be open in Chicago, that ought to be open in any city. Nothing has been closed in Chicago but those things that ought to be closed.

At any event, whatever is here you are entirely welcome to. We hope you have a pleasant stay here, and if there is anything we can do in the City Hall to make your trip here more pleasurable, more entertaining, more profitable, I hope you will call upon us. (Applause).

PRESIDENT HILL: The next thing on the program as provided by our Secretary is the address of the President. I might state for your relief and benefit that the President does not desire and does not intend to deliver any address whatever at this time.

I am inclined to think that I voice the opinion of most of you when I say that in my judgment and in that of my friends from the western side of the Mississippi River we feel there is a brighter era approaching the canning fraternity. Our sales throughout our section of the country, and indeed I think over the entire territory of the Western Canners Association, have been almost one hundred per cent more than a year ago at this time The organization with which I am in closest contact sold more goods up to the first day of April than they had up to the middle of August a year ago. These, of course, as you understand, are sold at somewhat advanced price over that of the previous year. Money, which is a very necessary article in the canning business, is, we think, easier, and the outlook as a whole is brighter, so that we feel very much encouraged,

We will now be addressed by Mr. Sol Westerfeld, of Chicago, on the subject "The National Association of Retail Grocers of the United States." (Applause.)

Greetings from the Retailers.

MR. SOL WESTERFELD: Mr. President, and Members of the Western Canners Association: As the representative of President Philip A. DePuyt, who, owing to another engagement, is prevented from being here, it is my honor and pleasure to bring you greetings from an organization whose interests parallel those of your organization.

How fully the President of my organization understands the import of the work you are engaged in, and the desirability of our sharing in it, may be readily observed from an extract of a letter received by me in answer to my question, what message he desired me to bring to you.

These are his own words, in his usual direct and forceful language:

> "Regarding message to Western Canners, it seems to me that the central thought of all association work is the promotion of good will between all of the factors in the food industry and the promotion of a spirit of fair play. Recognizing that each of these factors have their own perplexing problems which are peculiar to their own industry, we nevertheless feel that much can be accomplished through associated effort.
>
> "What we need is a more sympathetic understanding and belief that the other fellow is trying to play the game straight and to encourage this attitude."

In conclusion, permit me to thank you for the opportunity to appear upon your platform, an opportunity I enjoyed the more on account of my lifelong friendship with your Secretary, that grand old man and canned foods expert, my good friend John A. Lee. John and I have fought, bled and died together in many battles, always side by side, never in opposing ranks.

May I be permited to further co-operate with you, my good friend John, and my organization with yours? (Applause.)

PRESIDENT HILL: We are very glad to have this encouraging message from our friends, the Retail Grocers. Of course, if it were not for that organization, the business of the canners would be nil. We are very glad to have you with us.

We will now have an address by Mr. Humphrey, representing the American Wholesale Grocers Association. Is Mr. Humphrey here?

SECRETARY LEE: Mr. Humphrey will not be here. He was unfortunately detained. I have a telegram from him.

"Western Canners Association, Chicago:

> "Business matters over which I have no control force me at the last moment to advise you of my inability to be with you. I cannot express in this message my disappointment, for I long to tell each member personally of my kind feeling for your Association and to assure you and each one of your members that every wholesale grocer belonging to the American Wholesale Grocers Association joins me commending your Association for the square and manly co-operation given our conference committee in perfecting a contract. It stands four-square for both parties concerned, and we pledge you our support in completing a nationally satisfactory swell allowance.
>
> E. A. HUMPHREY,
>
> Conference Committee, American Wholesale Grocers."

PRESIDENT HILL: I will ask the Secretary to kindly prepare a proper reply for this telegram.

The National Wholesale Grocers Association is represented by Arthur P. Williams, of New York City. (Applause.)

Greetings from National Wholesale Grocers.

MR. ARTHUR P. WILLIAMS: Mr. President and Gentlemen: The National Wholesale Grocers Association wish to extend to you their greetings. We wish to thank the members of your organization who assisted us in the difficult settlement of the famous swell problem. Many of our members were with us during those long sessions, particularly at the last session, where we started at half-past nine in the morning and adjourned at a quarter past twelve at night, finally coming to an agreement which I believe is going to prove of great benefit to all of us, particularly in those markets where we have been unable to even handle swells. I think that that setlement has already during this spring tended toward an increase in canned foods business. Certainly we have never had such a good business as we have had this spring. we have never had such large sales, nor have we ever had such a clean-up and such a satisfactory market.

Our President, Mr. Herscher, was with us yesterday, but had to go home last night. He left me to extend the greetings of our Association. He asked me to call to your attention a resolution that we passed in conformity with a resolution of the New York Canners Association, recommending for the purpose of standardization the abandonment of the No. 3 can after January 1, 1925. We followed the resolution of the New York Canners Association on that subject. it being, in my opinion, a standardization on No. 2½ throughout, instead of having No. 2½ and No. 3.

I wish to also assure you. gentlemen, that the Wholesale Grocers Association is heartily in accord with the policy of pushing and selling future canned foods, that we are doing everything in our power to push future sales, to pass the distribution equitably from canner to jobber and on to retailer. We believe it is an economical policy, a proper policy of business, to push the sale of canned foods on future contracts, and we are doing everything we can along that line. We assure you we will cooperate to continue that policy.

Just one other point, not in the spirit of scolding at all, is the question of quality. Last year there were from fifteen to eighteen million cases of peas sold. You know as well as I do that the sale was due to the quality of the 1923 pack of canned peas. That quality should be maintained. It should be main-

Bliss Automatic Top and Bottom Presses



150 or More
No. 3 Sanitary Ends
a Minute

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

No. 382

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE, - - - MARYLAND

tained by every power that you have, by every method that you can adopt to stop the man who wants to pack poor stuff. Every time he packs poor peas he hurts you and he doesn't benefit himself. The quality sold the goods. The quality again will sell another pack, and if the quality is maintained such as it was in 1923, you gentlemen can sell 25,000,000 cases, in my humble opinion.

Welcomes the Brokers.

PRESIDENT HILL: It was a very happy thought of the Program Committee in inviting representatives of the other organizations with which we do business to be present and present these very encouraging words that we have heard thus far.

Now we come to the boys who are in closest touch with the canners themselves, the brokers. We will now be addressed by Mr. Whiteman, President of the National Food Brokers Association. Mr. Whiteman hails from Oklahoma City. (Applause.)

MR. CHARLES P. WHITEMAN: The most economical and the best and quickest way for you to get a hearing or to get a standing with the buyer or distributor is through the broker. If you hook up with the right broker you have a standing and a prestige right off the bat that it would take you years and years to get if you were to go at it alone or in any other way, due to the standing and the prestige of that broker in that market through years of service and contact with the distributor. You would get a hearing right away. You would commence to do business all over the country, and in the course of two or three years, solely through your broker's efforts, you would have a well-established business.

There is the packer that will quote anybody that sends him a wire asking for a price. According to my way of thinking, this fellow is narrow between the eyes. This practice is not good business. Just as soon as you quote through more than one broker in a market (I am speaking generally; there may be some exceptions in markets like Chicago or New York, but outside of those two markets, or possibly three, what I am saying I absolutely believe to be true), you lower your standing in that market with every buyer in it. If you don't believe that, just leave home for a few weeks and go out and interview some of the buyers in these different markets. Furthermore, the brokers will not have near the interest in your connection for your account as they would if they knew they represented you exclusively and knew you would not quote anyone else in that market. I am proud to say that this practice has dwindled down to a minimum. It used to be very prevalent in years gone by, but it has gotten down to a place now where very, very few people do that.

Greetings from the Machinery Men.

PRESIDENT HILL: We have another class of men who are very close to use, and that class is the manufacturers of machinery and supplies. This matter will be presented by Mr. E. E. Finch, the President of their Association, of Cincinnati.

I might state that, through inadvertency, Mr. Finch's name was left off the regular printed program, but he should have been there, and we are very glad to have Mr. Finch with us, because he is a very important factor in the manufacture of canned foods. Mr. Finch. (Applause.)

MR. FINCH: I want to talk to you about corn and peas and beans and kraut and tomatoes. You know in this country there are 120,000,000 people—something over that. Dividing that into five to the famliy, we have 24,000,000 families. If those families were to consume one can of either corn or peas or beans or kraut or tomatoes per day, they would consume in a year 8,760,000,000 cans. Did you ever think about that?

Last year, in 1923 (in these five products that I have referred to) there were produced, according to the statistics as near as I could get them from the National Canners Association, 1,410,000,000 cans. They are only eating one can of your product about every five days. They ought to eat more than that. There ought to be a greater demand for canned foods.

I talked to a party of ladies one night at a little bridge club during canned foods week. It was just after the U. S. Printing Company, at Cincinnati, had had a broadcasting on canned foods. Those women said: "Why, we never knew canned foods were put up in such a nice, clean, sanitary manner."

One woman said: "I never ate a can of corn in my life because I thought they just took the corn and put it in and cooked it up with all the bugs and worms and everything else in it."

Those are the facts that you get from the people who consume your goods.

One of the complications of the canned foods proposition is your various grades. You know the average buyer of canned foods doesn't know a thing about standards and selects and extra fancies and grade 1, 2, 3, 4, 5. That doesn't mean anything to them. They don't know whether 5 is the best grade or No. 1. Neither do I. When I go into a store on Saturday to do some shopping, which I do every Saturday, I ask for a can of peas, and the clerk rattles off somethng like this: 22, 28, 34, 40c. I say, "I want a good grade."

"Well, the 40c grade is the best grade." So I buy the 40c grade and go home and probably I am happy.

Somebody else comes in and buys a cheaper grade, and maybe they are and maybe they are not happy.

Yesterday I attended a meeting of this advertising proposition over here, and they asked me to say something, and I did, and I talked about quality and the fact that last Monday night we had canned corn at our house and it was excellent, and Mrs. Finch went over and got some more of the same grade, and Friday night we had canned corn soup. She thought she had bought the same kind of corn, but it wasn't. They told me last night I shouldn't have said that, but I did, and I want to say it to you people who put up canned foods.

If you can get the real quality to the consumer then your advertising schemes are solved, you needn't worry about them. If you can get the good quality to the consumers, you can have them eating canned foods every day, and 8,000,000,000 cans per year is possible.

I believe that in the canning industry from the consumer and I want to tell you about it. But before I tell you that I want to offer this suggestion. I offered it to several people since I have been in Chicago who are either directly or indirectly interested in the canning industry. They tell me I am crazy; probably you will, but any way I am going to tell you. Assuming that I am right in the price of this can of peas, you sell a can of peas at 22c, and a can at 34c, and a can at 40c. You can raise that price 4c a can and sell it just the same. You can raise every can of product that you sell to the consumer 2c, 3c or 4c a can and sell it just the same.

When I advance that argument they tell me it can't be done. I ask them why, and they don't tell me why. They just say it can't be done. Why can't it be done? They raised the price of bread, and they are still selling it at a higher price. Why can't they do it with canned foods? Why can't you put 4c more on a can? Your retailer can make more money, your jobber will make more money, your broker is going to make more money, and that is what he wants; they tell you they have got to make more money, and your canner is going to make more money.

If you will put into your canned foods the one thought (and this is where your contact comes with the consumer) that every can of goods that goes out of your cannery you see in your mind's eye the consumer eating, you are going to put quality into it. It is not going to be canned corn soup, it is not going to have pieces of cob in it and pieces of husk and things of that sort that we sometimes find. You canners probably don't know it, probably you fellows don't do that sort of thing, but some of the fellows that are not here today do pack that sort of stuff. If you put the quality into it you are going to make that real close contact, and when you make up your mind that the goods that you pack are going to be the best goods that you can produce, that you are going to put into that all that you have got in effort and ability and energy and heart and soul and mind, let me tell you when you go out to sell it I dare any jobber to tell you what to sell your goods at. You are going to tell him what he is going to pay, and you are going to get it, and you are going to put your own label on the can, and you are going to put your own distinctive mark or brand on that can, so that the people are going to be pleased and happy about it.

I want just to give you this illustration. I went into three little stores in the vicinity of our factory the other day. We are in a poor section of the city. One of these was a small chain store. I said, "What brands of vinegar do you sell?"

"Two brands, a local one made in Cincinnati and another one nationally advertised."

I asked him what per cent of the nationally advertised one he sold, and he said 60 per cent. I went into a large chain store near this fellow and he told me he sold 90 per cent. I went into a little dump where they had a few little groceries and probably a bootlegging place in the back (although I am not familiar with it) and they told me that they occasionally sold a 5c bottle of vinegar.

Out on the Pacific Coast there is a manufacturer of preserves and jams and jellies, and when you talk about quality, jams and jellies are much the worst thing on the market I know of today, and they are in bad shape. Out on the Pacific Coast this manufacturer of jams and jellies turns out a good quality. He started in a small way. He sells his jams and jellies and preserves all over the Pacific Coast, all over the United States, and sells more of them in New York City than any other manufacturer of jams and jellies and preserves in this country.

I don't want you to think that I think the canners pack poor quality, because I don't think they do. You all pack good quality, but in my opinion the trouble is you don't pack all good quality. I hope you won't tell me that what I have said to you is

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

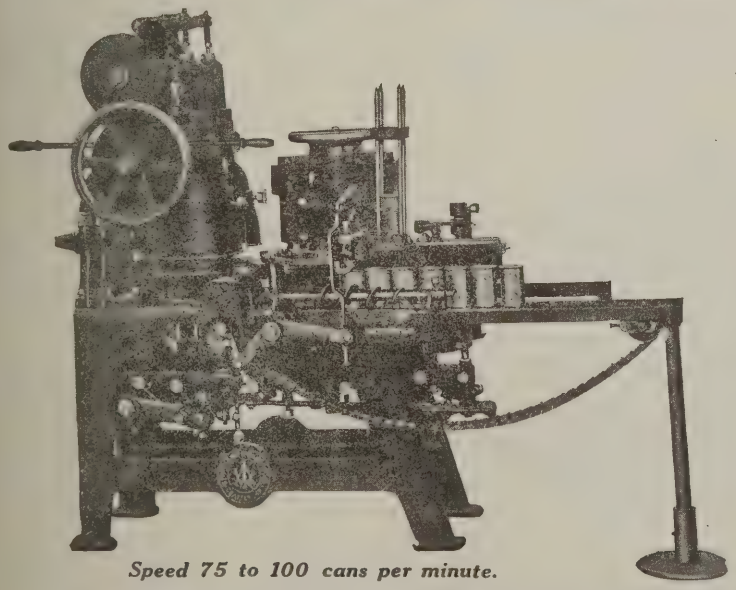
Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.
Write for samples and detailed information

Like a Bad Tooth——



Speed 75 to 100 cans per minute.

That causes no pain, the loss due to spill, jammed cans and seam leaks, does not appear on your statement and yet profit and loss are greatly influenced by it.

TROYER-FOX Non-Sill Closing Machines will cure your bad seam and spill losses.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, U. S. A

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

visionary, because it isn't, it is thoroughly practical, it has been proved over and over again.

This brings me now to the point of advertising, which has been under very serious consideration, and I know you are all going to advertise. The first thing to do if you are going to advertise successfully is to improve the quality of your product, and then it is going to be easy. If you are going to advertise, in my humble opinion, you will advertise in groups. Your pea packers will advertise their product and the corn people will advertise their product and if you do that you are going to have a very great success. It is going to be possible to increase the sale of your tremendously. Your kraut friends have shown it to you and they have only scratched the surface, they are just getting started and they have already demonstrated the success of it.

I would like to give you two illustrations that have happened to come under my observation the past six months. I know a manufacturer who put a product on the market for which there was no established demand. He had a average sale of about $300 a month. He started a national advertising campaign and in three months he was selling over $100,000 a month. After about seven months it dropped in six weeks to absolutely nothing because the product that he was trying to sell had absolutely no merit behind it.

I know another product that was started five years ago and they did a business of $200 or $300 a month. They started their advertising campaign, and in the first nine months of 1923 they spent $333,000 in advertising. Today they are running on an average monthly sale of 3125,000 a month. The business is stable, it s going along at the rate. That is what they have done in advertising.

I just want to close these rather rambling remarks by telling you that our Association likes you; collectively we love you, and if there is anything in the world that we can do for you, you have but to ask it and we will endeavor to serve you.

PRESIDENT HILL: 1924 profits in the lights of 1923 performance, we will now have the pleasurer of listening to Mr. Albert T. Bacon, certified public accountant of this city.

MR. ALBERT T. BACON: When we speak of 1923 performance we are speaking of facts, and when we speak of 1924 profits we are speaking of hopes mingled with fears, perhaps.

PEAS—COMPARATIVE COSTS PER DOZEN, No. 2 TINS.

Year Ended Deceber 31, 1923.

Particulars.	Pea Plants only	Diversified Products Plants.	Increase Decrease*	Average
Direct Factory Cost.				
Green Peas, including farm and seed loss	.366	.459	.093	.413
Direct Labor	.121	.127	.006	.124
Cans	.255	.262	.007	.258
Boxes	.060	.051	.009*	.056
Labels and Label Allowances.	.022	.025	.003	.024
Sugar and Salt	.018	.023	.005	.020
Total	.842	.947	.105	.895
Factory Overhead Expense.				
Depreciation	.056	.030	.026*	.043
Interest Paid	.010	.012	.002	.011
Factory Supt. Salary	.011	.012	.001	.012
Indirect Labor	.015	.014	.001*	.014
Power Plant Expense	.022	.019	.003*	.021
Bldg. and Mchy. Repairs	.027	.022	.005*	.024
Viner and Machy. Rental	.024	.020	.004*	.022
Insurance	.010	.007	.003*	.008
Taxes—State and Local	.019	.004	.015*	.012
Auto and Truck Expense	.009	.012	.003	.010
Misc. Factory Expense	.050	.050		.050
Total	.253	.202	.051*	.227
Selling verhead Expense.				
Brokerage	.040	.042	.002	.041
Discount Allowed	.021	.025	.004	.023
Sales Allowances	.004	.005	.001	.005
Warehouse Expense	.010	.015	.005	.012
Misc. Selling Expense	.011	.007	.004*	.009
Tootal	.086	.094	.008	.090
General Overhead Expense	.060	.054	.006*	.057
Total Cost and Expense	1.241	1.297	.056	1.269
Sales	1.400	1.525	.125	1.463
Net Profit	.159	.228	.069	.194

* Indicates decrease.

CORN—COMPARATIVE COSTS PER DOZEN No. 2 TINS.

Year Ended December 31, 1923.

Particulars	Corn Plants only	Diversified Products Plants.	Increase Decrease*	Average
Direct Factory Cost .				
Green Corn, including farm and Seed Loss	.270	.251	.019*	.261
Direct Labor	.101	.105	.004	.103
Cans	.256	.262	.006	.259
Boxes	.051	.048	.003*	.049
Labels and Label Allowances	.029	.028	.001*	.029
Sugar, Salt and Starch	.051	.044	.007*	.047
Total	.758	.738	.020*	.748
Factory Overhead Expense.				
Depreciation	.037	.024	.013*	.031
Interest Paid	.014	.012	.002*	.013
Factory Supt. Salary	.023	.005	.018*	.014
Indirect Labor	.018	.008	.010*	.013
Power Plant Expense	.014	.010	.004*	.012
Bldg. and Machy. Repairs	.020	.014	.006*	.017
Insurance	.014	.004	.010*	.009
Taxes—State and Local	.006	.003	.003*	.004
Auto and Tuck Expense	.004	.001	.003*	.003
Machine Rentals	.003	.002	.001*	.002
Misc. Factory Expense	.015	.054	.039	.035
Total	.168	.137	.031*	.153
Selling Overhead Expense.				
Brokerage	.033	.022	.011*	.028
Discount Allowed	.024	.016	.008*	.020
Sales Allowances	.004	.002	.002*	.003
Warehouse Expense	.003	.009	.006	.006
Misc. Selling Expense	.014	.016	.002	.015
Total	.078	.065	.013	.071
General Overhead Expense	.061	.043	.018*	.052
Total Cost and Expense	1.065	.983	.082*	1.024
Sales	1.166	1.068	.098*	1.117
Net Profit	.101	.085	.016*.	.093

*Stars denote decrease.

I would like to give you now a brief memorandum of the makeup of these figures that you have and where they came from. Our survey covered fourteen plants that packed peas only, these happening to be in the state of Wisconsin, nine plants that packed peas and some one or more other commodities. We shall refer to these plants as packers of diversified products and packers of peas only. Each class appears on each of the statements. Of the nine packers of diversified products, three are in Wisconsin, five in Illinois, and one in Minnesota.

In arriving at the figures on corn results, we selected four plants that packed corn only, one located in Iowa, and three in Illinois. Thirteen packing plants packed corn and some other product or products, two in Wisconsin and nine in Illinois, others in Iowa and Minnesota. One of the assumptions that the average layman would make is that a plant packing diversified products, that is more than one commodity in the same plant, should have a lower unit cost than one that packs a single commodity in the plants. The conclusions we arrived at in compiling the corn data bear out this assumption. The conclusion that we arrived at as to corn only bears out this assumption.

If you look at that corn sheet you see corn in the first column is one dollar six and a half cents per dozen, and a cost 98.3 cents to pack corn in plants where some other commodity or commodities were packed.

This situation is exactly reversed by the pea packers in that canners packing peas only had a total average cost of one dollar and twenty-four cents per dozen as against a total cost in the diversified line of one dollar and twenty-nine cents, nearly one dollar and thirty cents.

We shall now attempt to say why these differences should be. First, as previously stated, the fourteen plants that packed peas only were all located in Wisconsin and as a rule were small plants generally erected in the pre-war period and, therefore, erected at low cost. Most of these packers secure their labor from their own locality and so have lower labor costs than the average larger plants that pack diversified products. Others import laobr and are at a marked disadvantage in that regard.

The average paid for green produce was 9.3 cents a dozen less than what was paid by diversified packers.

This difference is largely accounted for because of a proportionately shorter pack of diversified packers and partly because the diversified packers produce a larger percentage of fancy goods, as is brought out by the average sale prices which

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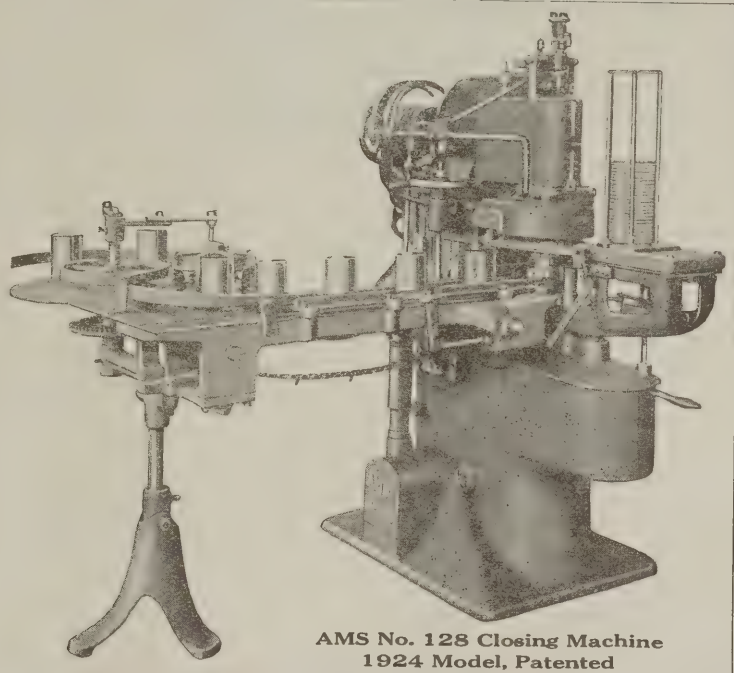
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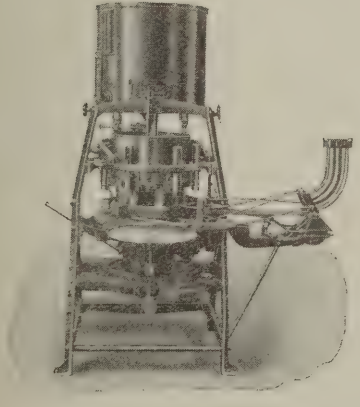
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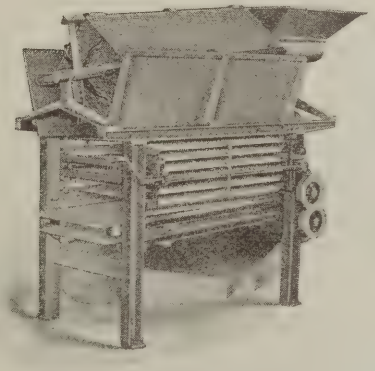
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are one dollar and forty cents for the single commodity and one dollar fifty-two and a half cents for those who packed more than one commodity.

The direct cost of single commodity packers is eighty-four cents against ninety-four cents for diversified.

I will let you follow through with this as a basis. If you will study carefully the third column, the increase and decrease between these two kinds of plants, I think you will find a commentary on your own situation and perhaps a way out for yourself in the way of adding to your line or of accepting the sum total of results of various packers. You surely can get some information to help you in your own plant from these experiences.

I can only repeat what I have heard in attending conventions for the last fifteen years or more, that it pays to pack quality. I have heard "pack quality" until I know it by heart.

The average profit per dozen of all pea packers was 19.4 cents, and the average profit per dozen for corn was only nine cents. In other words, the pea packers made more than twice as much per dozen as the corn packers. This, however, should be taken into consideration with this fact, that as one of our clients has expressed it, if you make anything on canning peas you generally make a lot of money, and if you lose you usually lose a lot of money. It is more hazardous, judging by the experience of canners, to pack peas than to pack corn.

Up to this point we have summed up the relationship of 1923 cost and sales values for the average of canners who pack peas only or corn only as against those who pack diversified products.

It might be interesting to know that the profit made by twenty-three pea packers was $589,000, and the profits made by seventeen corn packers was $408,000. That is the pea packers made an average of $25,500 per plant and the corn packers made only $24,000 per plant, but a further difference is noticed when we consider the number of cases packed, for the pea packers

The next phase of this discussion should probably be the cost of the 1924 pack. Some of you no doubt have prepared a budget wherein you entered the estimated cost of each item of the 1924 pack. Most of you no doubt have sold a good proportion of your pack for 1924 on future delivery and you have a very close idea of the quanity of each grade you expect to pack; therefore, you should have an approximate figure in your mind as to the 1924 product.

We have agreed that this figure is at this time merely a guess, perhaps it is two-thirds hops and one-third fear, perhaps it is a day dream, but ten months hence when the result of 1924 has been set down, it may be very different from your present expectations. We have some very good friends in the canning industry who set up a budget each year for the pack of the year to come and who sell a large part of their product on futures when their judgement indicates that that is the best policy. At the close of the year when the actual cocts and operating results are determined, they compare such results with their budget. Such a procedure is very good training for day dreamers because if the budget has not been set up on a sound basis, the figures themselves are a rebuke to those who prepared them.

I can't emphasize too strongly the fact that it is well to prepare a budget, it is well to forecast the future, but then compare it with what you have actually done for that period and see how far off you are or how close you are to the actual facts, some of which could have been foreseen and some if which are utterly unforeseen.

We have compared the general trend of prices at which the 1924 pack will be sold with the prices at which the 1923 pack ware sold and find that there is generally an average increase of a few cents per dozen for 1924 over 1923.

Now let us survery briefly the anticipated costs for 1924. The first item that strikes us is that the can costs will be higher. The cost for No. 2 cans will be a little more than 4c a dozen higher than 1923. It is impossible to say what the labor situation will be as this item seems to differ in each locality. However, for our purpose we will assume that there will be no change in the labor costs. The prices paid for green produce will be perhaps the same as 1923. The price for cartons will be lower than in 1923. If we assume that other items of cost will not vary greatly from 1923, the average profit for 1924 should closely approximate the profit for last year. Of course we must base that supposition on the success for 1924 in packing that is comparable with the 1923 grades packed and with the 1923 prices realized.

There was a short pack of yeas last season in many sections. The growers were late in planting because of the unusual wet cold spring. We understand that the 1923 pack has been cleaned out and the canned foods week campaign is becoming increasingly popular and has much to do with the moving of surplus stock

Export of canned foods is somewhat on the increase and that helps our consumption.

We can not paint quite such a rosy picture for the corn canners as we believe the 1923 corn pack was large and of good quality, especially in Illinois and Indiana. The corn in other sections was not so good and large. The spread between the average sale price of corn and the average cost of pack is not so great as the spread for peas. That is an important thing to consider.

As an accountant it is discouraging sometimes to find many business men both in the canning and other industries who pay little or no attention to costs. Some canners claim that they sell their goods on the basis of prevailing selling prices as established by the trade, generally having no regard absolutely for their costs. It is true that market conditions may influence one to meet competition, but we do not believe that it is good policy, no matter what a man manufacturers, not to compare his cost with his selling price and forecast both as far as he can so as to see that he is not going into the hole, for if he doesn't see to it he will lose.

As to packing standard goods as against fancy goods, we know of instances where canners have packed almost nothing but standard goods and have sold in accordance with market prices and they just take their losses year after year until there is nothing more to take. I find more and more among successful canners an increasing interest in finding or determining their costs. In my opinion the ideal canner is the man first with a practical knowledge of growing and canning the product, and then on top of that the man who is thoroughly cognizant of his costs and able to forecast them with almost uncanny accuracy. Men who have that combination are at the forefront of your industry, and the younger men who have that are fast coming to the front. (Applause)

PRESIDENT HILL: Mr. Virdin of Iowa, will act as Chairman of the Committee on the Secretary's report in the absence of Mr. Stare. Mr. Cosgrove of Minnesota and Mr. Mitchell of Illinois are the other members.

The meeting adjourned at twelve-thirty.

MEETING OF THE N. C. A. PEA SECTION

Tuesday Afternoon Session

April 22, 1924

The meeting was called to order at 2.15 by Mr. F. A. Stare, Columbus, Wisconsin.

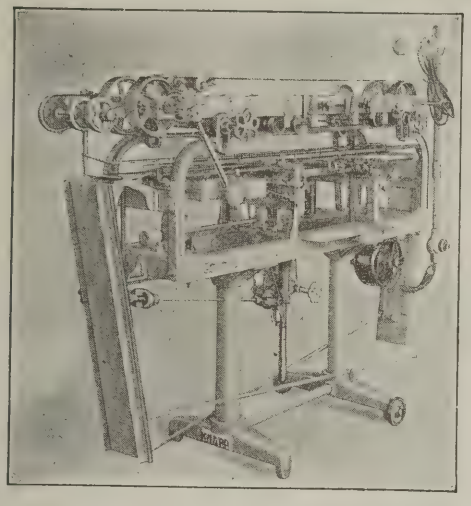
CHAIRMAN STARE: At the Buffalo convention, the Pea Section ratified the definition on standards that had been prepared by a special committee who held what might be called a public hearing, as a result of which certain definitions were formulated. After the ratification at Buffalo the Department at Washington was not quite as well satisfied as Dr. Blank had thought it might be. Another conference was held and certain suggestions of changes were made.

The definitions adopted are not yet in effect, for the Committee who prepared them and the section which ratified them can only refer them to the General Standards Committe of the National Association; in other words, this committee has no power to do any more than it has done. They are not quite acceptable in their present form, and I believe this would be a good time to have the matter presented. I will, therefore, ask Mr. Charles Hunt, of Osewago, New York, to present the matter of standards.

MR. CHARLES HUNT: Mr. Chairman and Gentlemen: The Special Committee which was appointed a year ago at Milwaukee to take up this subject adopted the standards which were ratified at Buffalo, and then this Committe met with the Bureau of Chemistry at Washington on February 25th. Unfortunately the full committee could not be there, but here is the substance of what happened: the Committee at Washngton asked our Committee the following questions: "Can the Committee feel that the industry and the trade will support these standards if used as a basis for action for misbranding? That is, do these standards properly represent trade distinctions between the different grades?"

Of course, that is a very potent question, and it seemed as if it were a little unnecessary after all the work that we had done, but at the same time they wanted to make sure that these definitions as we had adopted them really represented what was an actual trade practice.

The next question was, "Are the definitions precise enough to be enforceable?" The use of such terms as 'reasonably' and 'practically' and basing the definition of one standard of quality



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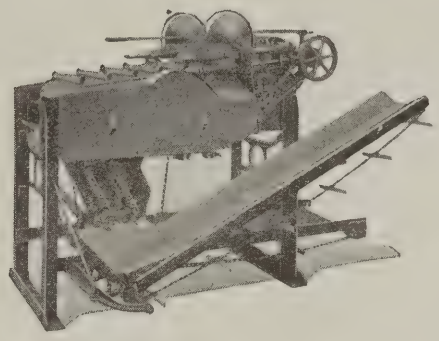
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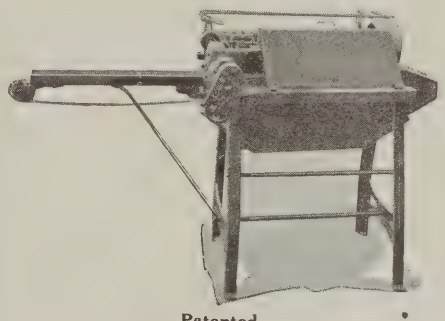
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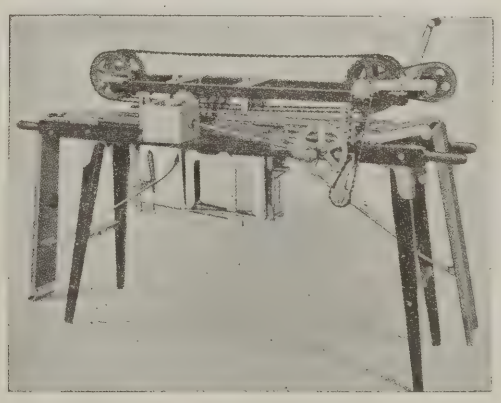
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on its comparative relation to a higher quality, was particularly referred to in this connection.

"(3) Should not some reference be made to split peas, discolored peas, or foreign matter in these definitions? In absence of such reference the Committee holds that such foreign matter is practically excluded.

"Another point which seemed to be very important in the eyes of the Committee was the fact that grading of peas is done before pre-cooking and that therefore statement of the size on the label may not inform the consumer correctly regarding the size of the peas in the can. Mr. Wolcott and Mr. Hemmingway tried to point out that it would be impracticable to grade peas after cooking and that variations in size were more apt to occur in the more mature, lower grades of peas where the question of size was relatively unmportant. It was generally agreed that it was better to have the proposed definitions of size established as given in the standards rather than to have no definitions at all; that from the standpoint of the consumer the question of quality was far more important than that of size."

The following minor suggestions were made for changes in the proposed standards:

"At the beginning of Paragraph 3, instead of 'canned pea varieties' substitute 'pea varieties used for canning'. In the following the word 'matured' should evidently be 'maturing'.

"In the four definitions of quality which follow, the words 'prepared from' should be inserted after the words 'peas are', in the first line of each definition.

"The term 'off quality peas' should be substituted for the term 'off grade peas' in definition of the lower qualities as the term 'grade' is used in all the succeeding paragraphs to indicate size."

Acting upon these suggestions the Committee has met and offers these definitions. We made the correction, "Varieties of Peas used for canning," as suggested by the Commttee. Other than that the wording is the same.

> "Canned Pea Qualities. Fancy Quality Canned Peas are prepared from fresh, young tender peas of practically uniform color and size, unless declared to be ungraded for size. They have a practically clear liquor and are free from flavor defects and practically free from skins and split peas."

The difference between that and the definition ratified at Buffalo is this, "Fancy Quality Peas are fresh, young, succulent peas of practically uniform color and size, unless declared to be ungraded for size, with reasonably clear liquor and are free from flavor defects".

You notice there was no mention of splits or skins in the definition adopted at Buffalo, and therefore it was covered in this revised definition.

> "Choice quality canned peas are prepared from fresh peas which may be less tender than those used for 'Fancy Quality' of reasonably uniform color and size, unless declared to be ungraded for size. They have a reasonably clear liquor, though not necessarily free from sediment and are reasonably free from flavor defects, skins, splits and discolored peas."

We have endeavored to cover these questions of skins and splits of discolored peas in these definitions as suggested.

> "Standard quality canned peas are prepared from fresh, though possibly more nearly matured peas. They may lack some unifority in color and size, may have a roily liquor and may have some skins, splits, or discolored peas.
>
> "Off-quality canned peas are prepared from fresh peas that look in other respects the qualifications of the higher qualities."

It seemed to your Committee that these definitions as they are now revised covered the trade practice that has been established for I don't know how many years as between the jobber and the packer. It seems to me that we can go before the Bureau of Chemistry now and say that these definitions, if they meet with their approval, do cover the ground they should and that they are enforceable.

However, there has been some comment made to the Committee on the use of the word "succulent" instead of the word "tender" in the definition of fancy peas. They thought that the word "tender" was a little more readily understood than the word "succulent".

"Succulent", if you look in the dictionary, refers to a juicy pea; a tender pea necessarily must be a juicy pea also. The government in one of their bulletins use the word "succulent" in one place and in another they use the word "tender". I don't know that it is material which word is used, but the Committee used the word "succulent" for the reason that it was found in their bulletin and we merely copied their usage.

In describing the size of the peas there has been no change in the regulations adopted in Buffalo. It is now a question of the adoption of these or such changes as you may care to make. That is up to the Section.

CHAIRMAN STARE: I think perhaps we should listen at this time to a few words on the Capper Bill so that the people in Washington may know whether the canners are in favor of the passage of the bill or whether they are not. I would like to have Dr. Woodbury, of the National Association, present this matter.

THE CAPPER SEED BILL

DR. WOODBURY: (National Canners Association, Washington, D. C.) The purpose of the act is twofold: first, to enable the Department of Agriculture to make a scientific study of varieties of vegetables, in order that the present chaos in variety names may be overcome and the grower of vegetables informed regarding the endless number of names for the same variety and the large number of varieties often under the same name, a condition which characterizes the seed industry at present and which affords unrivalled opportunity to the unscrupulous seedsman. It also makes difficult the progress in variety improvement for which the better seedsman and plant breeders are striving. Second, the proposed measure will enable the buyer who is especially interested in obtaining the highest quality of seed to buy such seed with some official assurance that the seed is as represented. This is provided through the federal registration of seed, and represents a type of legislation the principle of which, while comparatively new in this country, has been applied in the Scandinavian countries with notable success to the improvement of grains, sugar beets, and other seeds.

The Canners' Interest in Seed Legislation: The interest of the canning industry in seed legislation has its origin in the serious losses sustained by canners from use of seed untrue to name or lacking uniformity and trueness to type.

Losses From Seed Off-Type or Untrue to Name: An illustration of such losses is found in the experience of pea canners in 1920 when about one-third of the entire canning pea acreage in one of the important pea canning states was seeded with peas which were purchased as Alaskas but which proved to be spurious stock. The seed in this case contained mixtures of degenerate strains of Alaska and of a forage variety of pea having purple flowers. The degenerate Alaskas, or rogues, in this stock were characterized by very heavy growth of vines on which there were blossoms, very young peas, peas at canning stage, and peas too mature for canning, all at the same time. The true Alaska is characterized by a short vine growth and by the development to canning stage of practically the entire crop at the same time. The presence, therefore, of any considerable quantity of "rogues" lowers the yield of canning peas and produces a crop from which it is impossible to make a satisfactory pack of peas.

The purple blossomed forage peas included in the spurious Alaska stocks in 1920 bore peas which caused a dark, inky discoloration in the liquor on processing, making the pack entirely unfit for market. The presence of even a few of these peas in a can always results in the darkening of the liquor.

In the case of the spurious Alaska in 1920, the pack of one company alone was actually about 22,000 cases, whereas if the acreage grown had all been of true Alaska the total pack, based on the yield of a comparatively small acreage which was seeded to true Alaska from another source, would have been not less than 75,000 cases.

Another striking illustration of loss due to seed being untrue to name is found in the experience of tomato growers in Delaware in 1918. The tomatoes in this instance were not put out for canning but for marketing fresh. As the crop approached maturity it was found that over a large acreage the tomatoes were yellow instead of red. Their value for the fresh market was thus practically destroyed. The agricultural authorities of Delaware made a special effort to find a market for these tomatoes in order to save the growers from total loss. The government at that time was buying a large quantity of canned tomatoes for the army. The matter was taken up with the National Canners Association and canners offered to handle these yellow tomatoes practically at cost if the government would buy them. Cable inquiry to France brought the reply from United States army authorities there that the army would be unable to purchase yellow canned tomatoes because the soldiers would not eat them. The fact that these tomatoes

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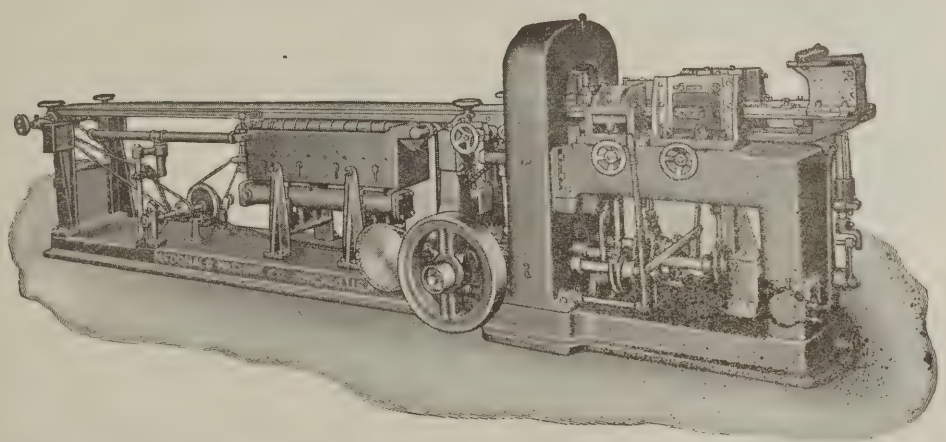
NEW YORK OFFICE
Room 1313-32 Broadway

CHICAGO OFFICE
1966 Conway Building

INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
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NO. 2-C AUTOMATIC BODY MACHINE WITH NOTCHING AND SOLDERING ATTACHMENT.

Our No. 2-C Bodymaker as shown with notching and side seam soldering attachments and automatic blank feed, has a capacity of 150 lock and lap seam sanitary can bodies per minute.

This entirely automatic high speed machine is adjustable for all sizes of sanitary cans up to No. 3 size. All adjustments are combined so as to maintain correct alignment of working parts when changing for sizes.

The construction of this machine is unusually heavy, weighing complete 9000 lbs. and the adoption of crank movements permits a high capacity and insures a smooth operation, free from vibration.

The combination friction and clutch is provided with control levers conveniently located and arranged so that the soldering attachment continues to operate, if the forming mechanism is momentarily stopped.

This is a strictly high speed machine complete, in every respect and embraces many unique features necessary to the requirements of a modern sanitary can making line. For further particulars apply to

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

were of a variety different from that for which they were purchased resulted in practically as great a loss to the growers as if the seed itself had failed to germinate.

Losses have likewise been experienced by canners of other vegetable crops, including sweet corn, green and wax beans, beets, spinach, etc. In the case of sweet corn, the loss may be due to low yield resulting from a poor quality of seed, or seed infected with plant disease organisms causing root, stalk and ear rots. With beans, losses are experienced due to lack of uniformity and trueness to type, presence of an undue amount of stringiness caused by poor selection of seed stocks, or use of seed infected by anthracnose and other seed-borne plant diseases. In the case of beets, losses are experienced through occurrence of type beets. If any considerable proprotion of the seed produces beets which are long instead of round, light red instead of dark red,, or beets which on being cut show alternate zones of dark red and white, the crop is practically unfit for canning.

Canners' Interest Same as Farmers, Because Canners Must Provide Seed: Canning crops are usually grown on contract. The farmers in the neighborhood grow a specfied acreage, the product of which is delivered when ready for canning to the local cannery at a price specified in the contract. In order to insure so far as possible a uniform raw product for packing and a proper succession of maturity of crops so that the canning season may be extended, it is customary for the canner to furnish seed to all his growers. The success of the canner and of every grower of canning crops depends equally on the quality of his seed, especially on those elements of quality having to do with types and trueness to name.

When the seed proves to be untrue to name or lacking in uniformity and trueness to type, the losses involved are serious indeed and must be considered from several standpoints, such as:

(a) Loss to the canner from low yields.

(b) Loss to the canner of good will of contracting farmers who, being disappointed in the unprofitable low yield, will in future refuse to grow canning crops.

(c) Loss to farmers themselves due to low yields.

(d) Loss to the consuming public of many thousands of cases of food which would have been produced from the acreage planted and which the factories were equipped to pack.

(e) Loss to canners through increased packing cost due to higher overhead because of unforseen small pack on account of low yield from poor seed.

The amounts paid by canners to growers of some of the principal vegetables crops in 1919 were as follows:

Corn	8,130,000
Peas	6,079,500
Tomatoes, including pulp and paste	13,025,900
Wax and Refugee Beans	2,464,000
Navy Beans	8,356,500
Lima Beans	370,000
Kidney Beans	476,200
Kraut	925,500
Pumpkin	92,000
Beets	204,000
Sweet Potatoes	799,700
Spinach	744,000
Hominy	135,800

The proposed measure will greatly increase the opportunity for service of the Department of Agriculture in bringing about improvement in the vegetable crops of the country. (Applause.)

On a call for expression no response was made, and action was deferred.

CHAIRMAN STARE: We have with us one of the younger canners who has been coming to the front very rapidly in the last few years. So far as I know this is the first time he has ever addressed us publicly. I take pleasure at this time in introducing Mr. Joseph B. Weix, of Oconomowoc, Wisconsin. (Applause)

SEED PEAS

MR. JOSEPH B. WEIX: In no other crop growing industry is confidence between the seedsmen and the canner of greater value than in that of growing canning peas. It is therefore of utmost importance that seedsmen should not handle peas the stock of which they do not control. A canner in return should only buy from seedsmen who control and carefully guard their seed stock.

A seedsman sowing three bushels of peas per acre averages a return of fifteen bushels, of which must be kept for stock seed, leaving twelve bushels to sell. An average seedsman's acre, therefore, provides three acres for the cannery, whereas, an acre of seed sweet corn yielding forty bushels would provide seed for 160 acres of canning crop and an acre of tomatoes yielding 100 lbs. of seed produces sufficient seed to plant 1600 acres in canning crops. The above ratio of increase clearly indicates the relation of the seed crop to the cannng crop, which must at all times be maintained if the canneries are to be supplied with their wants.

The canning industry's greatest duty is to support the well established seed houses who own and control their seed stock, and who carefully guard this stock from mixtures and rogues. They are the greatest stabilizing influence for quality production by retaining purity of strain in their seed stock.

There is no place in the realm of the canned pea industry for the seed pea jobbers who operate so extensively during seasons when stock of pea seed is scarce in the hands of legitimate seed pea growers. The very ones who do the greatest harm in the industry appear to reap at times unbelievably high profits by forcing the price upward when the supply of seedsmen's seed is short. Every available pound of seed that has the slightest appearance of pea seed is bought up by these speculators, many times at ridicuously low prices, and in return it is sold as high bred, pure strain, field rogued Alaska or Sweet, as the case may be. Not only the canner who purchases this seed sustains a loss but the entire industry. It is a known fact that Bangalia, commonly known as Blue Bell Alaska, were shipped to canners this season.

The price of seed peas is a comparatively heavy item of expense, and it is perfectly natural that canners wish the price to be as low as possible. It is easy under present conditions to push the bargain for seeds so far that it becomes a very bad bargain for the canner. Some few seedmen see in the canner a man who looks only at prices he pays for his seed, disregarding quailty as a secondary matter. On the other hand, some few canners see in the seedsman a man only interested in a sale and regarding seed only as merchandise, with no care for quality in the least. There are possibly a few such seedmen and few such canners, but their numbers are fast disappearing.

The scientific study of seed for canning purposes today lies dormant and its vast fields unexplored. A group of Wisconsin canners recently however, pledged their financial support to a scientific research of 12,000 acres of this year's crop, under the supervision of the University of Wisconsin. Research work and scientific study are in the interest of the entire industry and therefore ought to have the moral and financial support not only of groups of individuals but of all concerned and particularly our association. (Applause)

CHAIRMAN STARE: I think at this time we will hear a little about "Plant Pathology". We have with us this afternoon a man who has devoted many years of hard work to this question of pea diseases, a part of the time without much encouragement, but later on with the financial encouragement of the National and State association and the work is now pretty well understood, but there are new things developing right along. I take pleasure at this time in introducing Dr. R. E. Vaughan, of Madison, Wisconsni. Dr. Vaughan's address is reserved for a later issue.

THE OUTLOOK—CURRENT EVENTS

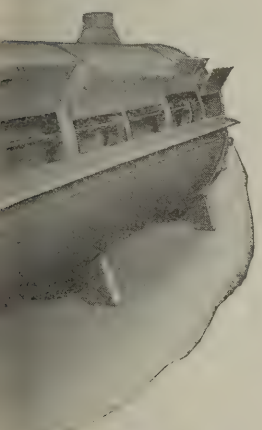
By H. W. Phelps.

I think some of the current events that we have a right to look upon today are favorable, some of them perhaps not so much so, but on the whole I thnk I see progress; I think the most notable current event that has happened within the last few weeks is the Dawes report over on the other side. Whatever else may be the matter with the world, and the Lord knows there is a lot of it, perhaps the basic trouble has been the financial unsettlement, and that problem has baffled the best financiers, the best statesmen, on the other side beyond solution. I don't think there was a man in England, in Germany or in France who was able, living as he did under he conditions that were prevailing in those countries, subject to the influences that surrounded him on all sides, to correctly diagnose the trouble or suggest a remedy.

I think it should be a matter of pride (and it will be a matter of pride to Americans for generations) that a couple of hard-headed, practical, able Americans were able to go over there, taking to the questions that outside viewpoint which is always valuable, and diagnose those conditions and suggest a remedy which the nations of the world are almost unanimously endorsing and accepting. I believe that those two Americans have gone over there in that spirit of common business sense that pervades this country and have shown the way to the financial composure of the world; and if they have, they have done something that will put their names down in history as real heroes. I am glad that

S and PEERLESS

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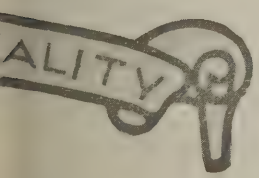
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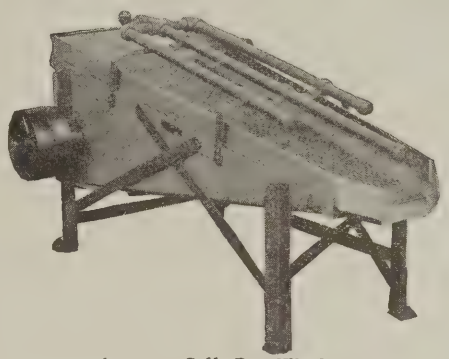


Sprague-Sells Pea Washer (Glass Type)

For the final washing and cooling after the blanch. Removes splits. An inexpensive machine that gives splendid results. Used by over 90% of the quality packers.

Well built throughout. Smooth surfaces—no pounding of peas. Movement of peas through washer controlled by baffle plates to permit maximum treatment by water sprays in minimum floor space.

Pans readily interchangeable, permitting use of any size perforation desired.

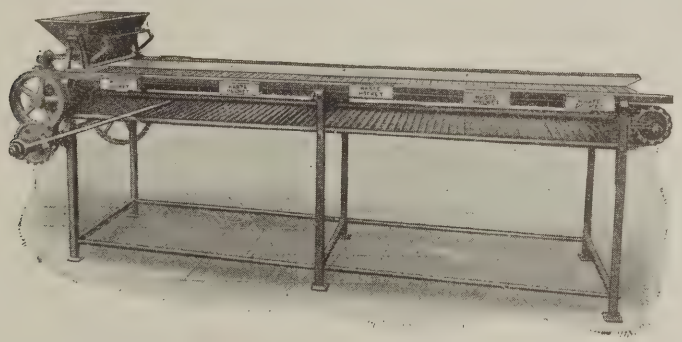


Sprague-Sells Pea Washer
(Glass Type)

Sprague-Sells Picking Tables

Illustration shows our metallic apron Picking Table, on which the peas are carried in straight rows in the depressions so that splits, stones and other foreign matter are easily seen and removed. No cracks or crevices to accumulate dirt. Easily cleaned and sterilized.

We also build rubber belt type tables in any size desired.



Sprague-Sells Picking Tables

The products of both our factories are sold through the General Sales Office in Chicago. We can supply from our own plants practically any machine you may need.

Whenever you are planning any changes or additions to your equipment, let us submit a proposal covering your requirements. When quick action is necessary, telegraph or telephone at our expense.

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General Sales Office:
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FACTORIES:

Peerless Husker Co., Inc.
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Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
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Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

RY CANNING

uffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

they are Americans! I am glad that we were able to do that for the world in a spirit of philanthrophy; I am glad that we were able to do it for the world because of our own selfish interests, because the financial ailments of the rest of the world are begining to undermine our own financial situation. It can't help but do it.

I believe that in this one thing we have something today in which to rejoice. I wish everything else were as favorable.

In our own land here we are in the beginning of a presidential year. There has been a tradition that a presidential year was not a good year for business, and as a rule I think that is true, there is a certain amount of uncertainty, a certain amount of diversion of the public mind and public attention to practical affairs. No business man who is interested in his country can absolutley ignore the fact that a presidential year exists, nor can he take out of his mind some consideration and some time for thought on affairs that have to do with his nation. I believe that is a man's duty as a citizen, and to the extent that that distraction from ordinary business affairs exists, there is a reason why a presidential year would be perhaps, as I said before, not a good year for business.

I do think that this year there are conditions presented which we have to scrutinize and to appraise and to use wisely because they are most important. It is our duty as citizens to do that.

I don't want to make a political speech; I am not a political speaker; I am not going to make a plea for any candidate or any party at all. I don't believe, geneltmen, that the American citizen today is so much interested in whether he belongs to one party or another. I believe that time has gone by, and I believe today that the cry trouble and the most serious menace to business conditions in this country and almost to the life of our nation is the shameless prostitution of business affairs and the welfare of the country sacrificed to partisan politics as we see it in the city of Washington. (Applause.)

The bonus and tax reduction are not politics; they are common, every-day business decency and sense. I don't believe there is any politics in an effort to drive out graft from our national legislation. I don't believe any Democrat or any Republican or any Populist or anybody else who is a right thinking man believes that that is a political question. It is a question that goes down into the honor, down into the foundation of our government and our nation. Of course, graft should be eliminated, of course dishonest men should be kicked out of office and put behind bars, be they Democrats, ,Republicans or what. We will all agree on that, and I don't believe that this spectacle that is going on in Washington meets the views of the man on the street, I care not what his politics may be.

That the halls, that have listened to the voices of Daniel Webster and Henry Clay, should now resound to the muck-raking and filth that is going on in Washington, is a disgrace to the United States and a disgrace to every man in the Senate of the United States. The rules of evidence are being violated as the most ordinary country lawyer before the most ordinary jerk-water justice of the peace would not dare to violate them. To what advantage? Why is it done? Just with the idea of trying to spurt a little oil on the other fellow who is in the other political party. I don't believe all the oil is on the Republicans or on the Democrats. I think there is oil enough in both parties or on the Democrats. I think there is oil enough in both parties. I think there is graft, I think there alwayss has been graft in the government of the United States and probably in the government of almost every state in the Union. You can't bring together as many men anywhere as you have in governmental affairs or in state affairs without finding some crooks among them. You can find crooks anywhere in any profession. You can find crooks in the Church of God but because you find them there, because now and then one of them comes to the surface, do you repudiate the religion of Jesus Christ? Do you say that the foundations of morality are shaken? Because there are a few grafters in the United States government do you believe that that splendid structure that was founded by our early fathers, and has been the glory and the honor of succeeding generations, is all rotten? Of course you don't! Neither do I.

If there is graft down in Washington let's get it out, but let's get it out by the ordinary, simple processes of decent law and order. We have our institutions for law enforcement. The President of the United States has appointed two lawyers of national reputation, has charged them with the duty of investigating these things, and has in public print, and in public word, pledged himself to the eradication of graft, to the rectification of wrong and to the punishment of offenders. Why not let the Senate of the United States step aside and let the processes of law administered in that way do their work? They would be a good deal better off, and so would we.

Is there any politics in tax reduction? Can you tell a Democratic dollar from a Republican dollar when it is in the Treasury of the United States? Can you go up and down the streets of this town and look at the signs and at the business that is going on and tell who is a Democrat and who is a Republican? Can you tell when you pay your taxes that you are a Democrat or a Republican? The best you know is that you are pretty nearly "agin" the government when you pay them because they are too high. Therefore, I believe that tax reduction is not a political matter. We have got high taxes because we have war debts. We have war debts because the United States to a man earnestly, without party, without politics, rose to an emergency and spent that money. Much of it may have been wasted; I fear it was, but that made no difference, we did what we started to do and we did it as a united nation, and we incurred those obligations and piled up these taxes irrespective of party or politics. Why shouldn't we get down the same way? When it comes to a time for tax reducton it is the same for Democrats and Republicans. It is business, just ordinary, common sense business, and if two business houses or two banks were located across the street from each other and the men in charge of one happened to be Democrats and the others happened to be Republicans, would you find the business methods any different? They are all the same because they are subject to ordinary business laws and to common sense laws. Therefore, I think that the reduction of taxes is not a political measure and that any attempt to use it as a political measure is a prostitution of the most vital interests of every citizen in the United States who allows it to influence him in that manner.

I don't believe that any of these things are really affecting people. I think people think about them just as I do. I don't think I have said anything here that you don't all feel. That would be true probably if I were speaking to any similar group of men anywhere in the United States. But there is a psychology in these things. They produce a species of unrest, they produce questions, they unsettle men, they make them wonder what they are going to do next, or what is going to happen next. In other words, all this makes a man feel, if he feels rightly in these conditions, I think, that he should play safe and keep his feet under him. What does that mean? That begins to curtail business effort, it begins to shorten up business sales it begins to restrict business planning, and there we have the right to think about it.

I believe from what I can see of the business situation generally over the country that it is not as good as it was ninety day ago. I don't find in other lines of our business that touch a very wide scope of the business world, and I don't find from talking to men in other lines of business as I meet them that confidence or that enthusiasm, that "pep," if you want to call it such, in business matters that there was in the beginning of this year. Things are slowing up somewhat. I think they are going to slow up still more.

Employment is not as great as it was at the beginning of this year. I say that because in a large line of plants scattered throughout the country we find that there are more men at the gate looking for employment every day than there have been for more than a year. Other employers tell me the same thing.

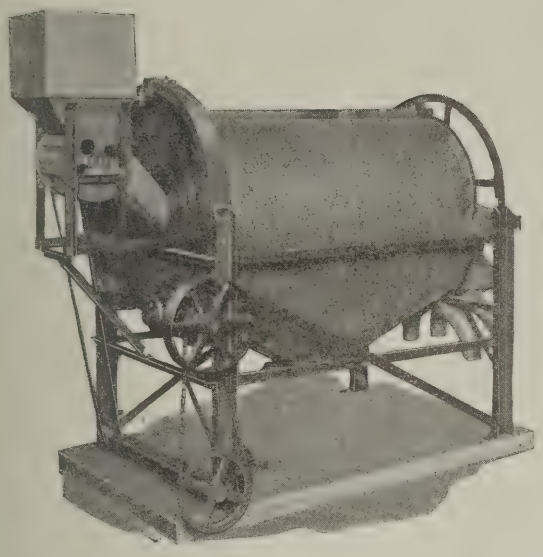
Another thing I notice is that people don't want to buy for forward commitments nowadays. I believe that you men who have sold your futures and have your contracts for futures today are fortunate. If you had not sold them when you did I doubt if you could sell them now, at least to the extent that you have sold them.

I will admit that the canned foods market is in good shape, it is clean; there is every reason to believe that consumption under normal conditions will continue; it is going on at the present time. I have every reason to think that these future commitments will be met, but I don't believe many more of them will be made, and in other lines of business there is a distinct tendency to avoid forward commitments and to restrict business affairs to hand-to-mouth dealing. That is always the first indication of a slowing up in business. I trust that we won't go beyond that stage. I am not so sure that we won't.

I am giving you now in a very didactic way my own opinions. You can take them or leave them for what they are worth. I can only speak as I see and as I feel and as I believe.

There is a big crop coming on, as you know. The estimates that I have seen of the three big staples, peas, corn and tomatoes, and the reports that I get from the fruit section indicate that there is going to be a big pack if the stuff grows. If that is true, these business conditions that I suggest are more important to all of us six months from now after the futures are delivered and when you come to sell the remainder of your pack that you have not sold as futures. What is that condition

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

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Makers of Nested Pea Graders, Colossus Pea Grades, and Other Canning Machinery.

DESERVED POPULARITY

Canned foods are gaining deserved popularity, because increasing care in canning process is insuring to the product its natural flavor, fine appearance and rich taste.

To produce these results, such precautions in sanitary cleanliness are needed that, increasing numbers of canners are specifying the use of

Wyandotte
Sanitary
Cleaner and Cleanser

for all their cleaning operations.

This preference is readily explained by the quickness and ease with which this product cleans and cleans clean the most complicated as well as the most simple of canning equipment.

It removes thoroughly all preventable causes of fermentation and decay. It purifies and deodorizes all stale smells and places.

It cleans so efficiently with so little effort and with such harmlessness to equipment or the user that it proves the most economical cleaner for use in the cannery.

Indian in circle



in every package

It cleans cleans. *Ask your Supply House.*

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

going to be? If general business keeps good, if the working man is employed, he is going to continue to eat, he is going to have the money to pay for what he eats, he is going to eat your stuff; and if consumption will go along during the next winter as it has during last winter, you are all right.

On the other hand, if business slows up, if these conditions that I suggest become more drastic, if their effects become more pronounced, if unemployment takes place, you won't get rid of your surplus stocks so easily.

I don't feel that I can give you any advice or that I have any right to give you any advice as to what you should do in this condition so far as the pack is concerned. In fact, I think at least so far as the pea men are concerned it is too late because the pack is determined so far as the acreage is concerned, and a great deal of the planting.

I do think that every man, packer or business man or preacher or lawyer, is interested in the psychological condition that is being developed in this country, which is going to have and is having its effect on general business that I have outlined, and I believe that it is the duty today of every American citizen who talks to his neighbor or with his neighbor in a public way or in a private conversation to see that he talks common sense, that he talks a hundred per cent Americanism, that he states the faith that he has in him in the fundamental institutions of this country. We have got to believe those things, yes, we do believe them, they are a part of our life, we have always believed them, we were born to believe them, our fathers and mothers believed them. Of course, we believe in the institutions of the United States in a passive kind of way, but, gentlemen, it is time right now to believe in the institutions of the United States in an active, positive way and to see that your neighbors believe in them the same way.

I am not making a plea in any partisan way for the election of any man, but I do say this, that we have in Washington today a man who is President of the United States. That man is there charged with the duties of his high office, and so long as he is there he is entitled to the support, the sympathy, the encouragement and the help of every man, woman and child in this broad land, irrespective of party or religious faith. (Applause.) If he is not to be returned there, that is a different question, but until some other man takes his place he is the President of the United States; gentlemen, I believe he is honest, I believe he is courageous, I believe that God put that man in that chair at this particular time because he was needed, just as he put George Washington and Abraham Lincoln forward when they were needed. He has those qualities of cool, calm judgment and the courage of his convictions that is so necessary at this particular time. Whether he is a great statesman or not I do not say, I do not know; we don't know enough about that. Whether he should be re-elected or not I do not say and I do not know, but I do say, as I said before, that he is now the President of the United States, he is trying, I believe, his level best under God to administer the affairs of this country rightly and he has a right to our support.

All this boils down to this: Let us go ahead this year, let us practice, let us preach doing our best in the best way that we know how, keeping calm, cool, refusing to be stampeded or worried by what is going on. in other words, keeping an even keel, trying as best we can to keep the boat from rocking in these experiences that we are going through.

One other thing, and this is the only bit of politics that I am going to talk. Irrespective of politics or religious creed or anything else, if the people of the United States don't clean out that Congress and that Senate and put some men there who have got sense enough to do what they are put there for, they are bigger fools than I think they are going to be. (Applause.) I used to take off my hat to a senator; I used to walk into the Senate gallery with my hat in my hand almost as I would walk into a Cathedral. I wouldn't go in there today unless I was dragged in. I would be ashamed of myself for being there and I would be ashamed of every other man that was there. I honestly believe today that if there is one duty before the American people more than anything else, more than the duty to elect the right man or the wrong man for president, it is, irrespective of party, to get a clean, sensible, industrious Congress that is going to let up on investigations and reduce taxes and make a few laws, and a *very* few laws, that are safe and sane, and then shut up and go home. (Applause.) I don't think they can do anything better than that.

Continued Next Week.

RECKLESS OF HIM

First Cannibal—The chief has hay fever.

Second Cannibal—Serves him right; we warned him not to eat that grass widow.—Awgwan.

WONDER WHY

"He's quite an auto fiend, isn't he? Never seen without his car."

"But I saw him yesterday without it."

"That so? Where was he?"

"He was sitting on the cow-catcher of a locomotive with a steering wheel around his neck."

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

BROKERS and COMMISSION MERCHANTS

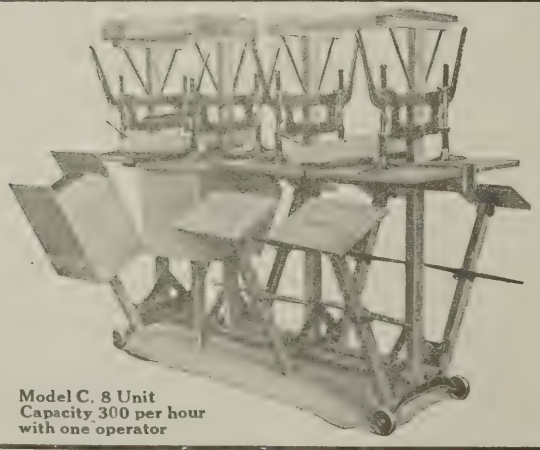
Canners' Accounts Solicited for Tip-Top Buyers.

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

Houston :-: Texas.

Wire us your offerings.



Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers

510 Consolidated Building, Los Angeles

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No. 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.00	1.15
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	1.60
With Dry Beans, No. 2	1.45	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.20	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.70	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	5.15
Standard, No. 10, f.o.b. County	4.50	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	1.00	1.05
Standard, No. 2, f.o.b. County	1.00	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.70
Standard 1s, f.o.b. County	.60	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10	....	4.50
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.35	Out
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.45	2.25
California Stand., No. 2½ Y. C.	2.10	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.90

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.25	2.50
Standard, No. 2	1.75	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.20	2.60

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	2.95
Standards, 8 oz	Out	¶2.60
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.37½	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

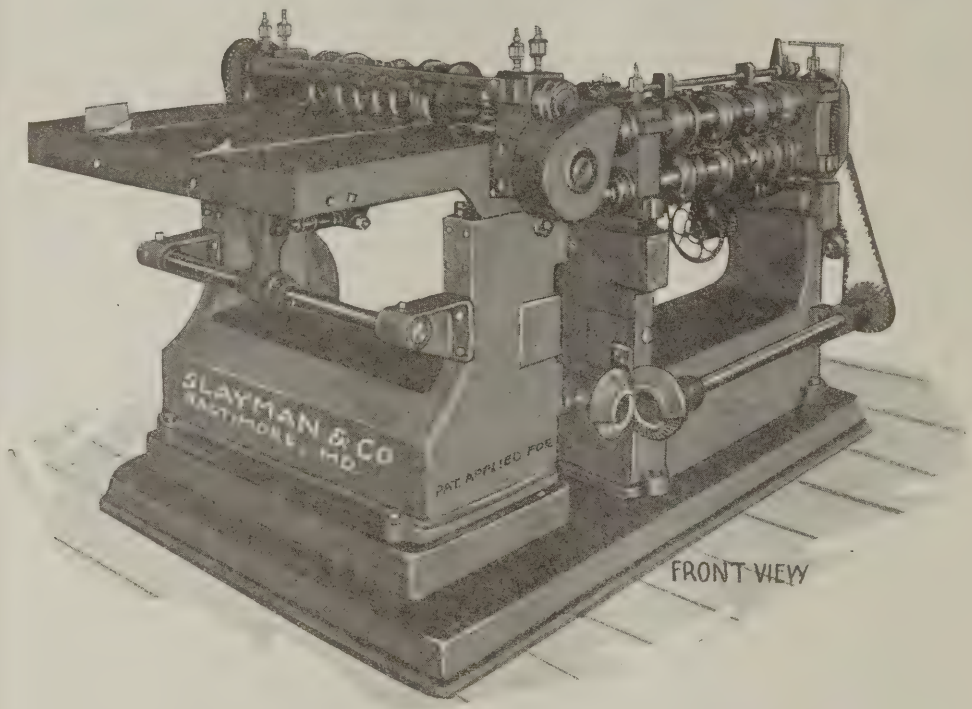
SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	45.00

"SLAYSMAN DUPLEX TRIMMER—SLITTER"



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY 801 E. Pratt St., BALTIMORE, MD.

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

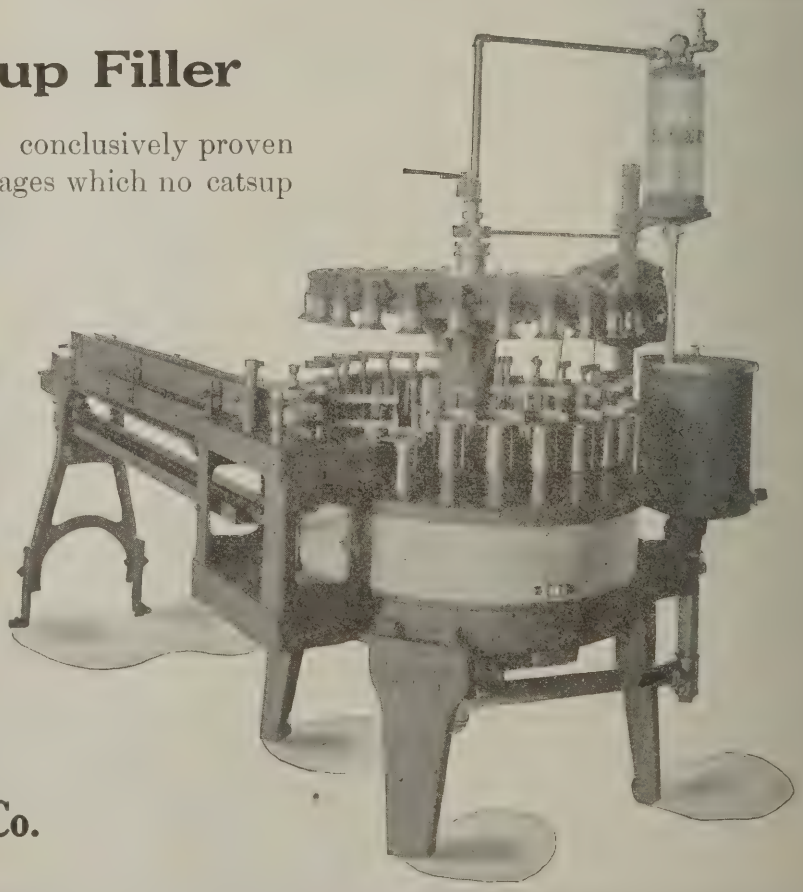
There is no perceptible loss in temperature when filling.

Metal contact is reduced to a minimum.

Nothing to take apart when cleaning at the end of the day's run.

We are willing to prove these things to you in your plant. Many manufacturers have already placed their order for this season.

Get your order in before it is too late.



The Karl Kiefer Machine Co.
Cincinnati, Ohio.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MAY 5, 1924

WEEKLY REVIEW

essimism Follows Chicago Meeting—The Canned Foods Situation Still Strong—Necessity of Packing Quality—Tomatoes Show Slight Advance—Corn Strong—Fruits Improving.

AFTERMATH—The effect of that big meeting in chicago last week cannot be said to be helpful to the market, so far as 'feelings' are concerned. Most men came from it inking hard and not nearly so bright and cheerful as when they rst went to it. Secretary Roy Irons in writing the members of the Ohio Canners Association, after the meeting, said: Were you at the Western Canners Association meeting at Chicago last week? If so you were able to detect the trend of he times which would not warrant a man going out, cutting the rown out of his hat hallowing joyously to the four winds," verything is lovely and the goose hangs high."

And Secretary Irons went on to urge his members to pack uality only as the consumers, and the buyers are keen for uality and will not let pass only such goods. And this is good dvice. But whether or not the pessimism is warranted remains o be seen. Certainly the situation of canned foods has not hanged, except for the better. because people have kept right n eating canned foods, and the stocks of spot goods are smaller oday than they were yesterday. The spot canned foods market ever was in as good a position as it is today. And a new eason never opened with more favorable outlook than that of 924, because of the well cleaned up condition of all spot stocks. f the market were groaning under a heavy overload of spots, vith the new canning season coming on, one might look for essimism. But that is not the condition. It is true the preparations for the coming packing season are on a greatly enarged scale; that is the canners intend to plant and to can larger pack than last year. And the market will need it; will eed all the goods that they can get up. May be they can reak the market by the packs of 1924 but we seriously doubt t. And we know they won't do it if the goods are of a quality ind. That is the one black spot on the horizon, as we look t it; will the canners put up a grade of goods which will enice the buyers and consumers? Answer that question in the ffirmative and we will tell you where to go with your pessimism, nd where you belong. But pack them sloppy and in large mounts, don't be careful with what you pack; just pack it on he belief that "anything" will sell. and—May the Lord have nercy upon you. This country will never again eat its way ut of a pile of trashy canned foods, and if you help produce uch you ought to be horse-whipped.

TOMATOES—Everybody is wondering what's the matter with the tomato sellers. They have the market in their own hands, and they are not taking advantage of their opportunity. But this week they seem to have perked up a bit, and No 2s have reached the $1.00 mark again. No. 3s are trying to reach $1.50, but not yet, and No. 10s are on the move above $4.50. Even futures seem to show a little more strength, but the prediction that the buyers would be very light purchasers of futures from now on, together with the fact that there are still some canners who want future business, leaves this branch of the game in poor condition. Indiana has been well sold up on futures tomatoes for sometime, and California is advancing its tomato prices, but in spite of these supposedly known conditions, there are reports now that Indiana is easing off on future prices. The reports are undoubtedly market-jugglery, or one benighted canner's action magnified into a State action. Certainly the Tri-State canners and other tomato canners of this section cannot reduce their future prices any unless they mean to give their factories to the buyers as well as the goods. No one can see now how the tomato canners are going to come out even at present future prices.

CORN—Spot corn is cleaning up as predicted, and promises to be all gone before new goods can be produced. That is good work, and still better, if possible, is the determination of the corn canners to pack quality corn this year. The corn canners are awake to their job and we do not believe there is a self-respecting corn canner anywhere who has not set his standard high for 1924, and means to reach it, and stay with it. The corn canners have learned that the people will not eat poor corn, and that they won't waste money any more to throw the corn in the garbage can. It is make or break this year and the corn canners intend to make and not to break. The market for both spot and future corn is firm and advancing. Futures have been sold to a good volume, and many canners have withdrawn from the market, but the demand has not been filled as yet. Maine reports its canners practically sold up and demand still coming stronog. The same relative condition exists in most sections on corn.

SPINACH—Some very nice spinach has een coming in market for the past week or more and the canners are at work on it. The crop is late and it is not expected to be large, but the weather is now favorable for it, although more sunshine and warmth would help matters. The fresh markets are hungry for this spinach and the shippers are making life miserable for the canners, and running prices up on them. No. 2s are quoted at $1, No. 2½s at $1.40, No. 3s at $1.45 and No. 10s at $4.25 for May delivery. California had intended making a good pack of spinach this season,, but its crop was not up to expectations, and the output may not equal their plans.

SMALL FRUITS—The season is rapidly drawing near when strawberries and other small fruits will be on the tables. They are now coming from the fields in increasing quantities, and this interferes with the sales of canned fruits. The people

like the first fruits of the year and will pay high prices for the fresh article. There has been a better demand for fruits of all kinds in both spots and futures, and the outlook is for further improvement. California will pack upon the same basis as last year; that is, for such orders as are in hand, with little or no surplus, and the rest of the country will probably follow suit.

NEW YORK MARKET

Market Strong—Generous Tomato Canners Cutting Future Prices —The Foolishness and Injustice of It — Indiana Tomatoes Being Priced Down by Their Action—California Advances Tomato Futures—Hard to Find Any Peas for Private Label — Some Sardines Have Been Canned—Standard Corn Is in Steady Demand—Good Business in Stringless— News Notes.

New York, April 30, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

MARKET Strong—With one or two exceptions, the canned foods market has maintained its firm position during the past week, and demand has shown no signs of letting up. Many spot items are entirely out, and it is no longer a question of price with distributors, but rather one of physical inability to secure the stocks wanted.

Future Tomatoes—A few of the Maryland or Delaware tomato canners, actuated possibly by philanthropy, but more probably by their complete lack of knowledge of, or disregard for, costs are reported cutting the market on new pack tomatoes. Prices of 85 cents for 2s and $1.25 for 3s have been heard of. Possibly, this price is confined to one or two canners, but it is common knowledge that while news of an advancing market finds its way but slowly to the buyers' ears, the mere rumor of a decline spreads like wildfire. If statistics of reliable canners are to be credited, and there is no reason to suppose otherwise, the prices quoted above are at or below, production cost. Even though a canner is willing and able to operate without a profit or even at a loss himself, that does not appear to justify him in forcing his many contemporaries to do likewise. In the face of a strong market for almost every item in canned foods, it appears extremely poor business, to say the least, for any canner to cut the market below the moderate opening basis which has been made on tomatoes.

Indiana Future Tomatoes—The low prices named by Eastern tomato canners have affected the Indiana market, and some offerings have been noted at 95 cents for 2s and $1.35 for standard 3s. These prices are 5 cents per dozen below the original opening basis, at which considerable business was booked.

California Tomatoes—Some of the California canners have advanced the market on new pack 2½s, future shipment, to $1.12½ per dozen this representing an advance of 2½ cents per dozen.

These prices apply on the packs of the smaller canners. The larger packers, with established brands, are quoting higher. The $1.12½ price applies to standards in puree.

Pineapple—According to the trade here, there is "a good movement" in Hawaiian pineapple, but there is no denying the fact that there is still plenty to go around, in marked contrast to to the position of the market at the corresponding period last year and the year before. It is believed that production and consumption of canned pineapple have now become about evenly balanced.

California Fruits—The California Packing Corporation has announced a new price basis governing its unsold holdings of 1923 pack fruits. The list shows slight advances over the prices made about three weeks or a month ago. The significant feature of the new list is the announcement by the Corporation that the new prices are guaranteed against formal opening prices for 1924 pack. The Corporation suggests to jobbers the advisability of their anticipating summer requirements at present prices. Under the guarantee clause, buyers are protected fully against any possible depreciation in the value of their purchase by the naming of lower prices for the 1924 opening. In addition, if the 1924 opening prices are higher than the spot prices now quoted, buyers who "come in" now will have a profit on their goods. The Corporation will make shipment on orders entered now as late as June 15, 1924. There has been quite a little interest shown in the new prices, as it is believed that the formal opening for 1924 will show still further advances on some items.

Peas—Active inquiry for the general line is reported, with an acute shortage of standard grades reported in some quarters. Private label jobbers are having a hard time of it in keeping their line full, and some of them are advising the trade that they will have to await the first shipments of 1924 pack to replenish stocks on some grades. As might be expected, under these conditions, the market is extremely firm. Futures are strong and in demand, with very little offering from the packers of the wanted brands.

Salmon—Movement continues slack. The retail trade bought in fair volume for Lenten season, and it is expected that stocks remaining over will take care of the demand for a little while yet. A spell of early hot weather, many believe, would see a real spurt in salmon, with a cleaning up of the weak holdings which have been affecting the market here.

New Sardines—There has been a little sardine packing by the Maine canners, but the pack is not yet large enough to be much of a factor in the market. The market on new pack is nominally quoted at $4.75 for keyless quarter oils, $5.25 for three-quarters in mustard, and $5.50 for mustards in cartons. The carry-over of 1923 pack is virtually cleaned out. The packing season in California has come to a close, the market being in a very healthy condition. Active buying by both the domestic and export trades has cleaned up holdings.

Corn—There is a steady inquiry for standard corn, and the market is showing a firm tone, both on spot and in primary markets. Chain stores are featuring standard corn in their advertising, and report a good movement. Fancy corn is in very short supply, and new brands are making their appearance in the market as jobbers find their regular sources of supply unable to take care of their requirements. For instance, one leading chain store which has always used Maine and Michigan corn for their line of fancy, now has only Illinois to offer. Maine and Minnesota fancy corn for private labels is about through, the jobbers are being forced to pick up resale lots for their own brands, at full market prices.

String Beans—There has been a very good future business on New York and Michigan pack string beans, stringless beans, etc., and many of the better known canners are practically sold up on their well known brands.

Notes of the Trade—Harry P. Strasbaugh, well-known Maryland canner, was in the market this week.

Two ex-presidents of the National Canners' Association were here during the week, "Judge" James Moore, of Rochester, and "Jimmy" Anderson, of Utah.

CHICAGO MARKET

Want Spots, but Not Interested in Futures—Pushing Salmon—Fresh Strawberries Plentiful—Jobbers Are Worried Over Suits in California and the Consent Decree Matter—Complain That Canners Do Not Pay Their Brokerage Promptly.

Chicago, May 2, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

BUYING Spots—The canned foods market has reacted a little this week, as to general interest and the brokers report it somewhat dull. The wholesale grocers are not disposed to buy futures in any line, but are interested in all spot offerings for prompt shipment, in almost every article in canned foods.

There seems to be some pressure to sell high grade salmon and I have heard of offers being accepted, below the prevailing coast price, for shipment in carload lots to Chicago. The recession only amounted to five cents per dozen, but indicates an anxiety to sell on the part of some coast holders.

The reports from the Ozark District of Southern Missouri and Northern Arkansas are to the effect that the outlook for a heavy crop of apples, peaches, pears and berries is good. The blossoms are about all fallen and the small fruit has appeared on the peach trees and gives promise of an abundant yield.

Fresh strawberries are in the Chicago market abundantly and are being retailed by grocers at 17c a box, and green string beans, and cauliflower from Florida are here abundantly, and are being sold at low prices. It seems to me that this southern

fruit and vegetable matter is one that the canners will have to seriously consider, but what can they do about it?

I am reminded of Mark Twain's comment about the weather. He said that everyone was always talking about the weather, but no one ever seemed to do anything about it. I reckon the canners will have to pack canned foods so fine in quality that people will prefer them to the fresh fruits and vegetables; and they can do it.

The echoes from the big convention of the Western Canners Association are still reverberating in Chicago. The interest in the meeting was justified by the value of the papers presented and the high order of the addresses made.

The wholesale grocers are considerablv disturbed by the reopening of the meat packers Consent Decree at Washington in the Supreme Court of the District of Columbia, and the open appearance in the matter by Armour & Co. and Swift & Co., and are determined to fight the matter to a finish.

They are also somewhat disturbed by the filing of a suit at Los Angeles, California, in the Federal Court against the California Wholesale Grocers Association, the National Wholesale Grocers Association, and a number of Wholesale grocers of California. The complaint by the government is that the defendants have acted in restraint of trade and in violation of the Sherman Law of 1890, the chief detail being that they thereby prevented some chain stores from buying from the manufacturers direct through a conspiracy of action or influence. The wholesale grocers say that they will try the case in the courts and not in the press, and that they are confident of acquittal.

There are several changes in the brokerage business in Chicago, and several others are rumored to occur and when definite information can be had such changes will be mentioned.

I participated in a conversation with a group of brokers this week, and they were bitterly complaining that the canners, or many of them, were very neglectful and inconsiderate about paying them their brokerage earned. They stated that their brokerage should be remitted to them as soon as the canner received payment for the goodsfi asit really was not the canners right or privilege to withold the brokerage for six months or more as was sometimes the case.

One broker said that the sales now days were so small and had to be made such hard work, and brokers frequently needed money so, that canners should refrain from such treatment. The broker referred to said htat he now had about three thousand dollars ni brokerages earned and collected by canners of the buyers on his books and that all his dunning and begging for the money seemed to meet with no response, and that he did not understand the treatment as he was confident that the canners were comfortable financially, and could pay if they chose to do so. He said that he would have to quit making sales for canners who were so inconsiderate in witholding payment of earned brokerages, and confine his sales to those who paid promptly. That is a serious matter, and should be corrected.

ST. LOUIS MARKET

Canned Foods Are Dull—Early Spring Buying Has All Ceased—Fresh Products Have Been Cheap and Plentiful — Only Routine Demand for Corn—Ignoring the Tomato Futures—Moderate Priced Peas Wanted —Bumper Crops of Fruits Seen.

St. Louis, Mo., May 1, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

MARKET Dull—There has been dullness prevailing in canned foods in this market the past week. Most lines were neglected, although there has been the usual hand-to-mouth trading going on. Up to recently there had been a fair spring volume of business, but recently trading has fallen off to such an extent that it hardly equals the normal requirements. All varieties of canned foods are included in the general lull of business.

Narly all buyers, both large and small, are going on even a more conservative basis than they did, and continue their hand-to-mouth basis on all packs, no matter what the position of the market or the outlook may be. Supplies of many leading staples are very light as cleanups. Future trading is dull because dealers are not in sympathy with packers as their ideas of sellers who want more for their 1924 lines than they did for the old pack.

One of the reasons probably why the canned foods movement has been disappointing lately and at the present time, besides the financial and industrial situation, which have compelled dealers to follow an extreme policy of conservatism, has been the fact that fresh produce has been plentiful and at prices reasonably cheap, and buyers prefer the fresh products to canned foods. They can get the canned foods when the fresh products are not available.

Corn—Standard corn is steady and quiet, and there is no spot surplus. The demand is only routine. There is a great scarcity continuing in strictly fancy, and this condition will exist until the new pack comes in. The future market is slow.

Tomatoes—The usual quietness in the market prevails. Spot Southern and California packs are quiet, as most distributors have enough of their own goods to keep them going, and the consuming demand is not large. Futures are practically ignored because buyers have the idea that to book a large volume of business, canners might be prevailed upon to make a large pack. The market has been very peculiar recently in respect to the Southern pack. Threes have been neglected, and ones and twos have taken its place. Threes are not a popular retail seller. Gallons are not active just now, but canners have been carrying them for the spring market.

Peas—One of the strongest items on the market is peas, because of the shortage of the cheaper grades. Retailers are calling for the popular priced lines on which it is impossible to replace. The grocers do not like to take other grades and higher prices in their place, but they are being obliged to do so. This is throwing the demand to packs that have not sold freely. Canners cannot offer any other kind than these. Southern pea packers are worried about the backward season, which is several weeks backward compared with last year. They would have liked pea packing to have been early, so they could take advantage of the early market, when old goods were nearly out of the market. Very little future business is being done, as the average canner is sold up on his anticipated pack.

Fruits—Spot California fruits are continuing to get higher on the coast, with peaches and apricots in the lead. Cling peaches in all grades are going higher and higher, and offerings are less than they have been. There will be a close cleanup on every item, according to information received here, and jobbers' stocks are light. Unsettled conditions prevail on futures because canners cannot estimate just what pack there will be or its cost, so they hesitate to state opening prices. What quotations have been made have, in many instances, been withdrawn.

Prices on both vegetables and fruits are practically the same as quoted last week.

The R. T. Bridwell Canning Co., of Republic, Mo., has begun work on a new canning factory, which will have a sufficient capacity to handle 450 acres of tomatoes and other fruits and vegetables. A large well has been drilled to insure water supply. The structure will be strictly modern and will be built after the latest improved plans. The old factory is to be razed. In addition to the main building, a large warehouse also will be erected.

Big Fruit Prospects—According to information received from West Plains, Mo., the fruit growers of the famous "Fruit Belt" of Southern Missouri, are jubilant over the prospects of a bumper yield this summer. It is believed the danger of killing frosts has passed. The orchards in that section are all in splendid condition, and since the trees have had a rest, as a result of the killing frosts late last year, the size and quality of the fruit this year should be exceptional. Spraying of the orchards has begun, and every possible effort made to make the best of the auspicious forecast.

A part of the crop in the Pomona and Olden districts was damaged by the severe weather during the latter part of the winter, and the crop will be a little short there. The damage, however, was over a short area, and in the famous Koskonong-Brandsville district, southwest of West Plains, the trees have began to shed their blossoms and are loaded with tiny peaches. Apples, pears and all of the small fruits and berries in this section are also in good condition.

Officials of the Merchants Dispatch and the Frisco Railroad have just made a tour of the fruit belt of the Arkansas and Missouri Ozarks to acquaint themselves with the fruit prospects and to make an estimate as to the number of fruit cars that will be needed during the growing season. From Republic, Mo., the experts went to Billings, Aurora, Marionville, Monett and Saroxie. The Frisco recently singed a contract with the Merchants Dispatch, whereby the railroad will receive a large number of refrigerator cars for use in transporting fruit products of that region. The Ozark section is fast becoming one of the important fruit centers of the country, and better and quicker transportation must be afforded by the railroads than in former seasons. The strawberry acreage has been greatly increased, and the grape production is becoming an important part of the fruit industry in Missouri and Arkansas.

CALIFORNIA MARKET

The Epidemic Affects All Lines of Business—Embargoes Make Serious Trouble—Shipments Are Made on Certificates—Asparagus Canning in Full Swing—Spot Fruits Have Walked Down to Low Stage—Light Salmon Pack Predicted—Notes.

San Francisco, Cal., May 1, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

EXCITEMENT—The all-absorbing topic of discussion in California business circles is the hoof-and-mouth epidemic among cattle and its effect on industry in general. At first a source of loss only to cattle owners and others connected with the meat and dairy industries it has become a serious menace to the prosperity of the entire State and every agency of the Federal, State and County Government is being directed toward stamping it out. The losses to cattle growers have become almost infinitesimal, compared with those incurred in some other lines as a result of the embargoes placed on products of the soil and the restrictions placed on travel. Authorities are almost a unit in declaring that some of the measures adopted by outside communities to prevent the entry of the disease are absurd, and declare further that much heavier damages are being brought about by hysteria than by the disease itself. An urgent appeal has been sent to President Coolidge to have him use his power in bringing about a modification of embargoes on California products and to centralize control of the situation in California. Dr. U. G. Hauck, personal representative of Secretary of Agriculture Wallace, is representing the Federal Government in the fight on the disease, and will be in charge from now on. He had had previous experience in work of this kind and anticipates an early curbing of the epidemic. For the benefit of California shippers, certificates will be issued by the Federal Government for products moving in interstate commerce, and no products may move without such certificates. This measure has been adopted as a means of assuring neighboring States of the non-infection of fruits and vegetables which would move through their territory. No assurance has been received that States having embargoes against California shipments will respect the certificates, but it is hoped they will do so.

The most serious outbreaks of the hoof-and-mouth disease are now in Los Angeles county, which is a heavy shipper of fresh vegetables. These shipments are being interfered with, and losses in some lines are heavy. The melon crop in the Imperial Valley will soon be ready to move, and should restrictions be placed on this, many growers and shippers would be ruined. Not content with prohibiting the shipments of fresh fruits and vegetables within their borders, some States have even held up shipments of canned foods, fearing that these might come from some warehouse in the infected area. Those acquainted with the disease declare that such precautions are absolutely unnecessary, and that in the six previous outbreaks of hoof-and-mouth disease in the United States not once has infection been traced to a product of the soil. European products are shipped freely over the entire United States, even from districts where the disease is prevalent, but no case has ever been discovered where these products introduced the disease into the United States. The embargo on fresh fruits is branded as a colossal mistake, and the embargo on canned foods nothing less than an absurdity.

Asparagus—The packing of asparagus is in full swing in the delta district, but the fields are badly in need of rain and the season may be a short one, unless there is added moisture shortly. A falling off in shipments of fresh "grass" has been noted of late, and canners are getting more than their usual share of the crop. The California Packing Corporation, which recently put out its definite price list, quoting some lines higher than in the tentative list issued early in the season, has since put out another. No price changes are noted, but there have been withdrawals in a number of lines, particularly in No. 2½ large, No. 1 large tips, and in tips packed in picnic tins.

Fruits—In general, the wholesale trade is buying spot fruits only as needed, but business is of fair volume, and stocks are getting down to low compass, even on cling peaches, of which there has been a surplus. Prices have been advanced several times during the past two months in sympathy with the close cleanup, the prospects of higher packing costs and the outlook for light crops. Apricots, pears and cherries occupy a strong position in the market at present. Hawaiian pineapple has staged a real comeback, and is being purchased more freely by the retail trade than in some time.

Sardines—California sardines are in comparatively light supply, and the demand is coming from a broader field than in many months, with many calls for export. Chinook salmon is moving in a small way, with purchases confined to immediate requirements, but there is a good call for pink salmon, and even for chums.

Salmon—A light salmon pack in Alaskan waters is forecasted as a result of the deadlock between union fishermen of the Pacific Coast and leading packing firms, including the Alaska Packers Association, of San Francisco. Several vessels of the fleet of the latter concern have sailed for the fishing grounds with full crews, but it is likely that the full fleet will not leave port. Canners are offering fishermen 7 cents a fish, and claim that they cannot pay 7½ cents, the rate paid last year. They claim that last season many fishermen made from $1,000 to $1,800 on the cruise of four months. Fishermen want 9 cents a fish in the Nushagak district and 8½ cents for those caught in the Behring Sea.

The Columbia Salmon Co., of Seattle, Wash., has filed a voluntary petition in bankruptcy, with liabilities of $677.000 and assets of about $76,000. This concern has conducted fishing and canning enterprises in Alaskan waters.

Coast Notes—Gross sales of Hunt Bros. Packing Co., San Francisco, Cal., amounted to $4,355,971 during 1923, with profits from sales of $364,339, according to the annual report of the company recently made public. The ratio of current assets to current liabilities is slightly more than three to one.

The plant of the Manteca Canning Co., Manteca, Cal., has been closed, following a short run on spinach. It will be reopened when other products are available.

The offices of the Winters Canning Co. have been removed from the St. Clair Building to 110 Market street, San Francisco, Cal.

The Canners League of California recently took the matter of summer school vacations up with San Francisco and State authorities, with the result that the local schools will be reopened for the fall term three weeks later than usual. This will permit San Francisco residents who work in the fruit industry during the summer and who find it necessary to return to the city in time to put their children in school to work later than heretofore.

Killing frosts visited the Pacific Northwest on April 24, causing heavy losses in the Willamette Valley, Central Oregon, Eastern Washington and Idaho.

L. I. Herrington has been made general manager of the Edward W. Brown Co., extensive handlers of canned foods, San Francisco, Cal. Mr. Herrington has been with the company for seven years, and previous to this was with the California Packing Corporation and with the Pratt-Lowe Preserving Co

A. M. Lester, of the California Packing Corporation, San Francisco, Cal., plans to visit leading Eastern business centers shortly, and upon his return will make a trip to Alaska to inspect some of the canneries of the Alaska Packers Association.

SEATTLE MARKET

Trading Quiet — The Mud-slinging Reaches Salmon Canners—Consent Decree Interests These Canners—S. A. P. Business Good—Fair Bookings of Future Fruits.

Seattle, April 30, 1924.

By "Nomlas"
Special Correspondent "The Canning Trade"

THE Market—Spot trading has continued quiet along routine lines during the past week, and no quotable change in the price basis has been reported. Jobbers are coming into the market rather slowly for their spring requirements. Holders, however, are making no efforts to force the situation, and are confident of their ability to market the remainder of their stocks at full prices.

Politics—The local trade is showing some interest in a series of stories from Washington, in which the charge is made that the present administration is favoring four of the larger Alaska packers, and has attempted to "turn over the vast salmon interests of Alaska" to these few packers, to the detriment of the

consumers of the country and other commercial canners. This campaign is apparently an offshoot of the mud-slinging which has become so important a feature of Washington official life, and is not taken seriously as yet. The various restrictive measures put before Congress, however, in which commercial fishing in Alaska waters is greatly curtailed, are causing concern in the industry, and have been vigorously opposed.

More Salmon Outlet—The salmon canning and distributing trade have been greatly interested in the recent developments as affecting the status of the packers' consent decree. The report that there is a possibility of the big Chicago meat packers again becoming distributors of canned foods has created considerable comment among salmon canners. The Chicago packers, when operating as wholesale grocery distributors, were heavy purchasers and furnished a good outlet for large blocks of salmon.

Futures—Market interest is centering in the future salmon situation. S. a. p. business has been rather good thus far. Packers are talking $1.25 for new pack chums and $1.30 for pinks, but it is not believed that the jobbers of the country will come in at these figures, in view of the fact that these prices show advance of 5 cents per dozen over the prevailing spot quotations.

Canned Fruits—Interest in the spot canned fruit situation was rather a negligible factor in last week's market. Canners are practically cleaned up, and are exceedingly firm in their prices on the small stocks still on hand. Future Northwestern fruits, however, are attracting increased interest, and fair bookings have been made thus far. NOMLAS.

MAINE MARKET

Spring Late and Season Backward—Future Corn Sold Up, but Demand Not Satisfied—String Beans in Same Fix—Sardine Factories Open, but No Fish—Lobster Prices Too Low.

Portland, Maine, May 2, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

SEASON Late—General trade conditions remain very quiet. This is nothing new, as the entire year so far has been dull and the opening of the spring season has not brought the usual activity; this may be because the spring has opened yet only by the calendar, the weather continuing cold, with an entire absence as yet of the usual bright sunny days which go so far to encourage all conditions. This is having a decided effect also on the canning interests, as the ground is very late and even now is too wet for "working" preparatory to planting.

Future Corn is now so closely sold up to the estimated yield on present acreage that there are no offerings of any amount in the market. The usual demand is by no means filled and there is an effort to increase the acreage if possible, but owning to the late season, combined with very difficult farm-labor conditions, this seems almost impossible. Crosby corn is strong, rather gaining favor again over the Golden Bantam, which has had such a sudden rise in popularity. Crosby at $1.45 and Bantam at $1.70 are still the current quotations.

Stringless Beans have also sold right up to the present acreage, and still there is a demand. And there is much less hope of increasing the volume on beans, owning to the fact that they are necessarily planted even earlier than corn and there is consequently less time to secure acerage, prepare the ground and get the crop started. No. 10 beans at $6.00 and No. 2s at $1.35 have been the quotations ever since new goods were put on the market in February.

Sardines have been offered to the trade at $4.35, which is rather lower than was anticipated and indeed too low to make any canner rejoice. However, this is the price, and goods are already being contracted for. While the season is open the factories are not, owing to the lack of fish; as usual it will probably be well into June before enough stock is received to occupy the factories to capacity. Such new goods are now being produced, by only three or four of the many factories in Maine, are going into quick consumption.

Lobster prices were announced by some of the canners a fortnight ago, but not all were willing to do business on the basis quoted. Burnham & Morrill Co. have now made their announcement of prices for the 1924 stock, on a basis of $4.60 for halves as against the earlier figures of $4.00. Their other quotations are: No. 1s $8.60 and quarters, $2.50. Their advance in prices rather indicates that the season is not opening up as well as was anticipated, and that the market will be rather lacking in lobster bargains this year.

What The Brokers Say.

Aberdeen, Md., April 30, 1924.

Tomatoes—The increased demand for spot No. 2 tomatoes has forced the price up to $1.00 per dozen on this size under packer's label, with some holders asking $1.10. As a matter of fact, there are only a few lots available at $1.00 per dozen. The other sizes have been temporarily neglected and it is possible to buy 1s at 60c, 3s at $1.35 and 10s at $4.50 per dozen, in carload lots only. Unlabelled tomatoes are not obtainable under $1.05 for 2s and $1.40 for 3s.

The market on future tomatoes is unchanged. We can fill orders according to brands for shipment when packed at 55c to 57½c for 1s, 85c to 90c for 2s, $1.25 to $1.30 for 3s, and $3.90 to $4.00 for 10s, f. o. b. respective shipping points.

Corn—The corn market is unchanged. We are booking orders for future corn at $1.15 for standard shoepeg, $1.25 for extra standard shoepeg, $1.35 for fancy shoepeg, and 90c to 95c for crushed sugar corn, all f. o. b. factory.

Sweet Potatoes—The market on spot sweet potatoes seems to be cleaned up. We can offer new pack sweet potatoes for shipment, when packed, at $1.20 for 2½s, $1.25 for 3s, and $4.00 for 10s, f. o. b. factory.

C. W. BAKER AND SONS.

ST. LOUIS CANNED FOODS WEEK PRIZES

The St. Louis Wholesale Grocers Association offered a series of prizes for the best slogan during Canned Foods Week. Here are the winners, and the three champion slogans.

The winners of the Canned Foods Prize Slogan Contest have been selected by the judges.

We, the undersigned judges of the Canned Foods Prize Slogan Contest, have examined all of the slogans submitted in the contest for prizes for the fifty-three best slogans and the following is our selection:

First Prize—$100.00 in gold—Mr. O. J. Goldschmidt, 2523 Fall Avenue, St. Louis.

"Among the best foods in the land
You'll find that most of it is canned."

Second Prize—$25.00 in gold—Joe Ravenstein, 1007 S. Sprigg Street, Cape Girardeau, Mo.

"From the garden to the table
No deception on the label."

Third Prize—$10.00 in gold—W. Lindsley, 2832 Lafayette Avenue, St. Louis, Mo.

"The garden's selection
Packed in tin
With all the goodness
Sealed right in."

There were 50 other prizes, mama dolls and roller skates being awarded to each winner.

BERLIN NOW REPRESENTS MORRAL.

THE Berlin Canning Machinery Works sales department has taken over the agency for the Morral Huskers west of the Allegany Mountains.

This is purely a sales agreement, as the Morral Husker will still be built by the same organization, and it will work to the mutual advantage of both companies, as it will give the Berlin Canning Machinery Works a complete line of corn canning machinery to add to their other complete lines of milk canning machinery, pea canning machinery and tomato canning machinery.

FITS AND FITS

"So Mrs. Bang had several fits last week?"
"Yes."
"Did she call a doctor?"
"No—a dressmaker."—Sun Dodger.

What Canned Foods Distributors are Doing

Trade Greatly Interested in Proposed Cooperative Advertising Campaign for Canned Foods—Two Big Conventions Holding Spotlight at Present—Decision Consent Decree Hearing Goes over—Notes of the Trade.

The Advertising Plan—Wholesale grocers, canners, and all other interests identified with the packing and distribution of canned foods will shortly be united in a comprehensive organization looking towards the placing of the story of canned foods before the public in its proper light.

A preliminary meeting attended by several prominent wholesale grocers and canners was held in Chicago last week, and this was followed by a meeting in New York this week. Inasmuch as the plans have not yet been fully worked out, leaders in the movement do not consider it advisable to place the full story before the trade at this time.

Several prominent members of both the canning and wholesale grocery industries, aided by representative brokers and can manufacturers, are at present considering detailed ideas for the proposed publicity campaign, and it is expected that full details will be available some time within the next fortnight.

It is hoped that the plan will have progressed sufficiently to be placed before the American Wholesale Grocers' Association at its meeting in Dallas, Texas, May 13 and 16, and it will then be outlined to the members of the National Wholesale Grocers' Association in Chicago later on in May.

Leaders of all branches of the industry appear thoroughly "sold" on the idea, and with much of the friction which characterized the former canned foods advertising campaign eliminated, and with the experience gained in that campaign to profit by, it is probable that real and lasting good will come of this new proposed campaign if anything like the proper support is accorded it by all interests.

The Concent Decree—Argument was concluded last week in the Court of Appeals of the District of Columbia on the appeal of the California Co-operative Canneries, in the proceeding brought by them, to intervene for the purpose of setting aside the consent decree entered against the "Big Five" Chicago meat packers. The argument was heard on April 22 and 23. Wm. C. Breed appeared for the National Wholesale Grocers' Association, Edgar Watkins for the American Wholesale Grocers' Association, Frank J. Hogan for the California Co-operative Canneries, Conrad H. Syme, for Armour & Co., Charles A. Douglas for Swift & Co., and Herman J. Galloway for the Government.

The Government, as well as the National Wholesale Grocers' Association and the American Wholesale Grocers' Association, have been granted permission to file additional briefs, in view of the fact that the Swift and Armour groups of defendants have filed their briefs and argued in this proceeding. The grocers and the Government are permitted ten days in which to file their briefs, and the packers ten days thereafter in which to file brief replies. It is not expected, however, that decision in the matter will be received before June.

Armour & Co. have applied for a rehearing on the denial by Judge Bailey of its plea for additional time in which to dispose of its unrelated lines and to relinquish control of its companies engaged in the manufacture of such products. and this plea is now under advisement by the Court.

Both the wholesale grocery and the canning trade are showing the keenest interest in these proceedings, as it is generally felt that the meat packers desire to enter the field as wholesale buyers and distributors of canned foods and other grocery products.

The American Convention—Everything is in readiness for the annual convention of the American Wholesale Grocers' Association in Dallas May 13 and 16 and plans are being made to handle a large attendance. Many prominent members of the grocery trade are on the program, including the following: Hon. A. B. Williams, Michigan, chairman, author of the Williams resale price bill: Lynn P. Talley chairman of the Federal Reserve Board of Dallas; Royal F. Clark, president of the National Canners Association; W. W. Frazier, Jr. president of the American Specialty Manufacturers' Association; Charles P. Whiteman, president of the National Food Brokers' Association; C. W. Linthicum, secretary of the Arkansas Wholesale Grocers, Association; C. W. Dunn, general counsel of the American Specialty Manufacturers' Association; Fred Mason, vice president American Sugar Refining Co., J. T. Griffin, president Griffin Grocery Co.,, wholesale grocers of McAlester, Oklahoma; W. T. Bolton, vice president Boren-Stewart Co., Denton, Texas; H. G. Craft, president Bernet, Craft & Kauffman Milling Co., of St. Louis; John Coode, director of the National Association of Retail Grocers, and Edgar Watkins, general counsel of the American Wholesale Grocers' Association.

The National's Convention—The program committee of the National Wholesale Grocers' Association. in charge of the 1924 convention to be held in Chicago, May 27-30, are completing elaborate arrangements presaging what is expected to be one of the most practical, helpful and enjoyable conventions in the history of the National Association. Plans are moving forward rapidly under the leadership of Fred C. Letts, chairman of the 1924 convention committee, and hisc corps of Chicago assistants.

The 1924 program provides for a four-day convention period. The first two days, Tuesday and Wednesday, will be thrown open for informal discussions by wholesale grocers of pertinent problems now interesting the trade. The guests of the convention, including all factors interested in food—manufacturer, canner, broker, retailer as well as consumers—will through these sessions, it is planned, be permitted to hear authoritative discussions by practical men of the problems of feeding the nation. There will be two informal sessions of the convention on Tuesday, May 27, morning and afternoon. The morning session will open at 10 o'clock,, Chicago daylight saving time. There will also be a session on Tuesday afternoon.

There will be just one session, morning, on Wednesday, when the informal discussions of Tuesday will be continued.

The convention will be formally opened with President J. W. Herscher, the "Iron Man," of Charleston, W. Va., in the chair, on Thursday morning. There will be no session in the afternoon. The annual banquet will be held on Thursday evening, and the Chicago committee predict a big time. There will be a speaker of international fame, music, singing and a dance the music for which will be furnished by an orchestra famous from coast to coast.

The convention will adjourn following the most important of all the sessions, Friday morning-early afternoon.

Inasmuch as President Herscher has completed three terms, another term. It is probable that a Westerner will get the presidency for the coming year, as Eastern wholesale grocers have held this honor for some time past.

The Government's Suit—There have been no further developements in the Government's suit against the California Wholesale Grocers' Association, the National Wholesale Grocers' Association, and numerous individual members of both organizations The Government in its suit charges restraint of trade, but details of the charges are not yet fully known. The grocers involved, however, are showing surprisingly little concern over the suit.

Sectional Meetings—Plans have been perfected by C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association, for regional meetings of wholesale grocers at Memphis and Fort Smith, following the close of the American's convention in Dallas. These zone meetings are planned in order to bring about a clear understanding of some of the trade problems affecting the Arkansas and adjoining trade territories.

Notes of the Trade—John B. Newman, traveling representative for the National Wholesale Grocers' Association, is visiting New York this week, after having visited wholesale grocers in more than twenty states thus far this year.

Samuel H. Phillips, pioneer Southern wholesale grocer, died at his home in Memphis early in April.Mr. Phillips was former president of the Shanks-Phillips Co., of Memphis, and served as president of the American (then Southern) Wholesale Grocers' Associatoin in 1909.

Rogers Bros. Seed Co.

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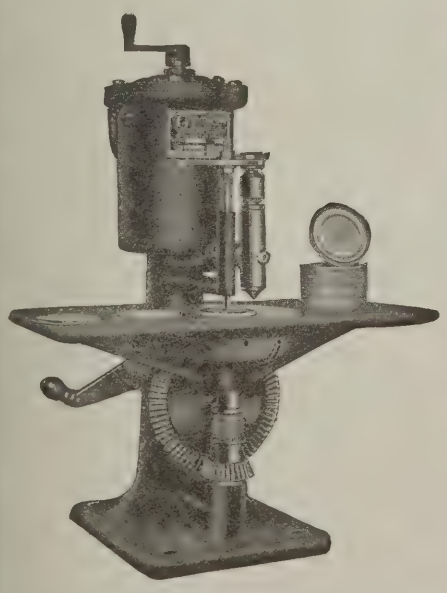
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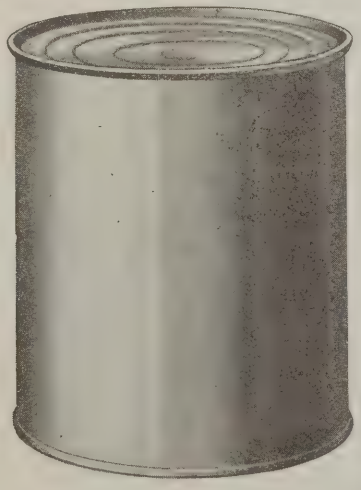
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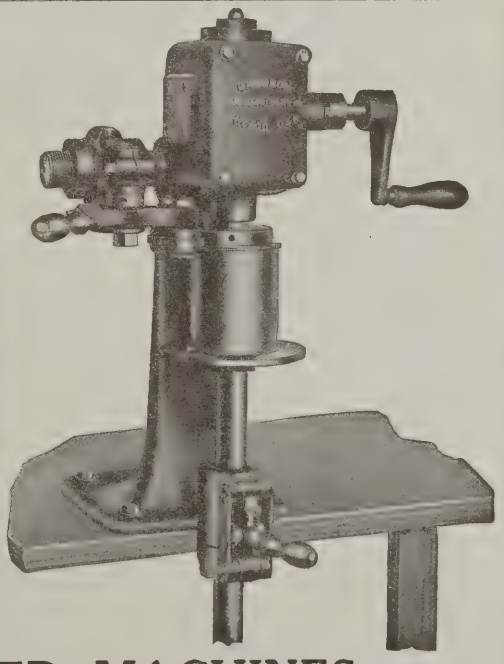
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Kern Lightening Finishers
Indiana Pulpers
Cypress & Glass Lined Tanks
Washers & Sorting Tables
Indiana Chili Sauce Machine

130 E. Georgia St. INDIANAPOLIS, IND.







CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

Your label is your salesman

Putting your product on the dealers shelves does not complete the sale. Why not help the dealer sell your goods by using labels that will create a favorable impression?

Labels should suggest that the contents are dainty and tasteful. We make labels that do this. Write us for particulars.

Consult our Trade Mark Bureau before selecting a new brand name—it may save you from conflicting with brands already in use.

The United States Printing and Lithograph Company

CINCINNATI
55 Beech Street

BALTIMORE
439 Cross Street

SMILE AWHILE

DEDUCTION.

Margaret, aged seven, is sometimes very naughty. On one of those occasions her mother, desiring to be particularly impressive, said: "Don't you know that if you keep on doing naughty things your children will be naughty too.?"

Margaret cried triumphantly: "Oh, Mother, you gave yourself away."—Lafayette Lyre.

HIS PURPOSE.

The Minister—Although I disapprove of fighting, I was glad to see that you chose to fight on the weaker side. It was noble of you.

Casey, Jr.—Yeah, an' it made the fight last longer.

RESCUED.

First Sailor—I had an interesting experience at seamanship today. I came across a man floundering around in the water holding on to a keg.

Second Sailor—You effected a rescue, I suppose.

First Sailor—Well, yes; you see, I had to hit the fellow over the head with an oar, but I finally got the keg on board.

HAD HIS NUMBER.

It was on the overland limited and the conductor was perplexedly studying the slip of pasteboard that had been given him by a pompous appearing passenger.

"Where are you bound for, sir?" he asked.

"I am going to Los Angeles," returned the passenger, "although I must say that I do not see why I should be annoyed by questions, since you hold in your hand——"

"I know it," interrupted the railroad man, mildly, "but the ticket you have just handed me calls for a solid gold watch."

SIMPLE—ISN'T IT?

She—Why is it that at some times you seem so manly and at others so absolutely effeminate?

He—Heredity, I suppose.

She—Heredity?

He—Yes. You see, half of my ancestors were men and the other half were women.—Widow.

POTTED.

A shipwrecked mariner had just arrived on the cannibal island of Oompah, and was making some rather nervous inquiries.

"Was the last missionary you had here a good man?" he asked

"Pretty good," replied the chief, picking his teeth reflectively, "but the last time I saw him he was thoroughly stewed."

OVER THE BARNYARD FENCE.

"How many cows are ye milkin', Hi?"
Asked Henry Mudge, in passing by.
"I ain't a milkin' any, Hen;
But the Missus, she's a milkin' ten."

JEALOUS.

She—Mother saw you kiss me last night and she is very angry.

The Vain Male—Why, I'm nothing to your mother and she is nothing to me. In fact, I scarcely know her.

AND HE SAID ??-!*-!!!

Lady (calling the electric light plant)—The lights in my house have all gone out.

Superintendent—Yes, madam. A parrot got caught in the dynamo.

Lady—Oh, how shocking.

Superintendent—You'd have thought so if you'd heard what he said.

PETTERS' GRAMMAR.

"Two negations make an affirmation," declaimed Professor Dryasdust.

"Yup," agreed a youth from the rear row who was leaving school any way. "Like when a girl says 'Don't! Stop that!'"

CANNING MACHINERY EXCHANGE
CANNING MACHINERY
SUPPLIES
Marine Bank Bldg. Baltimore, Md.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, MAY 12, 1924 No. 38

EDITORIALS

NOT WORSE THAN OTHERS—Every once in a while someone indirectly connected with the canning industry writes us, or otherwise bursts out with: "What's the matter with the canners? Are they all fools? Haven't they any business ability? Can't they see through a ladder when their own interests are at stake?" and then they are much surprised when they find us hotly defending the canners, and picturing them as a whole lot better than a lot of other industries, taken as a whole. "Why, you've been roasting them about not supporting, in an active way, the Name on the Label Bill; about not joining heartily and actively in the fight to have restored the best bunch of canned foods distributors ever known, the big meat packers, and about planning to pack a lot of goods this season without any regard to quality, and of selling futures at prices which show hardly the remotest possibility for profit." And so we have, but that's our privilege. Remember, if you want to get into desperate trouble just attempt to interfere in a friendly scrap between a husband and wife or any family group. They may call each other names, but they won't allow anybody else to do it. And neither will we. Because we know the canners; know the problems they are forced to face, the troubles they have, and moreover because we know they are human. It is not just the little, inexperienced, lack-business canner at the crossroads who votes with the wholesalers to put the meat packers out of business; who sides with these same buyers to keep his name off the label and forfeits thereby all chance of building a name for himself, "good-will," which most business men prize above all things. Some of the biggest concerns in the business, splendid business organizations, with immense capital and many plants, are equally guilty, and are often the cause of the so-called little fellows doing as they do. When the biggest buyers in the country suddenly appear before a body of canners, as they did in Milwaukee two years ago, when the Consent Decree was under consideration in Washington, and ask those canners, "Are you going to support those big meat packers against us, because if you are we are done buying your goods?" it was wrong, it was cowardly, weak and totally lacking in moral courage not to stand squarely for what they knew was right; but it was human, because they were protecting their dollars, and whoever knew the dollar to have any moral courage or decency about it? And you can't point out an industry that has not done the same thing, or worse, under similar circumstances. The canners as an industry rank high for efficiency and business acumen. If the canners continue to gain in business ability as they are gaining today, they will soon revolutionize the selling of canned foods as much as they have revolutionized the production of the goods, and you must know that in production they are among the foremost industries of the world for progressiveness. In all the past years they have studied and developed the production feature of their business, until today they can afford to put it aside as accomplished and not requiring special attention any longer. It is in such shape that it will take care of itself, a lesson thoroughly learned. They have graduated from that school and are now taking an intensive course in business training, salesmanship and marketing; and if they show the same progress in this study as they did in the former, then we may reasonably look for a new era in canned foods. That is the one thing they need most now. They know how to produce the goods; they've learned the importance of quality packing, and all they require now is a proper balance through efficiency in marketing their products. The successful canner of the future will be the one with the best outlet for his goods. More canners today are marketing their goods just as other manufacturers are doing than ever before, and their number is large and growing. They will soon have that machinery perfected as they now have their production machinery, but in this case the canners must work out the perfecting; it cannot be made for them as was their canning machinery. It is an individual matter, and depends upon the individual. As in a school, he will get just what he takes out of it.

Given the factory, he must learn that the tremendous force of consumers cannot be won permanently, nor in these days even held momentarily, by

goods "packed just to get by;" that success comes only from the slow accumulation of public good will; that good-will can only be obtained and held by always satisfactory goods; that "bad news travels faster than good news," and that, therefore, one batch of poor goods may undo the work of a whole year or more. Having acquired these rudiments of successful business-building, his task is then to learn how to sell the goods as well, as intelligently, as he packs them. He will find this study not only interesting, filled with meaty revelations he never dreamed of, but profitable.

WE WERE SURPRISED—Mr. McGillivray, the Canadian canned foods director of their pure food law, said in his address before the Western Association, and reproduced in this issue, that he did not regard the producer's name on the label as of much consequence. We doubt if he could find a pure food authority, state or national, in the United States who would say that, or who believes it. The enemies of this proposed bill are lulling to sleep the industry by saying that such a requirement would only make trouble, with no resultant benefit to the consumer. Everybody knows better, of course, because it is the consuming public that is demanding it, not the canners or other manufacturers; the women's organizations, the buyers for the homes, the housewives who want to know who prepared the foods they feed to their families. These housewives know the evil of ufacturers are willing to be lulled to sleep—they don't hich dealers try to force on them. And they are just unreasoning enough to ask, "If they are just as good, why is the maker afraid to put his own name on them, instead of the dealer's?" The pure food men of America know that such a law would solve nearly all their problems. And that is just why a lot of manufacturers' products of the "just as good" articles want such a law. If they were proud of their goods they would be glad to place their names on them; and so far as foods, in particular, are concerned, there ought to be a law to make them proud of their goods, or not allow them to be sold. Is it of no benefit to the consumers? Well, if our lawmakers think so they should be relieved of their job.

New York City—Kutler Bros., at 136 Libert·· St. write that they have office and wharehouse in centre of food jobbing district of London and are anxious to take on representation of canners of fruits, vegetables and soups, dried fruit etc.

COVER YOUR WANTS EARLY



Not made to meet competition
Made to beat competition

Give us your order now. We will ship when wanted. Ask for delivered prices.

We manufacture and sell to the largest canners in the country.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

Phones { *24147*
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THE AMERICAN CHEMICAL SOCIETY MEETS

DURING the week of April 21st, Washington was the scene of the sixty-seventh meeting of the American Chemical Society. The attendance surpassed the record of all previous meetings, thus showing the wide-spread interest in the scientific topics discussed. Among the outstanding features were the open meeting address of R. A. Millikan and G. N. Lewis on the atom. Professor Millikan, who occupies the chair in Physics at the California Institute of Technology, has recently been awarded one of the Noble prizes in science.

Many subjects of both direct and indirect interest to the canner were discussed. Several papers dealing with insecticides were given; showing the efficacy of dusts and sprays of different composition. of their preparation and deterioration. Vitamins in canned apples and canned spinach were discussed by Edward F. Kohman and Walter H. Eddy. It was found in the course of experimental work that canned spinach ranks well with oranges and tomatoes as a potent source of vitamin C (the antiscorbutic vitamin). Furthermore, this vegetable gives evidence of containing more vitamin A, weight for weight, than butter which has always been regarded as one of the best possible sources. McHen··· and Powell in speaking of the effect of canning processes, showed that alkalinity has a deleterious effect upon color. In cases where hard water had been used for brine, the addition of small amounts of tarlane, malic or acetic acids proved highly beneficial in counteracting this tendency.

On Saturday April 26th, an inspection tour of Edgewood Arsenal was made. All of the facilities of the laboratories were shown the visitors and a field demonstration of Chemical Warfare Service and equipment brought the session to a close.

Youngstown, N. Y., is desirous of having someone locate a a canning factory there. It is right in the heart of the famous Niagara fruit belt district, with an abundance of peaches, pears, apples strawberries and cherries. The sail is also suitable for string beans and tomatoes. A good size, well equipped cold storage plant is in the village. The town is on an electric line which connects with the railroads.



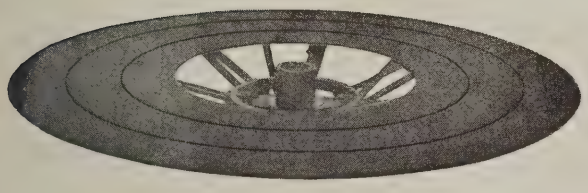
PEERLESS is the Solution of the Exhaust Problem

(Built in Twelve Sizes)



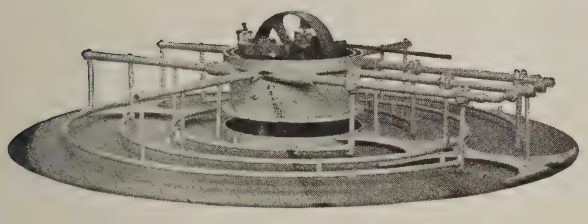
The New Peerless Exhauster

Peerless Exhausters are designed and built to utilize every heat unit in the steam with equal distribution to all cans. Five minutes after starting the unit reaches the high temperature of 211° and holds it steadily.



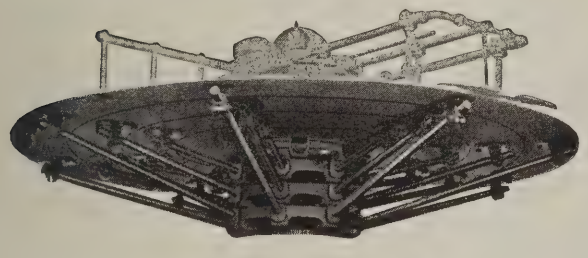
Transfer Plates are Smooth and Beveled

No jams or spills in the Peerless! How could they occur with these smooth rings? No seams or ribs to catch the cans—absolutely nothing but the metal rings. The cans transfer by friction.



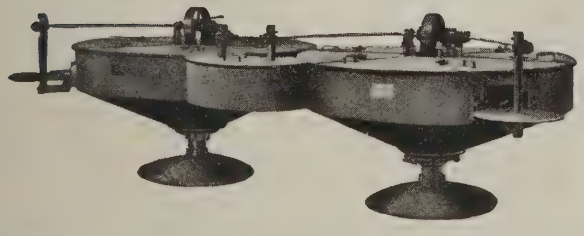
Steam Lines Work with Transfer Plates

These circular pipes shoot steam directly to both sides of the can, thus insuring ample heat with minimum steam consumption. The steam lines act in conjunction with the transfer plates to guide the cans through the exhauster. *You can change sizes in two minutes.*



This Mechanism Drives the Machine

There's nothing here to give trouble. It's absolutely fool-proof. There is *not a single adjustment* on the Peerless and the illustration shows why adjustments are not needed. All gears are machined to gauge and then mounted on the center column.



The Peerless Duplex Exhauster

Solves the problem of long exhausts so that products which are very slow to absorb heat will be really hot when discharged. This type of exhauster thoroughly heats enough cans per minute to keep a line really busy. If even greater capacity is desired the Peerless Exhauster built in Triplex will meet the most extreme requirements.

Peerless Exhauster

Huskers Corn Washers Mixer-Silkers Syrupers and Briners Rotary Exhausters Tomato

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

Peerless Husker Co., Inc.,
Buffalo. N. Y.

FACTORIES:
Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith M. nufacturing Co. San Jose, Cal.

Western Canners Association Convenes

N. C. A. Sections, Corn, Peas and Tomatoes also Meet—Business Every Minute

Sherman Hotel, Chicago April 22-23-24, 1924

(*Continued from last Week.*)

PRESIDENT HILL: Chairman Stare has very kindly consented to deviate slightly from the printed program; inasmuch as we have a large attendance at this time I would like to have you hear the report of our secretary, which had to be omitted this morninig. We will hear the report of Secretary Lee, and then we will resume the program.

Report of Secretary Lee.

SECRETARY JOHN A. LEE (Chicago): A committee was appointed this morning to consider the report of the Secretary of the Western Canners Association as well as the President's Report, and to formulate resolutions, and that committee wants to act. Therefore, this opportunity has been asked of you because the report of the Secretary was essentially and necessarily deferred at the morning session.

It is my duty and pleasure to make report to you of the progress and financial condition of the Western Canners Association.

When I took charge of the office two years ago we had not quite two hundred members of the Association in thirteen States and quite a number of those had not paid their dues for a year or more and had lost interest in the Association.

The first year I succeeded in securing 104 new members. This year I have not done so well, but have secured 41 new members, and our membership now represents eighteen States.

At the last meeting I reported $824 cash in the bank. Today we have $1,532 cash in the bank and no liabilities except a few small bills for supplies in the course of payment.

I have by persistent work and persuasion succeeded in collecting most of the delinquent dues or securing the written resignation of those who could not be induced to pay, and I am pleased to report that we have about $2,125 uncollected dues for the year, 1924, which I consider at least 95 per cent good and collectible between now and January 1, 1925.

We have a membership in good standing of about 365. I have had my books, cash and accounts audited by Albert T. Bacon & Co., certified public accountants, Mr. Bacon being the chairman of our auditing committee, and the report of the committee will be presented to you at the proper time.

For a little more than a year I have issued once or twice a month a news letter or review to each of our members, in order to keep in touch with them, and to hold their interest. It has been kindly received by the trade papers and they have given its contents additional circulation by printing its items of general interest.

I want to thank the commercial papers that have been so generously co-operative, and to mention as many of them as I have space for in this brief report:

The Canner, Chicago, Ill.
The Canning Trade, Baltimore, Md.
The Canning Age, New York City.
The Western Canner & Packer, San Francisco, Calif.
The Journal of Commerce, New York City.
The New York Commercial, New York City.
The American Grocer, Chicago, Ill.
The International Grocer, Chicago, Ill.
The New England Grocer, Boston, Mass.
The Interstate Grocer. St. Louis, Mo.
The Michigan Tradesman, Grand Rapids, Mich.
The Grocery World, Philadelphia, Pa.
Facts and Figures, Jacksonville, Fla.
The National Grocers Bulletin, New York City.
The National Retail Grocers Bulletin, Kansas City, Mo.
The Progressive Grocer,, New York City,

and possibly a number of other excellent publications which I do not see regularly.

I would respectfully suggest, Mr. President, that under our constitution we are obliged to elect annually an entire list of officers and directors. There are none who hold over, and that this is drawn to the attention of our Nominating Committee, and I move you, sir, that this report of the Secretary and Treasurer of the Association be submitted to the committee appointed for its consideration.

PRESIDENT HILL: Gentlemen, you have heard the report of our Secretary and Treasurer, in which I am sure you are all interested. I might state for your information that I have kept in very close touch with the operation of our Secretary during the past year. He has been very faithful and efficient in his work. You haven't the slightest idea of the volume of work that has passed through that man's hands unless you have an opportunity of keeping in touch with him through correspondence as has been my privilege. If there are no objections this report will be referred to the Committee on the Secretary and Treasurer's report, composed of Mr. Virden, of Iowa; Mr. Cosgrove, of Minnesota, and Mr. Mitchell, of Illinois. I hear no objections and it is referred.

THE AMOUNT OF SWELLS.

CHAIRMAN STARE: I was hoping that Mr. Royal Clark would be able to get over from the Hotel La Salle to speak to us. I wanted him here in particular. I wanted him to make a brief statement of the proceedings of the last meeting of the Conference Committee, the result of which was that the question of accurate statistics on swell allowance was referred back to the several sections of the National Association.

As chairman of the Pea Section I have a letter from President Clark, asking for the collection of this information, and at that time I learned for the first time that ths section was without a secretary, the man who was elected at Buffalo, Mr. Olney, of the New York Canners, Inc., having found it impossible to serve. In that emergency I had to call for assistance upon a man who has always been willing and helpful, and so our friend, Mr. Nicholoy, was pressed into service as the secretary pro tem. At this time I would like to call for Mr. Nicholoy to come forward and tell us how well he succeded, and to present the figures that he did receive, after which I will then call upon Mr. Street, of New York, to give the New York figures, which have been returned on a different form and cannot very well be compiled with the others.

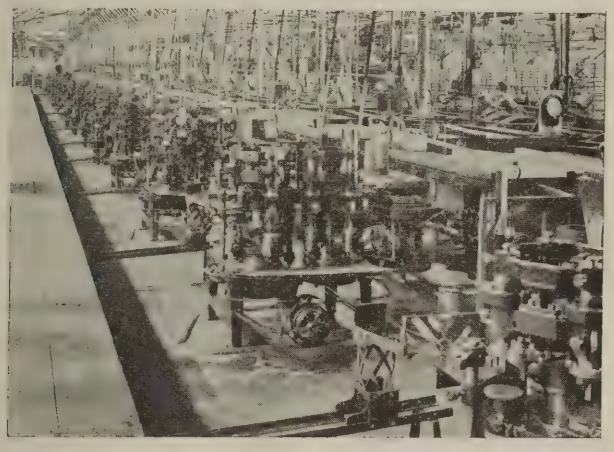
I sent out a questionnaire asking for reports covering five years, 1918, '19, '20, '21, and '22. The Wisconsin Canners have all had a report of this:

Year	Total Sales	Total Claims	Number Reporting	%
1918.....	$ 4,851,678	$5,210.35	38	.00107
1919.....	4,907,625	5,168.49	44	.00105
1920.....	7,618,431	5,407.57	51	.00072
1921.....	7,380,755	7,116.70	59	.00095
1922.....	10,609,315	7,832.76	61	.00074
Total....	$35,367,804	$30,735.87		.00086

Those were the most accurate records that we were able to get together out of the State of Wisconsin, and they are not truly representative of what our claims have been. They do include some swells allowances.

I want to say further that the reports compiled here are every report that I received. These came from some of our largest canners, and others of our largest canners did not have figures. They are not a selected list of canners that we picked out because of their efficiency in order to set up good figures. They are taken just as they came. The questionnaire was sent to every pea canner in the State of Wisconsin and we took the figures of every pea canner that reported, and this is the final result.

"BLISS-PACIFIC" No. 81 Double Seamer



One Sealer to a Filler

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES: DETROIT Dime Bank Bldg. · CLEVELAND Cleveland Discount Bldg. · CHICAGO Peoples Gas Bldg. · PITTSBURGH Oliver Bldg. · ST LOUIS Boatmen's Bank Bldg. · BUFFALO Marine Bank Bldg. · CINCINNATI Union Trust Bldg. · NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - - MARYLAND

CHAIRMAN STARE: We have the figures also for Minnesota.

Year	Total Sales	Total Claims	Number Reporting	%
1918.....	$177,019.00	$51.31	1	.000289
1919.....	136,155.00	70.08	1	.000514
1920.....	249,099.00	146.63	1	.000588
1921.....	164,032.00	247.26	2	.0015
1922.....	300,203.00	395.18	3	.00131
Total..	$1,026,508.00	$910.46		.000887

I would like to have Mr. Street present the figures for New York state.

MR. JOHN STREET (Secretary, New York Canners Association, Rochester, N. Y.): I would like to ask one question. With your heading there, should not that decimal point in the first line be in front of the 1? You don't mean a thousandth of 1 per cent, do you? You mean a tenth of 1 per cent in that first item of .00107.

CHAIRMAN STARE: That should be a tenth of 1 per cent.

MR. STREET: To one that is as interested in co-operation as I am, I am rather embarrassed not to be able to make a very complete report from New York State. I presume that I am partially to blame, although I thought I was going to hasten things up by departing from Mr. Nicholoy's questionnaire a little. Instead of asking the canners to reveal to me in dollars and cents their actual sales, I am asked for a percentage basis. I thought it would be easier to get that information, but unfortunately to date I have only received replies from sixteen firms. That represents not quite a third of the firms packing peas in the state, and it represents an average pack of about 700,000 cases, which in turn is about a fourth of our maximum pack, probably about a third of the average pack. This is all in percentage basis.

A difficulty we had in New York which I had suspected was not maintained as strongly in Wisconsin is because of our diversified pack. If I understand the Wisconsin figures, you have a good many men who pack peas only. That is the exception in New York. I presume these men reporting have averaged from five to twenty items which they pack, and many of them do not keep segregated the claim allowances for the different items, which increasd our difficulty.

One canner, combining his peas with beans and corn for five years, had one-fortieth of one per cent; one with all vegetables, that is a full line of vegetables, one-tenth of one per cent. Another one with all vegetables, one-tenth of one per cent. Peas only, one-tenth, one-two hundredth, one-sixth, one-quarter, one-twelfth, one-fifteenth, one-twelfth, one-fourth, two-fifths, seven-hundredths, one-twentieth, and two reported that the claims were so small they kept no record.

The claim of two-fifths is certainly abnormal and represents the pack of a very small concern who is comparatively new in the pea-packing business, and I think in fairness they should not be considered at all.

These represent canners packing from about 10,000 cases to about 125,000 cases. Several of our largest packers are not included at all, but taking these figures as I have read them, and giving them all the same value, which, of course, is not fair, the average claim would be one-tenth of one per cent, which I am sure is a little too high, and yet you see it is not materially different from your figures, which are practically one-twelfth of one per cent.

I think I express the sentiment of the New York canners as far as I have discussed this matter with them, in saying that there is a very general feeling that an allowance of an eighth of one per cent would be exceedingly generous.

CHAIRMAN STARE: Is there anyone present who has figures that were to be turned in that have not been delivered by any other state?

We have a letter from Utah in which no figures could be given because sales allowances, swells, swell claims had all been included under one head, and the figure can only be approximate. We have one or two letters from other states in which the figures could not be used for any real comparison.

I presume all that is left for this ssection to do is to turn the figures over in their present somewhat incomplete form to the Conference Committee.

TO PUT QUALITY, SIZE AND VARIETY ON LABEL.

MR HUNT: To bring this matter before the house I would like to move that the Pea Section go on record as recommending that the quality be placed upon the label.

The motion was seconded by Mr. Mitchell, of Illinois.

CHAIRMAN STARE: It is moved and seconded that the Pea Section go on record.

MR. DENIGER: That, as I understand it, is in connection with the size.

MR. HUNT: That is in connection with the definition of grades brought before and sanctioned by this section if adopted by the National Association and in turn accepted by the Bureau of Chemistry. Of course, these grades could not be put upon the labels unless the others were accepted.

CHAIRMAN STARE: Does your motion also carry with it not only a declaration as to quality, but as to size?

MR. HUNT: Qualitv. size and variety.

CHAIRMAN STARE: Are we ready for the question?

The motion was carried.

The meeting adjourned at 5 o'clock.

MEETING OF THE CORN SECTION

WEDNESDAY MORNING SESSION

April 23, 1924

The meeting was called to order at ten-fifteen o'clock by President Hill.

Mr. E. B. Cosgrove, of Le Sueur, Minnesota, took the chair.

CHAIRMAN COSGROVE: I am going to call on Dr. Whiting, of the University of Wisconsin. I imagine that Dr. Whiting is better known to some of the pea canners than he is to the corn canners, but he is pretty well known to all the canning industry. Dr. Whiting will talk on "Soil Treatment and Crop Rotation in Relation to Sweet Corn."

GET NITROGEN INTO THE SOIL

DR. ALBERT I. WHITING: My advice is this: After observing the use of sweet clover for the growing of sweet corn by the large Illinois corn canners, and also after having had a good many years experience in connection with field corn, the proper procedure is to first start out and test your soil; if it needs lime, apply it, and then encourage the seeding of sweet clover and have it plowed under. It dosen't help so much to take it off of the land. It helps a little in a physical way, but it dos not add nitrogen to the soil and build up the soil in nitrogen, and there are but few soils in this country that are not benefited by applications of nitrogen in the form of organic manures. Have this sweet clover plowed down; encourage the growers to plow it under for the sweet corn. That emphasizes again the advantage of a crop rotation, because by using a legume that is not bothered much by insects and plant diseases in a good rotation you tend to get away from the diseases of sweet corn and the crops that you are interested in. In other words, crop rotation must be practiced in the canning industry more in the future than it has been in the past, ever so much so. Without crop rotation you intensify the diseases and insect troubles of all kinds.

In closing, I simply want to re-emphasize that you won't go wrong if you add limestone to your soil and establish legumes in the crop rotation, plowing the legumes under for the corn crop. It is the best method of approach to the problem of quality and the maintaining of qualitv in the industrv. both with the sweet corn and also with the peas.

Maybe there will be a number of questions, and if so I will be glad to answer them.

MR. F. W. DOUTHITT (Big Stone, Minn.): When is the sweet clover planted this spring for instance, plowed?

DR. WHITING: The sweet clover that is planted this spring will be plowed next spring. If sweet clover is seeded in grain and plowed next spring you don't lose the use of this land. It is used as a green manure. That is an economical system because you get your grain crop or pea crop this vear and then the sweet clover grows up in the fall and then grows up again in the spring and is plowed in a green condition in the spring. If you can devote a year to the improvement of soils, which you can hardly do, you could let the sweet clover crop mature or use soy beans on the land and plow them down for corn. Ordinarily we find it is difficult; you can afford to devote a year to the growing of a legume crop for soil improvement except in very poor sections, so this green manure crop fits into the rotation and doesn't take a whole season.

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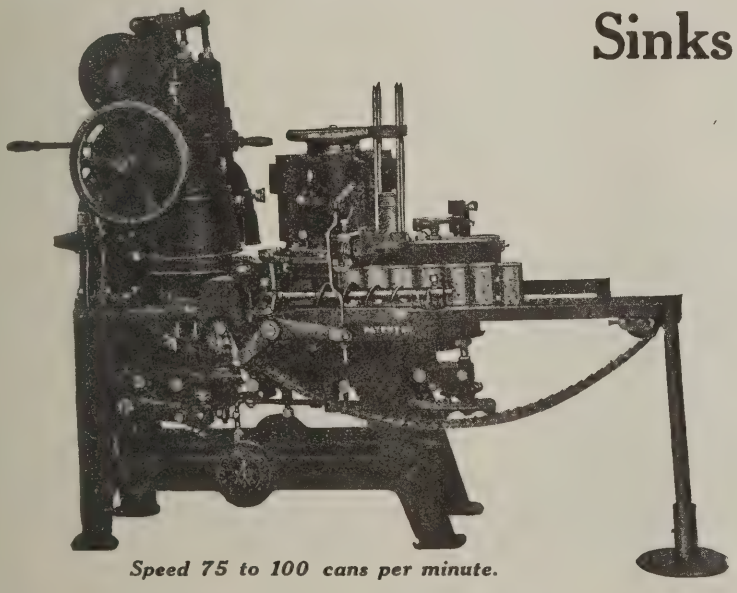
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DR. C. G. WOODBURY (National Canners' Ass'n., Washington, D. C.): I am sure a number here would be interested in a description of the size of the sweet clover crop that you had successfully plowed under in the spring.

DR. WHITING: We have been studying the sweet clover now for a good many years from the standpoint of its chemical composition throughout its whole life history of two years. Ordinarily we advise plowing sweet clover under when it is from fourteen to sixteen inches high in the spring. It will sometimes get higher than that before you can get to plow it. We have never experienced the difficulty of having it affected or the water cut off in the soil, where sweet clover has been plowed under, in the same manner that we have with red clover. In other words, the rate of decomposition of this sweet clover in the green condition is about like alfalfa. It is much like the red or the alsike clover. Oftentime, however, the sweet clover has b n plowed under when it is three or four feet high, even then w.th good results.

One thing I should have mentioned is that sweet clover should be plowed from seven days to fourteen days ahead of corn planting in order to give the initial stage of decomposition a chance to take place. The nitrogen that came out of the air goes into the sweet corn in the form of protein and other organic nitrogen compounds. Those compounds are not food for your corn plant. The nitrogen in those compounds must be changed through several stages. First it goes to ammonia. That is not for the corn plant. Then it goes to nitrite; that is not food, it is poisonous. Then the nitrite is further oxidized to nitrate or saltpeter. That is the form of food that the corn plant desires and also most other crops. That initial and those succeeding stages of decomposition occur rapidly with green material, slowly with dry material. It is the first stage or the ammonia production that we would like to get away from a little bit so it wouldn't injure the germinating seed. If you allow from seven to fourteen days there will never be any trouble.

MR. JOHNSON (Mount Pulaski, Ill.): Is it necessary to inoculate your seed if your land is sweet?

DR. WHITING: Yes. Unless the sweet clover has already been grown on the land it is desirable always to inoculate. It is always desirable to inoculate every legume because then you are not taking nitrogen out of your soil, you are taking largely nitrogen from the air. The improvement and enrichment of soils depends upon getting this nitrogen out of air and you will only do that when you have an inoculated legume. You can grow certain legumes on good soil without inoculation, but that is not the best procedure, the idea is to get the nitrogen out of the air. I figured here that you could get enough out of the air with the sweet clover crop to more than ocver the needs of the sweet corn crop. This expensive element, in other words, you are getting practically for nothing.

MR. MITCHELL (Dickenson & Co., Eureka, Ill.): I understood you to say in your talk that you not only got greater amount of corn but better quality of corn, that is more tender kernels. How about the hull? Does it effect the hull?

DR. WHITING: I couldn't answer that question exactly. The point that I was making was that nitrogen is the most desirable element in the rapidity of the growth of the young plant. Ample nitrogen feeding tends to keep the plant in a vegetated condition. On the other hand, phosphorus tends to mature it. This program starts out largely on the basis of correcting the soil condition, from the standpoint of soil acidity by lime, and following up with legumes, because all the evidence that we have indicates that nitrogen is the element that is the most important from the standpoint of getting sweet corn in from the field before it matures too fast. After this system has been established and been in operation for a number of years as it already has by some of the Illinois canners, then the time will come perhaps when we will have to give some attention to potassium and phosphorus, and on most soils it will not come in the initial years.

MR. MITCHELL: One other question, that is the question of the green manure of the stalks. You spoke about the necessity of putting the stalks in the grain if you want to keep the nitrogen in them. Would you recommend plowing under green or wait until next spring?

DR. WHITING: There are certain fundamental laws that have always been established in the rate of decomposition of green manures, straw, and so forth. In every case the material that is plowed under green decomposes more completely and more rapidly and it would be much better to get the stalks plowed under while they are green if you could than to let them mature because of the fact that there is a good deal of nitrogen left in the stalks and that nitrogen will be more readily available the next year than if those stalks stay in the field and tend to mature and dry up. There is an affect on the bacteria of the soil which is very easily produced by adding either straw or highly nitrogenous material and the more carbonaceous the more we hold down our nitrogen production, while if we use legumes that are high in nitrogen we build up the nitrogen. Particularly is that true at the critical feeding point of the corn.

MR. MITCHELL: Has there been any bulletin published on that subject? I ask that because two years ago the question was asked us and we corresponded with the University of Illinois and the University of Wisconsin and were unable to get anything that looked to be definite information to give our growers.

DR. WHITING: There has been no bulletin published dealing exactly with that question of the condition of the material. There have been sections in various scientific articles that do deal with that explicitly. However, the statement I just made is based upon a good deal of scientific work we have done and there seems to be no variation from the law that green material, no matter what it is, will go to pieces faster.

MR. F. HALL WRIGHTSON (Secy., Corn Section, Nat'l. Canners' Ass'n., Maryland): Is it too late to plant sweet clover in the last cultivation of sweet corn?

DR. WHITING: I can't cover all these things in this brief time, but I am glad you brought that up. No, it isn't. In sweet corn a good many times a very successful stand of sweet clover can be obtained, seeding the sweet clover at the last cultivation of sweet corn. In field corn it doesn't work as well because the field corn produces larger stalks and shades the ground and the crop doesn't get started as well, but that has been tried with quite a bit of success and it is worth a gamble in cases where there is apt to be moisture enough to start the crop off and it doesn't seem to interfere at all with the growth of the corn because the corn is past the stage where the sweet clover can get big enough to rob it of moisture or anything else. That is a good method for men that are growing corn on leased land or owned land where they are canning only corn—to introduce the sweet clover into the sweet corn at the last cultivation. The cost of the seed and the conditions under which that is done will warrant it as an example because if the weather becomes bad you won't get very much out of it, but a bushel of seed covers five or six acres and it is not very expensive. If it does grow it will be a good help.

CHAIRMAN COSGROVE: Do you get a good deal of fall pasturage off of sweet clover?

DR. WHITING: Yes, that is one point I had not touched on.

I would like to emphasize that the first thing to do is to plow it under and improve the soil first. After that system has been established on a given field and some of the conditions that many of you are operating under, it is all right to pasture that sweet clover. Where sweet clover is seeded in canning peas they often have a pasture the first week in August and it is very good for men that have fat cattle. They get a good cheap pasture for about a month.

CHAIRMAN COSGROVE: The growth that you plow under is the growth that is made the following spring, is it?

DR. WHITING: Exactly. In the fall it will grow from a foot to three feet high and then in the spring it will grow up again. Sometimes the spring growth may not be very high by the time you have to plow, but remember that food is still there in the plant, it is in the root. The roots are very rich, and they are also rich in soluble elements. If you take the roots of sweet clover and grind them up, eighty-six per cent of the nitrogen in the root is in a soluble condition, that means it has passed on rapidly to the sweet corn crop. There is nothing that we know of that will warrant your attention as much as the introduction of the nitrogen in the crop rotation, and green manure and plowing it under for the sweet corn.

CHAIRMAN COSGROVE: Dr. Schields, of Minnesota, is with us and he is going to talk to us on the work in Minnesota. We have a sort of partnership up there. We have a very high degree of co-operation with the food department. Dr. Schields is going to tell you a little about the laboratory work done by the food department for the canners in our state. (Applause)

INSPECTION AND LABORATORY WORK

DR. E. I. SCHIELDS: The subject of my talk is "An Inspection and Laboratory System and Its Work in Minnesota." It is only right and interesting to you that I take up the history

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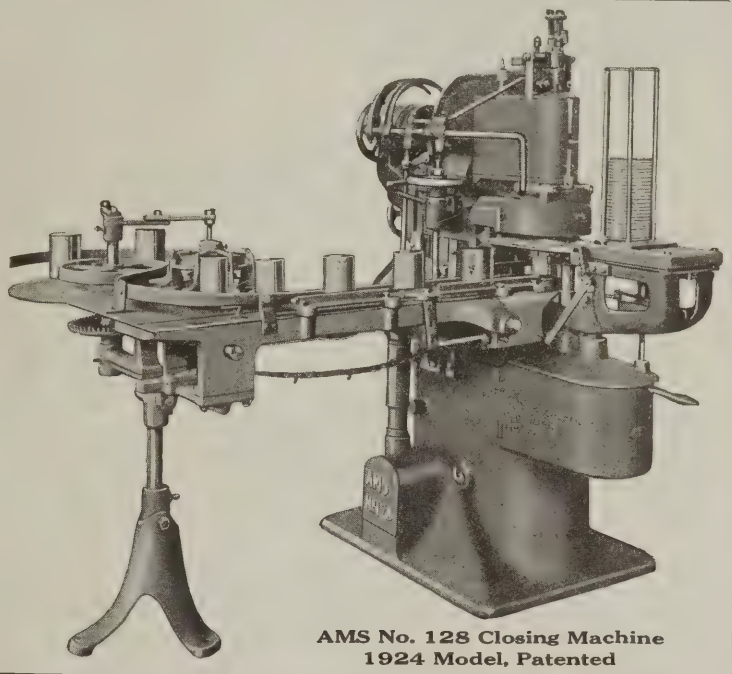
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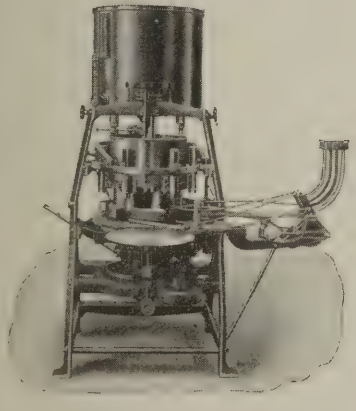
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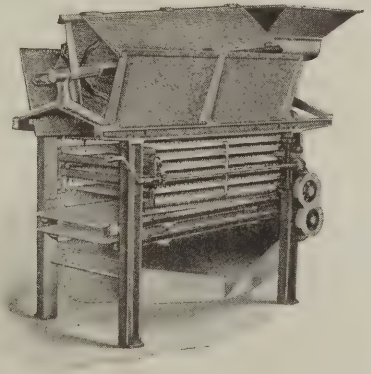
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of the inspection system in Minnesota as it was started seventeen years ago. At that time the canners in the factories in Minnesota were very unsanitary, a very inefficient group of factories. The total output of the state showed hardly a single can of fancy corn, and over three-quarters of the state output at that time was a sub-standtard product. Since then the improvement of the quality of the pack has been very marked. This improvement was due to, perhaps, to three factors: The chief factor, of course, is directly in the canners themselves. When they started out in 1903, the canners were a very inexperienced group of men and their experience through the years alone was enough to put the state on the map in the matter of packing a very fancy grade of corn.

Another factor that has helped that condition is the improvement of the inspected system under the state Dairy and Food Commission. At first the inspection was done by one man, Mr. A. J. Anderson, who still is chief inspector of canneries. He was, during the canning season, allotted a few more men from the Dairy and Food Commission to inspect during the canning season.

Another factor that improved the state pack to a great extent was the improvement in the quality of seed. This started in a rather interesting way. Some of the canners, along with Mr. Anderson, went to the Dairy and Food Commission with this problem in their mind. They in turn formed a committee and went before the state legislature. The state appropriated a sum of money. This money was to be spent on the matter of improving the seed. They went then to the state agricultural school at the University of Minnesota and got the college to appoint a group of men, and these men were to have supervision of the growing and the breeding of the seed at the location of the diffierent factories. The factories in turn were to supply the plot of land and do the work under the supervision of that man appointed by the State Agricultural College. The result was that each canner was able to build up a seed that particularly fitted his own part of the state and those factories that did not see fit to keep on with this system now get their corn from one factory that is making it a part of their work to furnish the seed for the rest of the factories. On the other hand, many of the factories still follow this seed growing system, and some of the men have a very high quality of seed that is particularly adopted to heir own climate and soil.

The laboratory was established in 1919. It has been able to do its works by following out two separate lines of work. One is the perfection of the inspection system. This system is now based on a very sound, scientific foundation.

The other system is the matter of grading, and this grading has a tendency to unify the state pack. I might say that the laboratory has been very fortunate in each year of the last five years to obtain the same man for doing this grading work. Mr. Sorenson, along with Dr. Guidell, who has charge of the laboratory, has developted this part of the work to a very high degree, so that now the grading is done rapidly and efficiently and the canners are able to profit by the grading. I want to say that this matter of grading during the packing season is one that does not concern the Dairy and Food Commission as such. It is merely an attempt to aid the canners in their work and perhaps pick up factors in the finished product that they do not pick up themselves when they see only their own lot of corn.

The grading is one of experience. A can of very fancy standard corn is used as a standard. With this can all the other cans are compared.

The laboratory having perfected its two systems of work, namely, the inspection and the grading system to a certain degree, has branched out in different fields of work that interest the canners. They have done a certain amount of work on corn blight. They have also fitted out a portion of their laboratory for the study of different types of spoilage, and the advice that the laboratory has been able to give on this type of spoilage, and it is mainly that type caused by thermophilic bacteria, is very expensive to the canners because, as you know, the spoilage from one factory will perhaps be of a different type than from another factory, and the laboratory by serving such a few factories as we have, namely, twenty-six last year is able to treat the problem of each factory in an individual manner. This, I think, is very important and the benefit derived from advice of this kind is great.

Last year the laboratory took up a new field of work, and this was the determination of the starch and sugar content in the canned corn. The laboratory now stands ready to recommend the best possible amount of starch and sugar that should go into a can of corn when it is finished and ready for market in order to give the best consistency and the flavor that is considered best in the laboratory.

To take up the matter of starch work, at the various meetings of the Minnesota canners it was generally agreed that perhaps the biggest factor of variance in the state pack as it now stands is the matter of consistency. In 1922 two full-time chemists were employed who attempted to work out the starch content of a can of corn by an old standard iodine method. This method, however, was unsatisfactory in that two samples would not check, and likewise they could not get checks upon samples. Another factor that was very important was the fact that they could not get these analyses out until perhaps twelve or twenty-four hours later, and this, of course, was too late to be of any practical value.

During the next season, or 1923, a new method was devised. By this new and rapid method the quantitative starch determination can be made upon a can of corn in exactly thirty minutes' time.

To go into the real part of this work. the average that we established for a very fancy can of Minnesota Crosby corn was starch six per cent. I might say that this sheet says that a fancy can grades between ninety-two and a hundred, but the average that we have established is even a better average and we have taken those cans of corn that average between one hundred and ninety-five inclusive, so the average we have established is upon the very fanciest corn that we ever got into the laboratory.

The amount of sugar that we found as an average was 3.48 per cent. This sugar value is one that is very interesting. It varies a great deal, as I said before, and we found the average for the season for certain factories to be as low as 2.9 per cent and to go as high as 4.2 per cent.

A certain amount of the corn, twenty grammes of corn, was weighed out each day and desiccated and the moisture thus was driven off. We found the amount of dry material in these 325 cans of desirable nature was 22 per cent. Therefore, you have 22 per cent dry material with 78 per cent water. Six per cent of that is starch and 3.48 per cent sugar. The rest is crude fiber, protein, and such like that goes into the formation of a can of corn.

If this was all we were to do the work would not have been very satisfactory. In checking up our work we found many things of interest.

I might say that when we started this work we hoped to be able to establish a starch value for fancy, extra standard and standard corn. We were able to find a difference. That is the starch value of a standard can of corn is going to be higher than of a fancy corn, but the difference is so slight that it can not be detected by the ordinary starch method of determination that we have. But we did find some factors that were very interesting.

One thing is that starch very ordinarily is considered to be directly proportional with the maturity of an ear of corn. That is true, but it is not of such nature that it can be detected by the ordinary methods of scoring that we have used here. For instance, we would find a can of corn to receive 8 per cent starch and 5 per cent starch. Mr. Sorenson in grading that same can of corn had perhaps given these cans of corn each twenty on consistency but he had given them maturity figures like this; this can would have twenty-five or a perfect score on maturity and this can woud be scored down to eighteen, enough difference to put it into an extra standard grade when really it was a fancy can of corn.

Due to an extra ripening process the hulls on the corn are changed. By having a prolonged dry season during the ripening process the kernel of corn is going to be different than when the weather is perfect.

This factor instead of reading maturity should read toughness of the hull, and that change is going to be made on the scoring sheet next year. Perhaps that is the only change we will make on the scoring sheet.

MR. E. W. VIRDEN: I would like to ask weather it is desirable to add starch when the starch content is low.

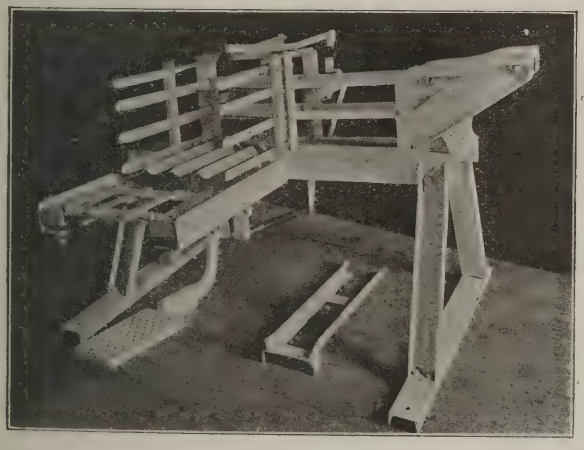
DR. SCHIELDS: I can say that it might be desirable to add corn starch, but the canners in Minnesota are prevented from doing so by the dairy and food laws. The labels must state exactly what is in the can of corn and the Dairy and Food Commission say that all that shall be in the corn is sugar, salt and natural corn, so the adding of starch would be a desirable factor providing the sale would not be prohibited by laws. For no reason should corn starch be detected in the finished product, and corn starch is corn starch no matter whether it is added directly as such or whether it is already in the corn. The ordinary ear of corn in the canning stage has enough starch in it to give the right consistency if the correct technique is used.

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Swells Allowance

CHAIRMAN COSGROVE: One thing that has been agitating all of us is the question of the swells allowance. We have with us the Chairman of the Conference Committee of the National Canners' Association. Mr. Sears will tell you just what has taken place in the horse-trading back and forth between the Jobbing Association and the Canners.

I want to say right here that the principle is bad whether it is big or little flat allowance. The smaller it is, of course the less is the inducement for inefficiency or rascality. The larger the allowance the wider the door is open for inefficiency. I have used too strong a term there in the word rascality. It would look pretty bad in print. I am sorry to say it appears that way to me. I think most of it is inefficiency, however.

The man who is at the head of one of the largest chain store organizations in his plea to me at Baltimore to try and settle this thing, said he thought it was time some conclusion was arrived at.

I said, "I don't know. We think there are other ways of solving the problem if we can get the cooperation of the distributor and the manufacturer. It is too much. You must modify your position."

"Too much," he said, " why it doesn't cover our losses now. It used to, but it doesn't begin to cover our losses."

"My friend, that is just the logic that we have been presenting to you people and trying to impress upon you, that if a half of one per cent was enough and too much five years ago, it is enough now, and five years from now you will be asking for one per cent and a little later you will say it won't be enough to cover your losses. You are opening the door to inefficiency and carelessness and maybe to something else stronger than that."

Your committee spent a lot of time and it required a lot of patience on both sides to discuss this matter and keep discussing it without much change of attitude on either side, although we usually quit our discussions in an amicable frame of mind, shook hands and said we would try it again some other day.

It has gone along in one phase or another until the last meeting that I knew of, which I was not able to attend on account of pressing business engagements, was held in New York in February. At that conference your committee was able to line up with the chain store organizations on the same basis as the wholesale grocers. The chain stores were very determined to have five per cent. They finally agreed with the wholesale grocers to go along with them on the basis of a sliding scale on the different commodities. The maximum was one per cent on certain kinds of fruits, a half of one per cent on a certain variety of vegetables, and a quarter of one per cent on the favored or preferred class.

CHAIRMAN COSGROVE: My impression was that at the meeting you had in New York the figure arrived at was a tentative figure subject to correction.

MR. SEARS: Yes, that was with the understanding that as time went on and we were able to produce more perfect goods and the spoilage allowance or this flat allowance was more than sufficient to cover losses, the percentage should be decreased.

That is all right, but they are starting the wrong way. If they had started at the lowest possible minimum of efficiency they never would have had to raise it, in my judgment, because it would have met the qualifications and of course we would never have had to reduce it unless we got to the point where the canners would say that canned foods like any other merchandise must be commercially perfect and that commercial perfection. If canned foods are 99.9 per cent perfect that is permade in this world is there a hundred per cent efficiency or perfection. If canned foods are 99. per cent perfect that is perfection. It is the experience of a great many canners in this country that one-tenth of one per cent should cover spoilage on a large line of vegetables. Anything larger than that means inefficiency.

I saw a letter from Dr. Elwell, who had been working very persistently in the past two years on tin-plate, and he indicated a very happy improvement in the quality of tin-plate being manufactured this year, for example. I don't know where he got his information from; I hope it is true. He also indicated that he had by selecting and assorting his cans, principally in the covers where the defects were found, reduced his spoilage on canned foods over fifty per cent. He had cut it in two this past year. He referred to the spoilage according to his own experience in his trade in a period of five years, and he had cut that five years' average in the middle by assorting and inspecting the entire quantity of cans that he had used the past year. It must have been some job because they use a lot of cans.

I believe that covers the report, Mr. Chairman. Are there any questions I can answer?

MR. DOUTHITT: Did the committee make it compulsory on the canners to accept the recommendation?

MR. SEARS: I presume that will come back to your Board of Directors of the National Canners' Association, to the Western Canners' Association, or to the open body and be acted upon to get the general views of the Association or the organization on the subject. It was the very best that I could be done at that time. They thought it was better to line up all the distributors on some uniform basis and get them to work together than to leave the thing open with some distributors, asking and demanding a half of one per cent on certain things and others taking what they could get.

CHAIRMAN COSGROVE: If this is in line with the thought of your conference committee we would like to have Mr. Wrightson now present the Corn Canners with the statistics.

I presume all of you men know Mr. F. Hall Wrightson, of Easton, Md., who is the Secretary of the Corn Section of the National Canners' Association.

REPORT ON STATISTICS OF ACTUAL CORN SPOILAGE.

The National Canners Association in March sent to its members who were corn packers, a request for statistics showing the amount of swell claims on corn which each firm had paid to buyers, and the percentage of these claims to their total sales.

The returns which came in from this questionnaire could have been a whole lot larger than they were. However, I believe that they are large enough to date to be both representative and enlightening.

There are certain phases which a report cannot cover which it would seem should be discussed. One is the possibility of some swell losses never being claimed by retailers, and another is possible unjust claims for goods which are not actual swell, but which have been mistakenly judged as such by retailers. How nearly these might offset one another is, of course, a question hard to solve.

MARYLAND

	Total Sales Reporting	Total Claims	No. Reporting	Percentage
1919....	$ 82,146.00	$225.30	1	.00274 or 1-4 %
1920....	156,020.00	82.82	3	.000531 or 1-20%
1922....	174,190.00	57.37	3	.000329 or 1-30%
1919 to 1923....	456,056.00	865.59	5	.00189 or 1-5 %
	$868,412.00	$1,231.08	12	.00141 or 1-7 %

One packer from Maryland reports corn swell claims for past four years average 1-10 of 1 per cent., but gives no statistics.

MINNESOTA

	Total Sales Reporting	Total Claims	No. Reporting	Percentage
1918....	$422,842.00	$1,056.02	3	.00249 or 1-4 %
1919....	397,643.00	250.42	4	.000629 or 1-16%
1920....	825,190.00	415.30	7	.000503 or 1-20%
1921....	553,303.00	321.37	7	.000580 or 1-17%
1922....	630,517.00	513.93	8	.000815 or 1-12%
	$2,829,495.00	$2,557.04	29	.000903 or 1-11%

WISCONSIN

	Total Sales Reporting	Total Claims	No. Reporting	Percentage
1918....	$259,570.00	$158.97	10	.00061 or 1-16%
1919....	343,128.00	322.51	12	.00094 or 1-11%
1920....	423,207.00	333.41	13	.00078 or 1-13%
1921....	377,855.00	662.34	15	.00175 or 1-6 %
1922....	591,438.00	789.34	16	.00133 or 1-7 %
	$1,995,198.00	$2,260.57	66	.00113 or 1-9 %
	$5,693,105.00	$6,054.69	107	.001063

This report so far shows a total of 1107 packers reporting total sales of $5,693,105.00 with claims for swells of $6,054.69 or between one-ninth and one-tenth of one per cent.

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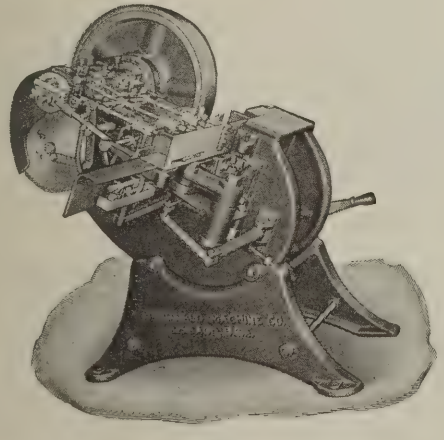
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MAINE

	Firms Reporting	Percentage.
1919.....	5	.001163 or about 1-9 of 1%
1920.....	6	.000919 or about 1-11 of 1%
1921.....	7	.001106 or about 1-9 of 1%
1922.....	9	.00547 or about 1-19 of 1%

This is a total of 27 packs reporting from Maine, and if based on equal size the average percentages of corn swell claims reported from Maine would be .000882 or about 1-11 of 1%.

ILLINOIS

Reports from 10 packs from Illinois show the percentage of corn swell claims to be .0006865 or about 1-14 of 1%. One Illinois packer reports corn swell claims for a number of years back average 1-20 of 1 per cent., but gives no yearly data.

You will notice that from Maine and Illinois this report gives the number of firms reporting for each year and their percentages of swell claims, but no figures in dollars and cents. New York State also reports an average of 1-14 of 1 per cent. from ten packs, amounting to 200,000 cases. Assuming that these individual packs will average about the same size as those for which we have the amounts of actual sales, the total sales covered by this report would amount to around nine or ten million dollars and the total percentage of swell claims on this amount would average less than one-tenth of 1 per cent.

PRESIDENT HILL: I see no report from Iowa but upon an investigation made by the factories with which I am associated, composing about seven plants, our loss was one-fourteenth of one per cent. I do not recall what year that was figured on, but I know that was the loss reported by Mr. Stewart.

MR. ARTHUR HAMILTON (Lebanaon, Ohio): I have the report from Ohio, and from the figures we have in, perhaps twenty of them in the state of Ohio would figure approximately one-twentieth of one per cent.

CHAIRMAN COSGROVE: It is unfortunate that this information is not a little more complete. You don't apperciate the inertia that you run into when you try to gather this information.

MR. C. L. AUSTIN (Des Moines, Ia.): I have collected about twenty reports that average along about like those, or about one-tenth of one per cent.

CHAIRMAN COSGROVE: This is an open question and I think in fairness to ourselves and the grocers we have to accumulate more information and really get this swell allowance at approximately a fair figure.

You gentlemen of the meeting have the information before you now. What is your pleasure? Do you wish to refer this to the Conference Committee for their information and guidance and go home intending to give the Secretary of the National Canners Association further data? Is the Association content with the quarter of one per cent that has been adopted tentatively?

MR. MITCHELL (Illinois): One detail that I think would probably enter into all the figures (I know it did in our figures) is this: We made our report just as specified there, but for a good many years we insisted on the goods being returned to us and when they were returned to us we examined them. I know for some little time the goods examined were very largely way outside of the guarantee, that is, way outside of a year. Our guarantee had always been a year. For several years the amount of goods inside of the guarantee was less than twenty per cent. of those that we allowed, but still when we reported this loss we when we reported this loss we reported the total dollars that we had paid out, whereas if we had been reporting on the basis of the Committee's argument we should have reported a considerably less sum. I wonder if the experience is not common to to other people, too. We have had goods returned that are over seven years old and allowed the claim. The amount was small, of course. but still in the total there would have been quite a change in the figures, I think.

CHAIRMAN COSGROVE: I have heard some criticism that there was a lack of definiteness in the questionnaire that was sent out.

Mr. Sears, what do you want this body to do, pass the buck to you, or do you want some sort of commitment from them?

MR. SEARS: I think this Committee is like the fellow in the police court. We are not looking for justice, we want to get away as easy as we can. We haven't any egotism about doing a very good job, but if this Western Association will be kind enough to say that it is as good a job as could be done at the time and they will try it out, it might stabilize things a little, it might kind of keep the old ship in course and might keep things from getting worse. Let the Association sanction what has been done, with the understanding, of course, that if they pack goods better and with less and less spoilage, they will have reductions in proper time. I am not sure what action this Association should take. I happen to be a member of both the National Conference Committee and the Western, at least I was during a good part of these negotiations. I don't know whether I am yet or not.

CHAIRMAN COSGROVE: I think it is generally conceded that every one in the industry appreciates the work of the Conference Committee in arriving at this tentative settlement for this year's pack, or at least it is a starting point and I imagine a great many contracts have been rewritten for this year with the one-quarter of one per cent included.

What I am interested in personally is knowing whether the canning industry is satisfied with the quarter of one per cent. It is possible that you have gone far enough.

MR. SEARS: It just occured to me that the report might be received and referred back to the Committee, or something like that.

CHAIRMAN COSGROVE: You mean Mr. Wrightson's report.

MR. SEARS: Yes, and also the report that I have just made in behalf of the Conference Committee. It could be referred back for further negotiations if you don't feel like approving it and accepting it tentatively.

DR. T. O. GOERES (Lodi, Wis.): I think there is no question, but what we appreciate the work the Conference Committee has done. There is no question about that, but I think it would be more impressive if we would go on record as not being willing to agree to one-fourth of one per cent. Then the Conference Committee can say to their people that our canners do not sanction it, they think it is too much. If we sanction one-fourth of one per cent, the other fellows will say, "Why should you worry if your canners agreed to it? They think it is all right."

CHAIRMAN COSGROVE: Your thought is that we make a motion referring this to the Conference Committee for further negotiations.

DR. GOERES: That is the way I personally feel, but I don't want theCommittee to feel that we don't appreciate their work.

MR. SEARS: As long as we draw the salaries we don't care much what you think about us.

DR. GOERES: I will make that a motion.

CHAIRMAN COSGROVE: The motion is that this additional information be referred to the Conference Committee for further negotiation.

The motion was seconded by Mr. Farmer, of Iowa.

MR. WITMER: I would like to amend that motion. I think you find as a rule that the majority of the wholesale grocers will acknowledge that the swells in the canned corn don't exceed one-eighth of one per cent, but they take the position that very few of the jobbers turn in more than half of the swells that they themselves are charged with.

I feel that one-half of one per cent, which is the request the jobbers made on the canners, is at least twice as much as the legitimate claim would be if they turned all of them in to the canner.

I believe that inasmuch as they won't average over one-eighth of one per cent of those turned in, if you take into consideration the swells that the jobbers are liable for, it would be in order to amend this motion to make recommendaiton to our Conference Committee that they agree with the Conference Committee jobbers on one-quarter of one per cent as the allowance in lieu of swells on canned corn. I think that would be satisfactory to the jobbers and would be more nearly fair than any other figure that we could make. I would like to amend the motion to that effect. I think it would go through and be satisfactory. If there should happen to be any considerable quantity of swells to run up to several per cent, the jobbers naturally would have a further claim above that, but I am convinced that a quarter of one per cent will go through. Whether the Resolutions Committee thanks our Committee or not we will know they appreciate their efforts.

CHAIRMAN COSGROVE: I think technically your amendment is out of order because it reverses the original motion, but it puts the question fairly before the house. We

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will entertain the amendment. Is there a second to the amendment? The amendment is that we approve the action of the Committee in naming one-quarter of one per cent. That commits this body to that approval. Is there a second to the amendment?

The amendment was not seconded.

CHAIRMAN COSGROVE: I think failing of a second that the feeling is that is too high an allowance.

MR. LANGMAN: I happen to be in a very peculiar position. I am not a member of the Canners Convention or the Canners Association but of the Machinery Division of the Canners Convention, and in talking to both wholesalers and the canners I find that neither side understands the solution or the suggestions that have been arrived at by the National Canners Association at the conference.

The cannners seems to be under the impression that they are compelled to accept the percentage allowance in selling their goods. Some of the wholesale grocers feel the same way about it and other don't, but I don't believe that the trade as a whole understand that the canner still has the advantage of selling his goods on the old guarantee basis or if he preferred on the percentage basis. In other words, the recommendation of the Association or of the Conference Committee was not compulsory to the canners except flat allowance. I really believe that it would clarify the situation considerably if the circular letter sent out by the National Canners Association dated February 18th were read, because it is a complete report and resume of the final solution of the problem as arrived at by the Conference Committee.

MR. WHITMER: I would like to say further in regard to that, that the Conference Committee present the proposition of one-quarter of one per cent and the time ought to be set when that takes effect, inasmuch as practically all the corn packers are nearly sewed up on future corn, we are not including that one-quarter or one-half of one per cent, and possibly the Conference Committee should agree that that per cent should take effect beginning with the 1925 pack.

CHAIRMAN COSGROVE: I think we have thrashed out thoroughly the thought that none of us in this meeting are in favor of a flat allowance of one-quarter of one per cent. That is the principle at any rate.

Is there any further discussion on the original motion? All those in favor of the motion to refer this to the Conference Committee say "aye"; contrary the same sign. It is carried.

DEFINITION OF STANDARDS

The next item is the Committee on Definitions and Standards for Canned Corn. Mr. Green can not be here. I understand that Committee has got to the state where they have arrived at a tentative definition for standard corn. That is the thing we are most vitally interested in, and Dr. Harrison is going to give us roughly the progress they have made along that line so far.

DR. HARRISON: I am rather a poor substitute for Mr. Green in this matter. The only interest I have in it is that about two years ago I started to work on this same problem for the Iowa-Nebraska Association. At the time Mr. Green took up this matter for the National Association, I conferred with him on it and turned over to him some of the data which I had gathered together.

There is practically nothing new in the matter that Mr. Green has except in the way of going about the matter of the definition. It has always been the custom, down through the various official bodies, to define a product and to eliminate everything else which is not covered by the definition. In other words, if we say that a product shall be red, if it is green it immediately does not comply with the definition.

A great many attempts have been made to define the minimum standards of corn along that line. and practically without exception they have failed. The thought was to combine that method of attack, and also to add to that, certain negatives which can be conveniently added in this particular case. The definition, I think, as it stands now, is somewhat along this line. I would not want to be quoted as to the exact phraseology because it has been two or three months since I have even read this.

> "Standard corn is a product to be prepared from fresh green corn packed agreeable to good cannery practice. (They add to that the following statement): "The following shall in themselves classify any lot of corn as below the grade of standard corn; corn which contains excessive quantities of husk, cob or silk; corn which is excessively thin in consistency; corn which is excessively thick or pasty in consistency; corn which in any one lot shows a marked variation in consistencies."

The question came up as to what shall constitute any one lot, but the thought was there that in any one shipment, if it happened to be a thousand cases, then there should be no marked variation in the consistency of that particular thousand cases. If the purchase was on a 5,000 case basis, then the 5,000 cases should not show a great or decided marked variation in consistency.

Also classed as substandard corn or corn below a quantity which would permit it to be graded as standard, corn which has become dented, corn which has become overmature in the fields, corn which has become heated or soured before packing, corn which is off flavor and lastly, the thing that has been a great bone of contention, corn which contains less than fifty pounds of sugar per hundred cases.

You will see that this method of definition defines the product of standard corn in probably as careful a language as it is possible to design for a brief definition, and then turns around and says that a large class of products shall not be standard corn for the following reasons.

The line of reasoning on that point was this: practically throughout the entire country the method of packing standard corn is essentially the same; practically the same type of huskers are used, and so on down through the various processes of packing the corn. We all know what our faults and failings are; we know that a great deal of substandard corn is produced by carelessness in getting the corn in from the field, carelessness in flavoring it, carelessness in trimming and inspection, and washing, and so forth. These additions were made to the definition for the purpose of specifically setting out and stating that corn which did have one or more of these failings should in itself classify the corn as being below the grade of standard.

CHAIRMAN COSGROVE: We have with us today Dr. D. N. Shoemaker, the horticulturists of the Bureau of Plant Industry, the U. S. Department of Agriculture, Washington, D. C. Dr. Shoemaker is going to talk to us on:

THE GENERAL SEED SITUATION

DR. D. N. SHOEMAKER: I shall first have something to say on the question of pea seeds. It is necessary possibly to say just a word on history there. It is interesting that we have had wrinkled peas for about 1800 years.

The Alaska pea is the one that makes the most trouble for the canner through the seedsman, so what I shall have to say on peas is plainly concerned with that variety. The Alaska pea was first brought into this country as the result of selection work done in England and it came in under the name of "Earliest peas of all." Mr. Cleveland, of Cape Vincent, New York, is the man who gave the name of Alaska, and often it went for a long time as Cleveland's Alaska.

Alaska is a smooth pea, quite a bit like a good many of the peas that are grown for field peas in the United States.

Alaska grown by a farmer without any selection will eventually turn out to be nearly all these long vined rogues with very few true canners' Alaskas, and yet what you get from an Alaska stock that has run away in that way and gone wild is not the same as Imperial or Blue Bell or any other green seeded field pea; it is earlier, and Alaska as a field pea is pretty widely known in the west. Prof. Tracey has told me that many years ago in the middle nineties when Wisconsin was still the seed pea center of the United States, seedsmen had a name for those wild Alaskas, they called them Wisconsin Alaskas, or Wisconsin Farmers' Alaskas, which meant simply a stock of Alaska which had been out of the seedmen's hands for a considerable period of time and had come to be very largely composed of the long rogues. That kind of Alaska is almost as bad for the canner as Blue Bells would be. I have seen crops of peas in Maryland that could hardly be anything else than that type of Alaska that would make vines as high as one's head and would have ripe pods on the bottom and blossoms on the top. They wouldn't stop growing, it makes the crop late, throws the harvest in the wheat harvest time, and in every way makes it difficult to make anything like a choice pack. You can buy seed in the market in the west which the farmers will call Alaska, which any jobber will call Alaska, and which you can't tell from Alaska by seed inspection; I know I can't, and I know I have that same opinion from a number of seedsmen who admit that they can not by seed inspection tell the difference between an Alasska which has gone almost entirely to offs and a real good stock.

We have been making some tests at Washington of Alaska pea seed as handled in the packing trade, so I have handled something like two or three hundred varieties of Alaska from

different seedsmen all over the country. The first year I went over the samples very carefully as they came in. I had a vial sample of each one made and had them all in front of me before they were planted. I said to myself, "There must be some difference here. I will go over them and pick out what look to me to be bad and put them in one box, and the ones that seem to be good Alaskas I will put in another box." I did, and I planted them. When the final results came I had to take about half of the bad box out and put it in the good box, and vice versa, so that I failed utterly in being able to tell which was going to turn out to be satisfactory by the seed. I think you would have the same experience. Therefore, it is possible for you to buy Alaska which seems to be absolutely good and which will not be in any way satisfactory. That leads to the exact statement that no jobber can handle Alaska peas.

Alaska pea seed for the canner is not a subject for jobbers' handling. They can not be bought by sample, they must be handled by the man who has known the crop in the field or who has hanlded the stock seed from which the crop was grown. They can't be handled as a jobbing proposition.

Worse than all that is an occurrence like this: In the early years of this century, about 1900, or very shortly afterwards, one of the men of the Department of Agriculture had a trip to the Orient. He was in the Philippines and came back by way of India. He got a number of different kinds of farm crops and brought them back for trial in this country. Among those farm crops were two sorts of peas from India. One is something grown under the name of Amraoti, a Hindu name. The other is called Bangalia, which is also a Hindu name. Bangalia is the only one of interest to canners. The only reason it is of interest to canners is because it is the earliest of all the field peas. It and the field type of Alaska are about of the same period of growth. Bangalia is not so early as a canner's Alaska, as true Alaska, but it is as early, and a little bit earlier than the wild Alaska which is grown west.

Some of those peas were shown to you yesterday. Dr. Woodbury had a sample here and you have a sample on the table. I went this morning to a seedsman and bought a packet of Alaska seed. I don't know whether those are good canners' Alaska or wild. I have taken of the Bangalia ten peas and put them in this sample of Alaska. Now I know that all of you could pick out some of them very, very readily, but I don't believe there is a canner here that could with ten minutes' examination of this sample pick out the ten peas of Bangalia that I put in here. Bangalia is a little bit smaller than Alaska, and that is one place that it does you a lot of harm because the peas, when run through the viner, sieve out into the higher price sieves.

I think you know the rest of the story of Bangalia being a purple flowered pea. When you process it, it blackens,, and more than that it blackens the liquor. If there are a comparatively few in your can of peas when it is opened out, especially the smaller size, they may look almost as black as ink. You do run some danger of getting Bangalias, but that is a minor danger to the danger of getting wild Alaskas. You can tell Bangalias by the sample of the seed, and a canner who is experienced should not buy seed with Bangalia in it. He ought to be able to see that. He can't tell when buying whether he is getting wild Alaska or not. That depends entirely on the relation between the canner and the seedsman.

This year we have had a number of germination tests made at Washington of samples of peas and corn. It would probably be well for me to tell you something of the seed laboratory at Washington and what they stand ready to do for a canner. The seed laboratory has none too large funds, of course, but it does stand ready to make a germination test for any one who sends in a sample. They only put this restriction on, that for one person they won't make more than ten germination tests per month, so, of course, if every canner and every canner's company in the whole country would send in ten every month, they probably would have to have a bigger appropriation. There is not much danger of that, perhaps, but they are glad to make these tests; up to the absolute limit of their funds they are very glad to have all of the things sent in that they can handle.

We had forty-seven samples sent in of peas. They were gathered for only a short time of I think three or four weeks. Those forty-seven sample averaged ninety-one and two-tenths per cent. germination. The worst sample of the whole lot I believe went down to sixty-six. That was only one.

At the same time, we had samples of corn asked for and we made two attempts at getting corn. A number of canners were invited to send in samples of their supplies of corn and and orders were made from corn seedsmen. The seed laboratory is very careful in buying its supplies of seed for germination tests. There are a number of things that they are empowered by law to go out into the market and purchase and make germination tests and publish the names of the folks who have seed of lowest or unsatisfactory germination. Their method of purchasing that is very carefully guarded, and they are purchased in a way so that the dealer has no way of knowing that this particular purchase is not an ordinary purchase from out in the country. That is pretty easy to do with packet seeds, of course. but not quite so easy to do when you are dealing with a wholesaler. It meant fairly large purchases at this time. They went over the corn seedsmen and sent in a number of orders. These orders turned out this way: there were thirty-nine of the corn seedsmen's samples and the average viability this year was 84 per cent. Those germination tests were just completed last night. Some of those went down as low as fifty-six, at least one did.

The canners sent in thirty-nine samples of corn. The average of the canners' samples was eighty-nine per cent. Altogether, all of the samples of corn that were handled were seventy-eight samples, and the average for the whole seventy-eight was eighty-seven per cent.

There has been quite a little trouble this year with getting both peas and corn, and I think there is apparently not much doubt that some of these wild Alaskas have been picked up by jobbers in the West and have been sold to canners. Of course, those are probably in the ground now and you won't know all you trouble until canning time comes if that has happened.

There isn't very much that can be done with the corn, of course, but those are the figures that were obtained from both the seedsmen and the canners' suppliers: Eighty-four per cent. out of thirty-nine tests from seedsmen and eighty-nine per cent out of thirty-nine tests from the canners.

Just a word as to some work that has been done at Washington within the last year on corn varieties. This was reported on by Dr. Magoon at the Buffalo Convention, so that I think many of you heard it and probably all of you have had an opportunity to read his paper in some of the canners' publications. The work has been very interesting. Drs. Magoon and Culpepper started out in co-operation with another office in our division to study the desirability of different varieties of corn for canning. After the first year's experience Dr. Magoon was very quick to say that he could always tell Golden Bantam corn, for instance. The second year it didn't turn out that way. The test then was planned on a quite extensive scale and planned very accurately for the third year. He secured I think close to twenty different varieties of corn. About half of them were white and half of them were yellow. They were planted all the same day. The canning process was exactly the same. He put in the same amount of sugar and salt in the liquor that went in with the corn. When the corn began to silk they got themselves a large supply of tags and every ear in this plot when the silk first appeared through the husk was tagged with the date. Then at intervals of five, ten, fifteen, twenty and twenty-five days they went into this patch and got first beginning as low as five days after the silk was begun, samples and took them in and analyzed them chemically and even tried to can that way. That gave them exact data on that particular pack. It meant a whole lot of work, of course, but they had then a pack that was all put up at exactly the same stage after flowering began. They had all of these cans at the best stage; fifteen and twenty days after flowering, I believe, was the time they found them to be best; they had them all opened and on the table and the whole office took opportunity to go by and make a test of them, and folks from outside were invited to come in. We could all, I think, after being blind-folded tell whether corn was white or yellow. Nearly all of us could do that, I think.

As between the different white corns and the different yellow corns, we didn't succeed in telling. If the corn is canned at just the right stage the product seemed to be about the same whether from one white corn or from another white corn or one yellow corn from another yellow corn.

Adjournment.

GENERAL SESSION OF THE WESTERN CANNERS ASSOCIATION

Wednesday Afternoon Session

April 23, 1924

The meeting was called to order at 2:15 o'clock by President Hill.

PRESIDENT HILL: Gentlemen, the members of the Western Canners Association are especially favored in having with us today our own Royal Clark, for so many years closely affiliated with this organization, but now President of the National Canners Association. Mr. Clark needs no introduction to the canners of this country. I now have the pleasure of presenting to you the President of the National Canners Association, Mr. Royal Clark. (Applause.)

President Clark made a ringing address, which will be published later, and Ex-Presidents of the N. C. A. were called on and made brief addresses.

PRESIDENT HILL: The next thing appearing on our program is "The Label, What Does It Stand For?" by Mr. W. Gillivray. He is Chief Canning Inspector of the Department of Agriculture, of Ottawa, Canada. This is the gentleman to whom I referred this morning, and I am sure that we are very glad to have him with us. (Applause.)

"The Label, What Does It Stand For?"

MR. C. S. McGILLIVRAY: When your Secretary honored me with an invitation to attend this Convention and to contribute a paper toward the program, it was with feelings of mingled pleasure and reluctance that I accepted.

I need not assure you of the pleasure it affords me to meet with the members of your great organization, many of whom I have met for years in the most pleasant relationship. At the same time I feel reluctant in imposing my ideas upon an audience, many of whom are, or should be, better qualified to speak upon any aspect of the canning industry.

My subject is "The Label, for What Does It Stand?" and at the outset I take it that you will all agree with me that it should be protective, ornamental and instructive. I will not dwell upon its usefulness as a protection to the package, nor upon its attractiveness in drawing attention to the package, but I do wish to consider with you for a few minutes its duties as well as its privileges in giving instruction to the buying public.

Its duty is to tell the essential truth about the contents of the package. Its privileges are to give information about said contents, which information is not inconsistent with the truth and which may be of benefit to the buyer or seller.

You may ask me what I mean by the "essential truth" rather than the truth, the whole truth and nothing but the truth, and my reply will be that it is possible at times to tell so much truth as to make negative the good points desired.

The essential truth, to my way of thinking, is an honest description of the contents of the package in legally defined terms of the trade, together with the name and address of the vendor who assumes responsibility for the correctness of said description.

There is considerable difference of opinion whether or not the name of the packer should appear upon the label. This, to my mind, is not nearly so important as some would have us think. If I were a packer I would hesitate a long time before I would put out any of my high-grade goods under a first dealer's label. I probably would not be so particular about my low-grade stock. My reason for this is that I would want all the advertising possible from my high-grade goods and as little as possible from such as I would not be proud to own.

On the other hand, if I were a dealer, I am sure I would much rather advertise my own brand, which through careful selection, judicious advertising, fair dealing and general business efficiency I had succeeded in placing on the most favorable markets of the country rather than to spend my energies in pushing the sale of some packer's brand without any assurance that I might be doing business with him the next month.

It may be desirable that the packer's name appear upon the label, but I fail to see where it is essential or where the consumer is benefitted so long as a reliable party assumes responsibility for the product and gives his name to the label as a guarantee therefor.

What I consider the essential truth is an honest description of the contents of the package in legally defined terms of the trade. You note I use the words "legally defined terms of the trade."

You will pardon me, I am sure, if in the remarks which are to follow I deal with the subject as I found it in Canada.

Our department collected thousands of samples of canned foods, and after a careful comparison of the contents of the packages with the statements on the labels of the same, we found that in many instances the contents did not by any means meet the glowing description on the label; indeed, it was not unusual to find the more glowing the description on the label, the poorer the contents of the package.

We gathered what information was available at the time and with it went into consultation with the packers and dealers. As a result, we decided on four grades or standards of quality and having agreed upon these, we selected four terms used by the trade, four suitable words to define these four grades. The words selected were Fancy, Choice, Standard and Seconds.

Followinig the selection of these descriptive words, we carefully defined the qualifications necessary for the food to meet the quality necessary for each descriptive word.

Having accomplished this, we then proceeded through a process of legislation to make these words and their description the legal and the only legal description for such foods as are or may hereafter be standardized.

But we did not stop there. Having legally defined the four grades or standards of quality, we required that the label should show to which of these grades the product belonged. We furthermore required that this declaration of grade should be shown on the main panel of the label, using the words "Fancy Quality," "Choice Quality," "Standard Quality," or "Second Quality," as the case might be, in type not less than three-eighths of an inch in height. We also required that the strength of syrup in fruits and the size of peas be declared in type not less than one-quarter of an inch in height.

It is our desire that the label shall tell the truth about the quality of the contents of the package; that is, the quality of the goods, the strength of the syrup and the size of the peas, so that the buyer has a reasonable chance to know what she should be getting, and also have some basis for legal action if she finds that the contents of the package does not meet with the quality claimed on the label.

At the Buffalo Convention I was discussing this matter with one of your largest packers on the Coast. He did not express himself as favorable to legally defined standards of quality; he believed that if the buyer was left to herself she would select only those brands of high reputation and reject those brands which were not proved to be strictly first class. He claimed that his own brand was nation-wide, known for superiority of quality, and he did not care to lose the benefit of the thousands of dollars which his firm had spent in advertising the superiority of his product, which benefit he considered he would lose if the Government established a legal standard, and allow his competitor, who possibly did no advertising, to claim legally on his label a quality as good as he, the advertiser, would be permitted to claim on his.

I pointed out to him that from careful observation made in Canada we had found that declaration of quality on the label had benefited rather than injured the business of highly advertised products of a really first-class quality, but had a restrictive action on the sales of goods of inferior quality, but offered for sale as "equal to the best in the market."

Strange to say, the afternoon of the same day on which I was talking to the packer just referred to, I was looking around a grocery in Buffalo when I overheard a customer giving an order for canned peaches. She said to the grocer: "I see Brand" (naming the brand of the packer just referred to) "is advertised as the finest goods. Do you keep that brand?"

The grocer replied: "Yes, we keep that brand and will be glad to furnish goods under that brand to you, but let me tell you something. While no one can question the quality of the goods under that brand, you can scarcely pick up a magazine in this country in which that brand is not advertised, let alone the advertisements on thousands of billboards and in street cars throughout the whole land, and someone has to pay for that advertising. Now, we have a line of peaches on which we put our own label; they were specially selected by us, and we have put the money in the quality of the goods instead of in advertising."

He sold his private brand of peaches to his customer; he also sold a can to me. I had examined thousands of samples of various products put out by the packer of the highly advertised brand, and in 95 per cent or more instances I had found them to be "Fancy Quality." I was curious to see the quality of the goods which had advertising cost put into the goods.

Leaving the grocery I went into the Convention Hall, where I met a processor whom I have known for the past fifteen years. He is what you might call a "traveling processor"; that is, he never spends more than one or two seasons with any one firm. Since I have known him he has been alternating between New

York State factories and Ontario factories. He spied the can of peaches I had and asked me where I got it. I told him. He replied: "Oh, I know all about them. We packed the goods for that firm this year, put them under their own private label, you know."

I remarked: "They are strictly high-class goods, I suppose?"

He replied: "Oh, no, they are only standard quality, and none too good at that; that firm does not know good canned foods when they see them."

I leave it to you if this was not an instance where a gross injustice was done not only to the consumer, but to the packer of high-quality goods and to the canning industry in general.

Legal standards, whether they are State, Provincial or Federal, are most desirable, but they are of little actual value unless they are declared upon the label.

Legal standards without declaration on the label may be of some value in dealings between the canner and the jobber, or between the jobber and the retailer, but they are of value there only inasmuch as the dealings between these parties are by written contract, but as between the retailer and the consumer, who is, after all, the most vitally interested party, there is only the verbal declaration of the clerk behind the counter, and he may be wise and just, or ignorant, or dishonest.

In the instance which I have just cited there could easily have been ten cents a can difference in the cost to the grocer for the goods which he offered, but instead of his customer getting the benefit of this difference, or getting what she paid for, she received a product which disgusted her with canned foods in general and not necessarily the brand she received in particular.

Now, gentlemen, I submit that had the quality of the peaches for which she asked been legally defined, and had that quality been declared on the label, the clerk would have had difficulty in convincing her that standard quality of peaches (even with the price of advertising thrown in with the goods) were as good as fancy quality of peaches, even if a lot of money had been spent in advertising the same.

There is a statement of truth many claim should be shown on the label, one I do not consider an "essential truth," and to my mind the telling of which would be an error of judgment. I refer to the declaration of date of packing.

I can scarcely understand how anyone who really knows anything about the canning industry could let this claim be set forth without challenging it.

If canned foods were like wine, improved with age, or like some drugs, deteriorated with age, there might be something to commend such a claim, but they are not. There is scarcely a variety of fruit or vegetable which, if properly packed, deteriorates with age. I am sure you will all agree with me that from your own experience carefully selected, properly processed and intelligently stored canned foods are found to be in better condition six years after packing than are carelessly selected, improperly processed and neglectfully stored goods of the same variety six months after packing. I might say here that the best can of corn which I tasted in 1923 was packed in 1898, twenty-five years old.

A considerable portion of the population of the North American Continent is strongly prejudiced against canned foods. This prejudice is caused partly by ignorance concerning their value and partly through unsatisfactory experience which they have had in buying what was expected to be the first-class article, but which proved to be "slush."

The best way to overcome this prejudice is to send a special messenger to the buying public with a message of truth about the products which you are manufacturing; and, to my mind, the best messenger you can select to carry this message is the one which accompanies every package which leaves your warehouse—the label.

In conclusion, I thank you for the kind attention you have given to my rambling remarks. It is a great pleasure, as well as a privilege, to meet with you, and I assure you I never leave one of your conventions without feeling that I have been both benefited and blessed. (Applause.)

Next was introduced Mr. Wm. Clendennen, who gave one of his characteristic talks on advertising, and was followed by Mr. James E. Hoff, who spoke upon "Insurance Costs." The session then adjourned.

THURSDAY MORNING'S GENERAL SESSION

April 24, 1924

The meeting was called to order at 10:30 by President Hill.

PRESIDENT HILL: The first paper this morning will be by Mr. Grosvenor, Chairman of the Tomato Section of the National Canners Association, on "Tomato Thoughts."

MR. E. O. GROSVENOR: I shall have to turn the reading of that paper over to Dr. Street, because my throat is in such a condition that I cannot read it.

(Dr. Street read Mr. Grosvenor's paper, which will be published later.)

PRESIDENT HILL: We will now have the pleasure of listening to an address by Arthur Hamilton, who is the President of the Ohio Canners' Association. Mr. Hamilton will talk to us on "State Associations, Their Sphere of Usefulness." (Applause.)

MR. ARTHUR HAMILTON: It is unfortunate that there were not more present to hear the excellent paper which has just been delivered, but, Mr. President, one of the finest speeches I ever heard was in the House of Representatives, delivered to the speaker and the clerks.

I attended this morning a breakfast which was one of the most interesting breakfasts that I have had for some time. I was invited by the Secretaries of the State Associations of the various States in the Middle West, and if you canners could have been present at that time and heard discussed by those who were there who are Secretaries of the State Associations all the things they talked about, I feel satisfied that everyone of you would be members of your State Associations. I am sure that you do not realize the interest they are taking, the time that they are devoting to your interests, for your progress, for your betterment.

We do have in Ohio an association. It might have pleased the great Creator to have made man independent, but as dependence is one of the strongest bonds of society, God made men dependent on one another. Therefore, there is no industry in this nation where the individual operator can stand alone. Organization has been in the world since Adam and Eve held their meeting in the Garden of Eden. The great Church of Christ is the result of organization. It is true of every industry in this country. The canning industry is well recognized as one of the greatest and most essential industries that we have.

I don't want to take much of your time, but I do want to recite just a few of the things that are accomplished. First, it is an opportunity to meet those with whom you should be intimately associated in your own State. Down in Ohio we have an excellent representation of supply men and brokers as associate members. It is said that the supply men and the brokers get the members down in the lobby and in their rooms, when the canners should be attending their meetings. That is true to a certain extent, and down in Ohio we do give them an opportunity for meeting the canners, but when the time comes for a meeting of the convention, I am proud to say that we have the hearty co-operation of our associate members as well as the regular members.

We have in our State an experiment station, and we have a committee on seeds and soils. This committee is very active every year working in conjunction with the experiment station at Worcester, and has accomplished wonderful results with reference to the canning industry in seeds and the development of seeds.

I merely mention these items of activity for the purpose of showing that each and every canner in any State ought to support his State organization. It is an activity that your ancient and honorable organization cannot reach; it is a work that no national association can reach; it is local; therefore, your State must handle it. Your State organization cannot handle it without the individual support of each and every canner in that State. My friends, if a member canner receives no benefit whatever except on the one item of the activity of the officers and the legislative committee, it is well worth every dollar of dues that you pay. You could not accomplish a thing without organized effort. That is true.

We have a committee on trade regulations. That is for the benefit of the individual members. If a member canner should have any difficulty with a buyer which he is unable to settle or mittee. Or if there is any activity on the part of any broker or any buyer which is not ethical, that matter is referred to a trade relations committee. That applies in every State in this Union that is interested in the canning industry.

The interchange of information between the secretaries is valuable, very valuable. The bulletins that are issued to you from your Secretary's office undoubtedly furnish you information that you could in nowise find out.

PRESIDENT HILL: We will now return to the paper that we should have had yesterday, but, unfortunately, were unable to reach. The subject is: "What Does Bacteriological Research Mean to the Individual Canner?" That is a very interesting subject, and will be handled by Dr. J. R. Esty, of the National Canners Association Research Laboratory. (Applause.)

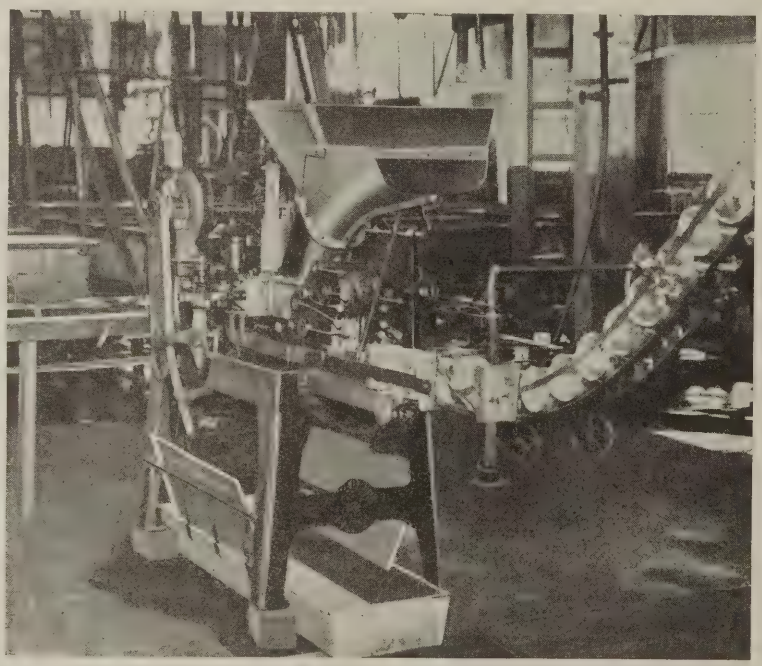
(Dr. Esty's paper is held out.)

A Few of California's Canneries Where Quality



Interior View Santa Rosa Plant, Showing Anderson's Rotary Aluminum Exhausters.

HERE is shown the Santa Rosa plant of the California Packing Corporation. This view shows one of their many modern plants. The interior of this plant gives a comprehensive idea of the cook room equipment, showing clearly the line-up of the Anderson Rotary Aluminum Exhausters which includes from No. 1 to No. 10. North Branch Plant, San Francisco, and Plant No. 12, Sacramento, are equipped in a similar way. This company has appreciated the value of the long, low temperature exhaust to improve the qualities of their famous Del Monte Brands.



Interior View of the F. E. Booth Company Plant, Centerville, Showing One of the Anderson's Fillers in Operation.

THE plant of F. E Booth Company, at Centerville, California. This well known company is one of the pioneer canners of California operating a number of plants in the State. This company packs fruits, vegetables and sardines. The interior view shows one of the Fillers manufactured by the Anderson Filling Machine Company. This machine has been operated for the past season on spinach and tomatoes. This filler will pack 200 cases per hour, making a uniform fill and improving the quality of the product. The features of this machine are the saving of labor and its sanitary operation.



Libby, McNeill & Li

LIBBY, McNeill & Libby plant, this well known firm. The vie terior view shows only a portion of th Exhausters appear in the foregroun which they use on spinach, tomatoes, view.



Virden Canning Co

THIS view shows one of the latest California. This company is on Charles E. Virden, its founder, has gr The interior view shows three Rotary son Filling Machine Company. The seasons in this particular plant. This their modern plants. The long-low ex the quality of their pack.



Jones & Compa

THE plant of H. Jones & Comp operator in Australia in jams, plant shown here is their introductio to be one of the most modern in this Anderson Rotary Aluminum Exhauste two seasons, and the company oper plants.

ANDERSON FILLING MACHINE COMPA

the Latest Improved Methods Are to Be Found



nyvale, California.

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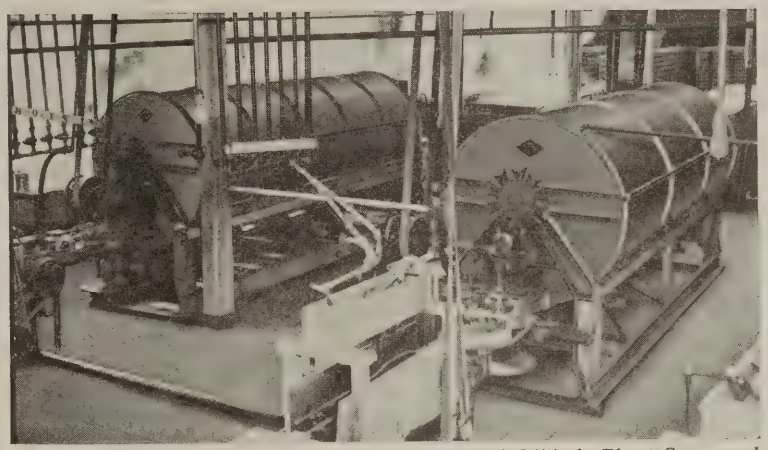
Marysville, California

den Canning Company, at Marysville, , and under the able management of g the largest operators in the State. austers, manufactured by the Ander- ve been in operation for the past two tes similar machines in two more of to be a benefical factor in improving



kland, California.

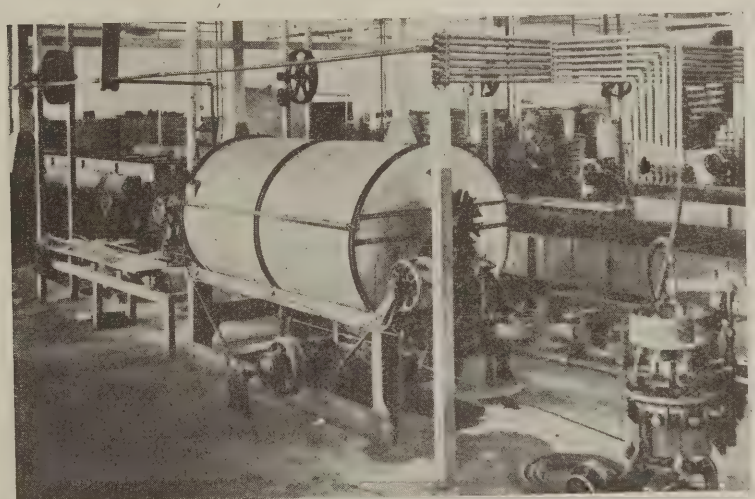
d,California. This company is a large under the famous I X L Brands. The ing industry in the State, and is rated ountry, The interior view shows the e has been in operation for the past ype of exhausters in their Australian



A Section of An Interior View of Libby, McNeill & Libby's Plant Sunnyvale, Showing the Anderson Exhausters.



An Interior View of a Section of the Virden Canning Plant, Marysville, Showing A Few of Anderson's Exhausters.



Showing a Portion of the Interior View of Jones & Company's Plant, Oakland, Who Are Users of the Anderson Exhausters.

ALAMEDA, CALIFORNIA Mfg's of The Complete Line.

"A Few Essentials in Beet Packing"

PRESIDENT HILL: Dr. T. O. Goeres, Chairman of the Beet Section of the National Canners Association, Lodi, Wis., will now address us. (Applause.)

DR. T. O. GOERES: To be brief, I will try and touch upon what we consider the most essential in successful beet packing.

1. We must consider soil. Beets, like every other vegetable, in order to get the required color, texture, flavor, shape, yield, etc., must be planted in favorable soil. We, in Wisconsin, are satisfied from past experience that the black, partly sandy, silt loam is the favorite soil. Soils of the nature of muck, such as well-drained marshes usually produce on very favorable conditions. The soil must be well supplied with water and organic matter.

2. **Preparation of the Soil.** We recommend fall plowing. Start working the soil as early as possible in the spring; then, about once a week, drag it thoroughly with a fine tooth drag up to planting time. Working the soil in this way keeps down the weeds, and helps hold the moisture. Fall plowing also helps to winter-kill weeks. Just before planting give your soil a final dressing, then a thorough planking or rolling.

3. **Fertilizer.** William S. Meyer, D. Sc. F. C. S., Director in Chief, Chilean Nitrate Committee, has the following to say in a pamphlet entitled "Commercial Vegetable Products."

"Beets grow well only when the weather is cool. A sandy, black loam soil is best, as heavy soils produce crooked roots, and many hairy branches. Fifteen to twenty-five tons of well-rotted manure and one to two thousand pounds of Mixture "B" per acre should be used for the crop. In addition, a top dressing of two hundred pounds of nitrate of soda three or four weeks after planting will give the plants a good start.

"Formula 'B' for beets, analyzing about 5-6-8:

Nitrate of Soda	500 pounds
Tankage	300 pounds
Acid Phosphate	1,000 pounds
Sulphate of Potash	200 pounds
Total	2,000 pounds

4. **Planting.** We sow all our beets with a hand-pushed planter. Beets want to be planted just as shallow as possible. We find that we can do this much better and more evenly with a hand-planter, rather than with a horse-drawn planter. If the soil is properly prepared, this hand-planter pushes comparatively easy. A man can easily sow a couple of acres per day. We sow them in rows from 16 to 18 inches apart. Our sowing is not started until after the 1st of June. I will give you the reason for this late sowing later.

5. **Seed.** The most essential from the jobber's point of view seems to be color. They insist on the dark red color. We find that the Detroit dark-red variety is the most favored seed, not only on account of its color, but because of its texture, flavor and shape. Undoubtedly there are other varieties of seed that are just as good, but we have had no experience with them. Of course, the texture of the beet must be anything but woody or stringy. The shape should be as round as possible. The more round the more accurate the grading. Through the courtesy of the Garrahan Canning Company, of Luzerne, Pa., I have a few cuts on display that illustrate the desired shape very well. We sow eight pounds of seed to the acre. This sows quite thick, which helps to eliminate too many large beets.

6. **Cultivation.** The big idea in growing beets is to keep the weeds down. If the grower will do as I suggested under "Soil Cultivation," he won't have much trouble with weeds. The idea is not to let the weeds get a start. The old hoe and the push cultivator are the most important implements. We use a horse cultivator, too, but all the "close-up-to-the-plant" work is lone with a hand-pushed cultivator and the hoe.

7. **Harvesting.** Pulling and topping is the old familiar expression. This used to be tedious handwork, but now we have a machine which does the topping. The tops, or greens, have to be twisted or pulled off, instead of being cut off. Cutting causes the beet to bleed, while the twisting or pulling does not. Bleeding does not only affect the coloring, but causes them to wilt. It seems to take the life right out of the beet. The Hanson Machine Company has a machine known as the "Hanson Dumond Topper" on the market. We have not used this machine, but have one ordered, and we are going to use it on our own farm. Some of the boys who have used it speak very highly of it. I have had numerous inquiries from canners from other States in regard to this topper, so I brought a cut of the machine with me, and if there are any who are interested I will be glad to take this up with them later. Of late years we don't start the harvesting of beets until October. We prefer a spell of cold weather before we start packing. We find that a cold snap adds to the color and sweetness of the beet. I don't mean to say that we have a killing frost, but snappy nights, and even a light frost if possible. We used to pack early beets, but the results were unsatisfactory and the quality not as good in comparison with the later pack.

8. **The Cost of Raw Beets.** We used to buy beets at a flat rate per ton. This was not satisfactory because the grower neglected the small beets. The last few years we bought our beets on the graded scale. All beets that are three inches and over in diameter we paid $10 per ton; for all beets less than three inches in diameter we paid $15 per ton. We grade about three loads from each field, and take that as an average. We are contemplating a three-grade system, which we feel will encourage the grower to raise more small beets. The system will be something like this: $7 per ton for all beets over three inches in diameter; $15 per ton for all beets not over three inches, or less than two inches in diameter; $25 per ton for all beets less than two inches in diameter.

Of course, when growing your own beets you have better control over the sizes, and generally get a bigger percentage of small beets. I am inclined to believe that the new topping machine will stimulate the delivery of more small beets, for it is said this machine tops the little fellows very nicely.

9. **Packing Beets.** In our receiving shed we have a cylindrical grader, which grades into five distinct grades. From this grader they are conveyed into the factory to a washer (we use our old corn washer). From this washer they are put into crates and par-boiled or blanched. We do this in our retorts. The time varies from ten to twenty minutes at 212 degrees, depending on the size of the beets. The bigger the beets the longer the time required to properly blanch them. From the retorts they are taken to the peeler (an ordinary vegetable peeler), and from three to the trimming tables. Now we come to a comparatively new feature. The Beet Section of the N. C. A. has adopted a standard of sizes. ;To comply with this new standard, we run the beets through another grader to get a more accurate grading Right here I want to say, if there is a manufacturer in the room, that the beet packers are in the market for a standard grader that will comply with the sizes as adopted by the National Beet Section. I have numerous pamphlets for those interested, which may be had for the asking.

10. **Processing.** We process according to Dr. Biglow's recommendation, namely:

	Process Time in Minutes With Retort Temperature of 230°	240°
No. 2 Cans	50	25
No. 3 Cans	50	25
No. 10 Cans	60	35
No. 2 Glass Cans	55	30

The process time given for the No. 2 glass cans is intended for beets packed in water. If vinegar is added, the beets may be processed at a substantially lower temperature, or for a shorter time, depending upon the amount of vinegar employed.

11. **Grading.** Standard grades adopted by the Beet Section of the N. C. A. The beet packers used to pack all the way from fifteen to twenty varieties as to count; for example, 7/ov., 12/ov., 15/ov., 17/ov., 20/ov., and so on, but through the efforts of our Section, we have eliminated them to nine grades, cut, sliced, diced, and six whole sizes varying from one to one and thirteen-sixteenth inches in sizes. To be accurate, the following are the grades adopted: Cut beets—all beets over 2-3-4 inches in diameter cut to uniform size. Sliced beets—beets 2 inches to 2¾ inches in diameter sliced to 5-16 of an inch in thickness. Cubed beets—all beets over 2¼ inches in diameter are cubed to a uniform size of ¼ of an inch. Whole or no count—a can full of beets of 2 inches to 2½ inches in diameter. The three grades above are for all sizes of cans. Whole beets are graded and known by the count of beets in the can.

No. 2 cans, contents 1 lb. 4 oz.:

Count 50 over per can 1 inch in diameter.
Count 35 over per can 1⅛ inches in diameter.
Count 25 over per can 1¼ inches in diameter.
Count 15 over per can 1 7/16 inches in diameter.
Count 10 over per can 1⅝ inches in diameter.
Count 7 over per can 1 13/16 inches in diameter.

No. 3 cans, contents 2 lbs. 1 oz.:

Count 90 over per can 1 inch in diameter.
Count 60 over per can 1⅛ inches in diameter.
Count 40 over per can 1¼ inches in diameter.
Count 30 over per can 1 7/16 inches in diameter.

Count 20 over per can 1⅝ inches in diameter.
Count 15 over per can 1 13/16 inches in diameter.
Count 10 over per can 2 inches in diameter.

No. 10 cans, contents 6 lbs. 10 oz.:
Count 300 over per can 1 inch in diameter.
Count 200 over per can 1⅛ inches in diameter.
Count 130 over per can 1¼ inches in diameter.
Count 100 over per can 1 7/16 inches in diameter.
Count 70 over per can 1⅝ inches in diameter.
Count 50 over per can 1 13/16 inches in diameter.
Count 30 over per can 2 inches in diameter.

Through the courtesy of the Garrahan Company, of Luzerne, Pa., I have their various sizes on display packed in glass jars. Those who are interested may examine the same at the close of this morning's program.

I have also a surplus of pamphlets giving the grades and sizes which may be had for the asking.

If you have not tried the processing of grade beets, I think it would be worth your while to experiment to just see whether beets that are kept in the ground until we have a frosty spell of weather won't be of a better color and will have more sweetness than the early beets. (Applause.)

PRESIDENT HILL: This closes our program for the morning. We will now return to the reports of standing committees. Has the Committee on Conference anything to report?

MR. E. W. VIRDEN (Iowa): We have nothing to report. There has been no representation from either the Wholesale Grocers Association or the American Grocers Association, so we have nothing to bring before the body.

PRESIDENT HILL: The Auditing Committee's report. Mr. Bacon, will you report on the books?

MR. ALBERT T. BACON (Illinois): Western Canners Association, John A. Lee, Treasurer. Statement of cash receipts and disbursements, November 6, 1923, to April 19, 1924:

Balance November 6, 1923		$ 824.06
Receipts:		
Association dues		2,775.00
Total		$3,599.06
Disbursements:		
Convention Expense, Nov., 1923	$316.21	
J. W. Hill, President, Expense	216.11	
Salary, John A. Lee, Treasurer	416.67	
Stenographic and Clerical Services	357.07	
Advertising	60.00	
Printing, Stationery and Supplies	515.91	
Telegraph and Telephone	62.65	
Dues	42.00	
Miscellaneous	79.83	
		2,066.45
Balance April 119, 1924		$1,532.61

We have audited the accounts of John A. Lee, Treasurer, Western Canners Association, from November 6, 1923, to April 19, 1924.

All cash shown by the books as having been received has been properly accounted for and disbursements have been made only on approved vouchers.

The cash balance as at April 19, 1924, is in agreement with certificate furnished us by the Boulevard Bridge Bank of Chicago.

Respectfully submitted,
(Signed) ALBERT T. BACON & CO.,
Certified Public Accountants.

PRESIDENT HILL: If there is no objection, this report will be received and placed on file.

Report of the Traffic Committee, Mr. Clapper.

MR. WILLIAM CLAPPER (Iowa): We have been endeavoring to get the railroads to help out the Middle West and the Pacific Coast some, and they have just recently adopted a concession to the extent of giving us a 75c rate with an 85-pound capacity, as against the dollar with a 60-pound capacity, making the same per car, but less per ton.

PRESIDENT HILL: This report will be received and made a part of the records.

Cost Accounting—Mr. McCartney, of Ohio, the Chairman of that Committee, is not here.

Mr. Deniger, of Factory Efficiency, is not here.

Mr. Sears, of Soil Conservation, is not here.

Membership—Mr. Stare, of Wisconsin, is not present.

By-Products—George Stocking is not present.

Next we have the report of the various temporary committees. The Committee on the Secretary's Report.

MR. E. W. VIRDEN (Iowa): Mr. Chairman, I will read the Secretary's report because it is of interest, and I think that we will all be glad to hear it again.

Mr. Virden read the Secretary-Treasurer's report.

MR. VIRDEN: The committee appointed by the Chair was Cosgrove, Mitchell and Virden. We considered this report and we found it very complete, and we move the adoption of the report and that it be filed. We wish to commend the Secretary for the unusual activity of his office. We feel that in Mr. Lee we have an official that is particularly adapted to this line of work and he has the entree to the newspapers, which, perhaps, nobody else would have in the same way, and the publicity that he has given to canned foods generally has been of untold value.

PRESIDENT HILL: We are very much pleased to hear this report. The motion is made to adopt the report and with the thanks of this Association to Mr. Lee for his efficient work during the past year. Kindly take this action by rising.

The motion was carried unanimously.

PRESIDENT HILL: Mr. Whitman, Chairman of the Resolutions Committee, is absent. Will the Secretary read these resolutions?

Resolutions

SECRETARY LEE: "Resolved, That the thanks of the Association be extended to Hon. William E. Dever, Mayor of Chicago, for his kindly welcome to the city.

"Resolved, That the Association hereby express its appreciation to those whose addresses have cheered and encouraged its sessions and that we thank them for their presence and cooperation.

"Resolved, That we record, with pride, another year's efficient and energetic service rendered the Association by its genial Secretary, Col. John A. Lee.

"Resolved, That this Association expresses its sincere appreciation to J. W. Hill, of Iowa, who has acted as its president for two years, and for his splendid service in promoting the welfare and interest of its members.

"Resolved, That it has been a pleasure to have with us the several sections of the National Canners Association, as well as the National Kraut Packers Association, the National Food Brokers Association and the Canning Machinery and Supplies Association, and that their presence has added greatly to the interest and value of the meeting.

"Resolved, That we deplore the loss of several members of the Western Canners Association who have been taken from us by the grim reeper, and that we hope to meet them in the glorious life beyond this, where they have gone to their reward.

"Resolved, That we hereby acknowledge the receipt of the telegram of kindly consideration from the American Wholesale Grocers Association through E. A. Humphrey, Chairman of the Conference Committee, and that we heartily reciprocate its expression of friendship and esteem.

"Resolved, That a committee be appointed as follows (which committee has been named by the President):

Mr. Ira Whitman, Illinois,
Mr. E. O. Grosvenor, Indiana,
Mr. Walter A. Reed, Michigan,

for the purpose of ascertaining the probable cost of printing and circulation of many of the valuable and practical addresses delivered at their convention, and that the committee have power to act in the matter in co-operation and with the approval of the President and Treasurer."

A motion was regularly made, seconded and carried to adopt the report of the Resolutions Committee.

The Election

PRESIDENT HILL: We will now have the report of the Nominating Committee, composed of Mr. L. A. Sears, of Illinois; Mr. Arthur Hamilton, of Ohio, and Mr. George Stocking, of Wisconsin. I understand Mr. Sears is not in the room, and the Secretary will read the report.

SECRETARY LEE: The Committee makes the following report, and has handed it to me, with the request that I read it:

J. J. Rogers, Pendleton, Indiana, President.
Arthur Hamilton, Lebanon, Ohio, Vice-President.
John A. Lee, Chicago, Ill., Secretary and Treasurer.

Board of Directors—Walter Trego, Hoopeston, Ill.; William Pendleton, Lawrence, Kan.; W. B. Stokeley, Newport, Tenn.; C. C. Dawson, Balir, Neb.; Roy Nelson, Crane, Mo.; E. H. Van Zandt, Longmont, Colo.; H. L. Herrington, Ogden, Utah; W. H. Taylor, Watertown, Minn.; J. B. Weix, Oconomowoc, Wis.; Howard Orr, Circleville, Ohio; Mac Ewing, South Haven, Mich.

I move the adoption of the report as read.

The motion was seconded.

MR. VIRDEN: Before the adoption of this report I would like to call your attention to the fact that the entire Board of Directors is elected every year, and it seems to me that it would be a wise thing for us to elect only half our board membership at any one meeting and have a hold-over of about half of the Board of Directors, so that we would not have a new personnel every year.

In order to bring that matter before the house, I suppose a motion would be in order to amend the Constitution.

SECRETARY LEE: It would require an amendment of the Constitution. Just now I find that at least half of that Board of Directors are hold-overs or re-elected men. The probability is, if your resolution stated that we adopt the principle of electing half of the Board of Directors each year, and that the other half hold over for next year, that can be done at the next convention. In that way, however, you would have to give your directors a term of two years. Suppose you make a motion, Mr. Virden, that those members of the Board of Directors who will be re-elected hold for one year and that the others hold for two years.

PRESIDENT HILL: I think we should divide this matter. We will entertain your motion first and then elect the officers afterward.

MR. VIRDEN: I make the motion that the hold-overs nominated for directors for the coming year be elected for a one-year term, that the new members nominated shall be elected for a term of two years, and that in the future the election shall be so held for directors that approximately one-half will be elected each year.

The motion was seconded and carried.

PRESIDENT HILL: The question now before you is upon the adoption of the report of the Nominating Committee. The Chair will entertain a suspension of the rules and authority given to Mr Virden to cast the unanimous vote of all present for the gentlemen named for the respective officers.

The motion was regularly made, seconded and carried unanimously.

MR. VIRDEN: Mr. President, the unanimous vote of the Association is cast for these officers.

PRESIDENT HILL: I declare these gentlemen duly elected to their respective offices for the ensuing year.

Gentlemen, I want to take this occasion to thank the Secretary, particularly, for the very hearty co-operation he has given me during my term of office, and also to thank the members at large for their hearty affiliation with us in matters pertaining to the business of our organization. I relinquish my authority to my successor and wish for him abundant success.

With this statement you may consider yourselves adjourned sine die.

The meeting adjourned at 12:30 o'clock.

ADJOURNMENT

Problems That Face The Industry

By President ROYAL F. CLARK.

THERE are problems confronting the canning industry today that, to my mind, are greater than have ever confronted it during its entire existence.

The solution of these problems calls for the wisdom of the very best men in the industry. We are passing through what might be termed today a high-tension period. A short time ago we witnessed an advance in materials and wages that astounded the recipients. That period was followed by a depression which wrecked many. We have witnessed during the past eighteen months a strengthening of values, but we do not have the confidence of the American citizen in these values that we had during the other period of inflation.

There are many reasons for this. Politics cuts considerable figures in this lack of confidence on the part of the business men of today and I want to say that it behooves every canner and every businessman to weigh very carefully each step that he takes in his own business. I do not want to make a pessimistic picture out of the future, but I do not believe that we have any right to be too optimistic. One thing we have got to do is to keep our feet on the ground to proceed carefully if we are to have a successful season.

Adjustment periods will come from time to time as America expands in its industrial and social life, and I believe that the canners of this country will continue to play a very important part in these periods. There are many reasons for making this statement. Conditions of living have changed materially during the past few years. We have thousands and thousands of people leaving their farms and the rural districts and coming to the cities. Experts tell us that the large cities can very well take care of this influx, and that they are needed. You have many thousands of people living in apartments and using the kitchenette that you didn't have twenty-five years ago, and canners, being conservers of food, are able to offer foods that are fresh, and just as fresh as those picked from the garden.

The growth and happiness of any people depends upon their ability to procure first, the necessaries of life, and second, those things that enables them to maintain a respectable position in society in their own sphere.

The businessman of today, if he expects to be successful must have a vision that will bring to him an understanding of the problems of every man, woman and child in this nation. Questions involving capital and labor must be settled and *settled* for all time. I believe that capital and labor have gradually been coming together, and I believe also that if we could get rid of seven-eighths of our present politicians, the questions that are involved that so often-times disturb business conditions, would be removed.

I don't want to talk politics, but I maintain that the businessmen of this country have got to commence to interest themselves in political questions and have got to commence to go to the polls if they expect to protect their business.

I don't know what percentage of the citizens of the United States go to the polls, but it is low, and it possibly could be compared with the low per capita consumption of canned goods. Refusal to exercise the privileges granted them under the constitution of the United States, and the constitution of the several states, is lamentable.

Lower Cost of Living—One of the problems that is confronting the canning industry today and in fact all business is the demand on the part of the consumer for a lower cost of living. It doesn't make any difference whether or not this is a superficial view taken by the people, there is and has been for the past few months a demand for a lower cost of living that we have got to recognize and deal with.

What position is the canner in? We might just as well say, gentlemen, right now that so far as canned goods are concerned for 1924 and 1925, in other words up to the time of the new pack, there can't be any reduction. You know that. Every single thing that goes into the production of canned goods has been purchased or, in other words, the cost has been fixed. The cost of your cans, seed, labels and everything else is fixed. You might possibly have lower wages, but if you have, can the people pay the price that you must get for your product? You have to think of that.

Canned foods are high, not too high if business conditions will continue as they are today or have been the past eighteen months, but too high if we have a drop, and yet our cost is fixed. Isn't that the situation?

I am of the opinion that the price of cans is too high. I say that without any particular criticism for our friends, the can makers. We can't help it so far as the production of 1924 goods is concerned, because the price is fixed under our contracts, but I want to tell you that the American Sheet & Tin Plate Company, and manufacturers of cans, and of everything else that goes into the production of canned foods, must make or in my opinion should make a very systematic study of this question before they announce recipes for 1925.

If you get the cost of canned foods too high, and this great industry that has developed topples over, the manufacturers of all these products, the canmakers and all others, will find themselves under the pile with the canner. I am not criticising, but I do want to throw out this thought to very can manufacturer, and in fact I want to go way back to the American Sheet & Tin Plate Company, I want to throw it out to the seedsmen, and to the box manufacturers, and to the label men: I want them to get the thought—that it is our duty to carefully consider the question whether canned foods are getting too high before prices

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Gamse Can Labels are "BETTER" Labels.

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Beginning May 15th, we are prepared to supply you with Open Field Grown Tomato Plants. Varieties – New Stone – Greater Baltimore and John Baer. Prices – In lots less than 25 m. $1.50 M., lots over 25 M. and under 100 M. $1.25 M. – In lots over 100 M. write for prices or come and see our fields. All f.o.b. Marshfield, Mo. Plants packed in moss and shipped in light wood boxes."

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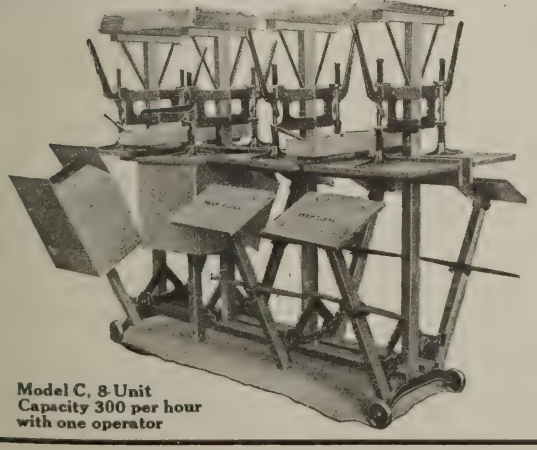
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BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

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CANNED FOOD BROKERS
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Wire us your offerings.



Model C, 8-Unit
Capacity 300 per hour
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LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
510 Consolidated Building, Los Angeles

are made for these materials that will go into the 1925 production.

What I mean is that this is a problem that all of us should sit around the table, discuss and work out, and I believe that if it is necessary or if we find is necessary to reduce the cost of canned foods to the consumer, it will be better that we all shrink profits, from the tin plate people down to the consumer, and from the seedmen down to the consumer, rather then take a chance of destroying the greatest industry in the United States.

Some will say that this is a rather pessimistic view to take, but if you will carefully go over the situation, I think you will come to the conclusion that it isn't, it is a business proposition.

In the past many articles that have been manufactured and distributed in this country have gotten too high, and then the great pile went over. I have talked with some businessmen that were interested and caught in just such a tragedy, and they tell me that there wasn't' a real conference between all branches of the industry that went into the production of the final article; there was not a community of interest, or they would have been able to forestall real disaster.

There is one thing that we can do this year. We can put some real efficiency into our production, and if we do that it will mean better quality.

There is one thing that the canning industry must keep in mind, and that is that we must render a service—a real service —to the consumer from now on, if we expect to succeed. You can't render a real service without giving the consumer some real quality goods. Efficiency is one way to produce quality. It will also tend to reduce cost.

Quality—I presume that every canner who has talked on canning problems during the past ten years has spent a little time on the question of quality. I presume that every time I have attempted to make an address I have also spent a little time on the question of quality. I heard a canner not very long ago say that he would like to listen to one address made by the officers of the different canning associations in which they would leave out the question of quality, they were always hammering quality. I sometimes think that I have hammered it long enough and ought to leave it out. but when I go over the situation and think of the problems that confront us, and I take into consideration not only the canners, but the distributors, including the wholesaler and the retailer, and finally get down and think about the consumer, I am forced to the conclusion that it will never be out of place to talk about quality. When you talk about quality, commence way back with the tin plate people, and follow that question down to the consumer. Go back to the seedmen and all others that are producing merchandise that goes into the final product, the can of food, and think of quality.

Usually we talk about quality corn and think of the product itself, and then we talk about quality peas or quality tomatoes, whatever the item may be, but think of the product itself. We do not consider items of merchandise we purchase. We have got a lot of work to do in the National Canners' Association and other associations in the improvement of raw products and merchandise. The can makers recognize that fact, and they are willing to co-operate with us.

Cans—The National Canners Association today is spending a large amount of money in association with the canmakers in sloving the problems of the tin can, in the hope that they will be able to produce and distribute to the canners a better article. That is quality. We must have some real conferences with the seedmen, particularly so far as peas are concerned, if we expect to produce quality peas. I want to tell you right now that you can't produce quality peas unless you have quality seed. I also want to tell you that we have a big problem in the state of Wisconsin on this question of seed. You corn canners have had your problems relative to seed. Some of them have been solved, but the question of pea seed to the pea canner is a real problem today, and I find that thousands of bushels of seed have been delivered for sowing this year that are not right, that won't make quality. In view of that situation can we say that we have talked enough about quality? I think there has been an effort on the part of every canner, whether of vegetables or fruits or fish, to improve quality during the past few years. I also think the corn canners will not be offended if I say to them that they have a lot of room for improvement. That doesn't mean that there isn't packed today some of the best quality corn, but I want to tell you whenever you find a canner packing real quality corn, he sells it right at his desk.

There has been an improvement in the packing of peas, but we have a lot of room for improvement. When there is a large production of canned peas, then the pea canners get down to produce some quality goods. The result is, of course, that you don't have as large a pack, but they produce goods that the consumer wants and you find, if you will make an analysis, that you have increased the consumption of that article, and that applies equally to every other commodity outside of peas. Then we find that when there is a scarcity, all of us get a little lax, and that is just the place where we ought to tighten up. When we have a small production, as well as when we have a large production, the canner of peas or corn or tomatoes or anything else should be on his toes. This is not an easy business, you all know that just as well as I do. Some of our friends on the outside seem to think that the canning game is an easy one, that all you have to do is to form a corporation, build a factory and hire a fellow that comes along as superintendent, plant your seed and bring the green produce in. Of course you make a contract with the can man and buy some boxes. You see the seedmen, and you make friends very rapidly with our good friends the supply people, and on the outside they have an idea that this is an easy game. I want to tell you that the canning game is one of the hardest in this country, if it is worked right.

I am not going to say anything further about quality. No one will dispute the fact that quality production means increased consumption of any particular item, so I haven't any argument to make with you; no one will dispute me.

What are the chances for increased consumption of canned foods? You all know that they are there, but I don't believe that many of us realize what possibilities lie in the future if we can produce and article that is stamped with the word "quality" and is within reach of the rank and file. When I refer to the rank and file, I mean the wage earners and the salaried men. I don't know how many of you read the article that Jim Reeves had in the American Monthly relating to his business. He was a Irish boy who came over to New York without a dollar and started in the grocery business and has built up a large chain store organization, and he is a handler of fancy goods, quality goods. He was asked by an interviewer as to where he sold the fancy goods that he bought. He said: "It is the high wage earners and the salaried men that buy these fancy goods."

If you have a chance to get hold of that article you ought to read it. Why, every time that we have gathered any statistics or made any effort to gather statistics we find that the per capita consumption of canned goods is not only low, but very low, and since I have been president of the N. C. A. I have been astounded to know that there are so many in the United States that are prejudiced against the use of canned foods, and won't have a single can in their house. No other industry in the United States has the opportunity that we have if we produce quality and remove the preudice that exissts in the mind of so many today.

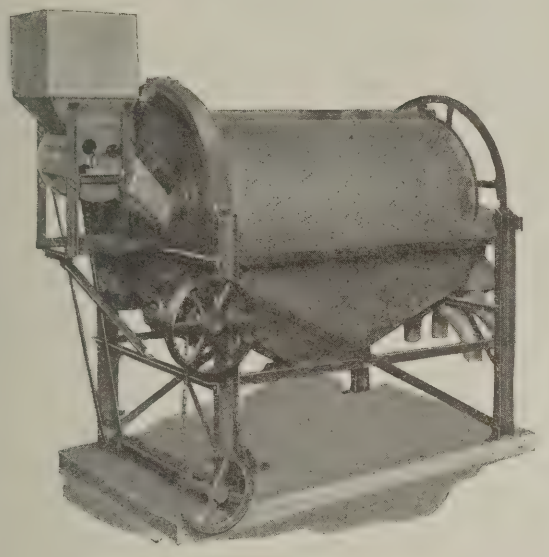
I want to call your attention to another fact, and that is the present system of distribution of canned foods. I was brought up on a farm, have lived in an agricultural community all my life, and I know the problems of the agriculturist. One of those problems is that he hasn't a good outlet for the things that he produces. When it comes to marketing his wheat he is limited to a very few markets, and when it comes to marketing his cattle and his hogs, he is limited to very few buyers. It is true that many of his problems have arisen by reason of the fact that our legislatures and Congress have enacted laws, which have developed into rules and regulations, that have compelled him to produce foods that the people don't want, but he always has been confronted with the fact that he has had a limited outlet.

Outlet—What is the canner's outlet? Four thousand or more wholesale grocers scattered all over the United States; 400,000 retail stores or more, scattered all over the United States, ready, equipped, anxious, to buy your product and hand it to the consumer. That is real opportunity, and I want to say that there has never been a time in the history of our industry, certainly never in my experience, when we have been so close (I am referring to the canning industry) to the distributor. I recall that when the National Canners Association attempted to put on and did put on an advertising and inspection plan, which it felt would work towards a greater distribution of canned foods, the distributors were not interested at all, they would not join with us in the movement. Now it is true that that plan fell at the same time the deflation period came on, but as I have said and as Jimmie Anderson has said, there were those of us who put real money into it who never regretted it, because *something* started a greater consumption of canned foods.

Today the distributors are coming to us and asking for the development of some plan to carry the message of purity and wholesomeness of cannned foods to the consumer.

The reason that this has been brought about is because we have had conferences between canners and distributors, and

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

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Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

WHERE CLEANLINESS IS VITAL

One of the largest manufacturers of milk products advertises that they spend more time in cleaning than in manufacture.

This may not be altogether necessary in the canning trade, but the fact remains that cleanliness is vitally related to the finest canned foods produced.

It isn't any wonder then that every year sees an increasing demand for the unequalled sanitary cleanliness so quickly, efficiently and easily produced by the use of

Wyandotte
Sanitary
Cleaner and Cleanser

The users of this specialized cleaner claim also that it not only gives these unusal results but that their cleaning costs are not any higher but in fact are often considerably decreased.

An order on your supply house will prove that these claims are true.

Ask your Supply House.

It cleans cleans.

Indian in circle



in every package

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

they have sat around the table and talked over their problems.

The canner has been presented with the problem of the distributors, and the distributors has been presented with the problem of the canner, and out of it has come a request on the part of the distributor that the canners and they get together and spread the news and the gospel of the tin can.

Advertising—I want to say something about the meeting held the other day, because I know you will be interested. A request came to us from the National Wholesale Grocers Association to hold a meeting in Chicago and discuss some plan of advertising, not that the distributors were alarmed about any conditions of today, but because they feel that we are losing, and have been losing for some time, a golden opportunity to increase the consumption of canned foods. We had a meeting here in Chicago. Unable to get out a plan that was definite on account of the short time, another meeting will be held and the tentative plan will be presented to the American Wholesale Grocers Association, the National Wholesale Grocers Association, and the Chain Store Association.

I don't know what that plan will be, but the distributors are coming to us this time, and they are going to say that they will put up just as much money as we will put up. That is what they are going to say to the canner, and I hope that if the plan is worked out so that it is workable, it will have the support of every canner in the country.

Shortly after I was elected I started this campaign by writing letters to all of the directors, and finally to all of the members, asking them to co-operate with me in gathering into the National Canners Association the non-members. At that time I think I stated that the campaign would close about May 1st, but on account of some meetings to be held later in May, it probably cannot be closed until June 1st.

I inserted an article in the trade papers asking whether non-members felt they could safely dispense with certain activities of the National Canners Association, and I stated in that article that if their answer was in the negative, I would expect them to immediately send in a membership card.

We had a meeting of our Executive Committee at the La Salle Hotel this week, and we went over the budget. We trimmed it at every point that was possible, and still not interfere with the efficiency of the Organization. The budget was finally agreed upon as sufficient to keep the Organization not only intact, but to permit the same activities that we have had in the past. We have had considerable response in this campaign, and have been fortunate in securing quite a few new members. The Executive Committee passed a resolution recommending to the Board of Directors (and I think you know that the Board of Directors will undoubtedly approve the resolution) that the dues from January 1st, 1924 be reduced to three-eighths per cent, or a reduction of twenty-five per cent.

(Applause).

Understand, we have not destroyed the efficiency of the Organization but we have made certain changes, and the men who have done it have been successful in the canning business, have been presidents of this Association and active in association work, and they felt and now feel that it would be dangerous to eliminate any part that has been retained.

In that connection, did you know that the producers of green products recently voted a fund of something like $1,000,000 for advertising, while we haven't voted a cent, and have not done anything now for several years? Is that work worth anything to you or would you prefer to let it go unchecked, and let the public schools teach that vitamines are destroyed by commercial canning, and finally make the deduction that canned foods are not fit for use? Do you want that to go on? Or should we make an attempt to get at the facts, and then tell the facts to the consumer?

Do you want to stop any further study on the question of tin plate? Most of you were at Buffalo and heard Dr. Elwell. I am glad to say that since the meeting at Buffalo the can manufacturers have come in with us, and we are conducting a real investigation into the question of tin plate. In meeting with the distributors on the swell question many times last summer, this question of tin plate was brought up by the distributors. They felt that we ought to have a better tin plate. I know the can people have been carrying on an investigation for years, but the very fact that we are making some real progress on this question ought to appeal, I think, to the canners of this country.

I also asked whether you wanted to do away with the convention each year, and I think that is a very pertinent question. Everyone likes to go to the big convention, and I think every canner will admit that it does him a whole lot of good. You have an exchange of ideas, you meet your distributors, you meet your brokers, you meet your fellow canners, and you get off the single track method of doing business. It costs money to keep the National Canners Association intact, and it costs money to put on this big convention each year. I wonder if we want to eliminate it entirely.

I also asked whether you wanted to sever the connections with the universities, such as Leland Standford, Chicago, and Harvard and the fine connections you have had with such men as Dr. Rosenau, Dr. Jordan and others. I have wondered sometimes whether you appreciate what it means to have that sort of connection with these big universities, and these men. They are in readiness, if some big questions arise which threaten the canning industry to put in their time to get the truth and I want to tell you the National Canners Association has never attempted to do anything else except to get hold of the truth and publish it. It doesn't need to camouflage, and neither does the canner.

I think that we ought to have more publicity. There are a great many avenues open whereby we could get the message of purity and wholesomness over to the consumer, if we only used those avenues. We have spent years and thousands of dollars establishing certain scientific facts, and it rather appears as if we wanted to bottle up that information, and not let it get out to the people and to the consumers.

We need to do some real work along the lines of spreading the truth surrounding the production of canned foods.

This proposition is with you now. For several years I have assisted in the solicitation of non-members to join the National Canners Association. I don't believe that there can be any canners who feel, "Why, this work will have to go on anyway." Certainly it isn't the right sort of feeling to have. You want to be a part of this Association, if it is necessary to the industry, and if it isn't necessary to the industry, why should any of us spend any money on it?

Dues Lowered—We have got dues down to three-eighths of a cent on seasonal, and one-eighth of a cent on non-seasonal products. Everyone can afford that. Just think what it would mean if we had all the canners in the Association! Think what it will mean as to prestige, and think what it will mean when it comes to getting some real results.

I can't say any more. No one can say any more. No one can make you join. I am assuming there are some non-members here. If you don't want to join, we will have to get along without you, if we can. The burden will be great upon the shoulders of the present membership of about 600 out 2,000 or more canners. The burden has been great in many other activities of the Association. We have had three Canned Foods Weeks, and we have letters and material stacked high in the office at Washington, showing that thousands and thousands of cases of canned foods were moved during those weeks, into the hands of non-consumers, and yet only about 360 canners in the United States contributed anything. That is all they did; that was about the percentage the year before, and about the percentage the year before that,—about 15 per cent.

I assume that you don't want Canned Foods Week any more. I also anticipate that if you have a great production in the three principal items of peas, corn and tomatoes this year, and there is a temporary drop in the market, or you find your warehouses filled with goods and you are unable to move them until the wholesaler moves out what he has bought in futures, and then when you do move them you will have to take a less price than you sold your futures at, you will do just what you did three years ago, make a big yell for the National Canners Association to do something to save the day, and then I suppose about 15 per cent will contribute again. (Laughter and applause.)

I point to Canned Foods Week with considerable pride, because I happened to be chairman of the committee. I had a wonderful lot of workers. I have the evidence in the files that it was a success but I only had 360 canners co-operating; that wasn't right, and it is not right that the activities of the National Canners Association should be carried on by a few canners, for when you refer to 600 out of 2,000 or more, you are only referring to a few. It is true that we have about 50,000,000 cases, which is fifty per cent of the total production, but where are the other 50,000,000? Why don't they come in, so that instead of having three-eighths dues, you can have a quarter less, and why don't they come in and get hold of the string that is put out from the National Canners Association, and pull with the rest?

That is the best appeal I can make. I don't want any of you to go out and say, "He rubbed it in too hard." I heard Jimmie Anderson make an address in Wisconsin, and he referred to free riders, and some of them got awfully mad about it and Jimmie felt pretty bad. I hesitated to use that term, but I have gone just as close to it as I dare. (Laughter and Applause).

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice--must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricty by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE—LOCOMOTIVE TYPE BOILERS.
1—60 H. P. ASME 125 pounds.
1—80 H. P. Standard construction 100 pounds.
10—80 H. P. On wheels, new, ASME 125 pounds.
1—90 H. P. ASME 150 pounds.
1—100 H P. Standeard construction 100 pounds.
ERIE ECONOMIC TYPE.
1—60 H P. Standard construction 100 pounds.
1—90 H. P. Standard construction 100 pounds.
2—125 H. P. ASME 125 pounds.
UPRIGHT BOILERS IN ALMOST EVERY SIZE FROM 4 to 100 H. P. NEW AND USED.
Louis A. Tarr, Inc., N. W. Cor. Sharp & Conway Sts., Baltimore, Md.

FOR SALE—The Wright Hand Pack Filler for No. 10s exclusively. For Tomatoes, Spinach, Kraut, String Beans, Rhubarb, Cherries and other Fruits. Catalogue on request. Manufactured by Frank M. Wright, 512 2nd. Ave., Olean, N. Y.

FOR SALE—
2 Handycap Automatic Bottle Cappers
2 Hand-operated Bottle Cappers
1 Kork-N-Seal Gallon Jug Capper
1 No. 2 Blakeslee Vegetable Peeler
1 No. 2 Burt Labeler, without motor
The W. C. Pressing Co., Norwalk, Ohio.

FOR SALE—CHEAP: One 50-inch diameter Copper Vacuum Pan (used), suitable for Tomato Pulp. Specifications on request. Arthur Harris & Co., 212 N. Curtis Street, Chicago, Ill.

FOR SALE—Whole Tomato Pulp, 1,800 Five-Gallon Cans, strictly whole tomato pulp, fine flavor and good color. W. L. Jones Food Co., Pemberville, Ohio.

FOR SALE—
Three Meade Vacuum No. 10 Can testers.
Twelve Zastrow Crates, 27½'' diameter, 20'' deep, single bale with covers.
Hooper 17'' x26'' two color printing press.
One Steam Pomace Dryer, 6 ft diameter, 25 ft. long with 54 tubes.
Two No. 7 straight drive Morgan Nailing machines.
One No. 6 diagonal Morgan Nailing Machine.
All as good as new.
The C. H Musselman Co., Biglerville, Pa.

FOR SALE—1 No. 5 Monitor Bean Grader, making 5 standard grades. Price right
Stittville Canning Co., Utica, N. Y.

FOR SALE—One No. 12 D. I. Mount Gilead Hydraulic Cider Press — New — Never been installed.
Address Box A-1185 case of The Canning Trade.

FOR SALE—
1 Cuykendall Corn Mixer and Cooker Feeder.
2 Merrill-Soule Corn Filler.
1 Ulery-Merrill Corn Silker.
3 Sprague Corn Cutters, Model 5, single or double cut.
Used only ten deys.
Lake Shore Cang. Co., Sheboyagan, Wis.

FOR SALE—Steam Engine Bargains.
One 8x8 Troy Vertical Throttling Engine, 25 H. P.
One 9x9 Troy Vertical Throttling Engine, 36 H. P. Take small space.
Good Pea Viner Engines.
One 9x12 Brownell Horizontal Throttling Engine, 45 H. P.
The W. C. Pressing Co., Norwalk, Ohio.

FOR SALE—
3 Sprague Model 5 Corn Cutters.
1 Sprague Model 7 Corn Silker.
1 Cuykendall Mixer and Cooker Feeder.
1 Merrell-Soule Cooker Filler, 4-pocket.
6 Peerless Corn Huskers, Model "F."
This corn machinery has only been used one short season, and is in perfect condition.
1 Haller Fruit and Berry Washer.
1 Monitor No. 4 Humbo Cherry Pitter.
3 60-Gal. Copper Kettles, Inside Tinned.
2 No. 6 Monitor Green Pea Graders.
1 Van Enwyk 4-Can Apple Filler.
1 Ferrell Pea Cleaner.
1 Trescott Apple Grader, size 2⅛ inches.
10 Coons Semi-Automatic Apple Parers, complete with con veyors and hoppers, in perfect condition.
1 No. 2½ Knapp Boxer.
1 No. 3 Knapp Boxer.
1500 Genuine Golden Bantam Corn Seed.
The above machinery will be sold very reasonable for cash.
The Cuyler Packing Corp., Modeltown, N. Y.

FOR SALE—
1 150 H. P. Economic Boiler A M S E construction, 125 pounds working pressure, two years old 70 ft. Stack.
1 80 H. P. Fitzgibbons Boiler, 70 ft. Stack.
2 Link Belt Peeling Tables, 100 peelers each.
1 35 H. P. Horizontal Engine.
2 Ayars Rotary Fillers for No. 2 Cans
3 Ayars Fillers for No. 1 cans.
1 Avars Rotary Filler for No. 3 cans
1 Monitor-Thomas Tomato Scalder.
6 Process Kettles.
1 Power Crane
3 Steam Pumps.
6 Ayars Exhaust Boxes.
Pulleys, Shafting, Belting, Piping, Water Heater, Trucks and etc.
All equipment to pack 80,000 cases Tomatoes.
Chas. B. Silver, Havre de Grace, Md.

CANNING MACHINERY AT BARGAIN PRICES

The following Machinery is practically new. Some has never been used, while a good portion of the list represents Machines that were used probably from one week to one season. Bargain prices to the early buyer:

1 No. 1 Wonder Cooker.
1 No. 2 Monitor Pea Grader.
1 New Style A Monitor Blancher.
1 New Style X Monitor Whirlpool Washer.
2 New Monitor Metal Elevators.
2 New Peerless Huskers.
1 New Sprague Corn Cutter.
1 Ayars Single Line Exhauster.
6 Copper Kettles.
1 15 H. P. Vertical Engine.
1 10 H. P. Vertical Boiler.
1 150 H. P. Locomotive Type Boiler.
1 80 H. P. Lomomotive Type Boiler.
2 125 H. P. Erie Economic Boilers.
1 No. 4 Peerless Exhauster.
1 No. 5 Peerless Exhauster.
1 Invincible Picking Table.
1 Lot of Retorts, various sizes.
3 Square Steam Boxes, 6 ft. long.
1 Hansen Corn Cooker Filler.
1 Hansen Pea Filler.
2 Morral Corn Cutters.
2 Tomato Sorting Tables.
2 Rotary Tomato Washers.
1 Lot of Galvanized Screw Conveyor for Cut Corn.
2 Kern Finishers.
2 Sprague Lowe Pulpers.
2 Sprague Lowe Pulp Finishers.
1 Lot of Belting from 4 to 24 inches wide.

We offer the above machinery and supplies at rock-bottom prices, all guaranteed to be new or as good as new.

A. K. ROBINS & CO., Baltimore, Md.

FOR SALE—One Haller Filler. Good condition. Priced right to sell.

Owensboro Conserve Co., Owensboro, Ky.

FOR SALE—

One "Kern" Finisher
One Ayars Rotary No. 3 Tomato Filler, interchangeable for No. 2s
One 150 gallon Copper Jacketed Kettle
One No. 39 Ferrell Cleaner
One 6 pocket M & S Corn Cooker Filler
One 6 pocket M & S Filler
One 16 ft. straight line Exhaust Box
One "Delphi" Steam Circle Hoist
One Zastrow Pineapple Slicer and Sizing Machine
One Karl Kiefer Cider and Vinegar Filter
One Holmes Variable Speed
One Elgin Plunger Type Filler
Two 4 screen Sinclair-Scott "Colossus" Pea Graders
One Model 7 Corn Silker
One Model 5 Corn Cutter
One NEW Peerless Tomato Washer

All above in A-1 condition. Write, phone or wire for prices.

Address Canning Machinery Exchange, 409 Marine Bank Bldg. Baltimore, Md.

FOR SALE—

Two Livingston Rotary Washers
Six Rotary Gould Pumps Brass, two inch intake and outgo
One Rotary Blackwell Pump, two inch intake and outgo

All in good order and offered because I have no further use for them.

Edgar F. Hurff, Swedesboro, N. J.

FOR SALE—

ONE "WONDER" CONTINUOUS COOKER IN GOOD CONDITION, AT A BARGAIN PRICE.

ADDRESS BOX A-1196 CARE OF THE CANNING TRADE.

FOR SALE—One used Sprague 6 pocket Corn Cooker Filler with attachments to fill either No. 1 or No. 2 cans. Price $300.00 — f.o.b. Baltimore. We believe this machine is in first class used condition.

Chas. G. Summers, Jr., Inc., Henderson's Wharf, Baltimore. Md.

FOR SALE—About 32 bushels Horsford's Market Garden Pea Seed, Leonard Seed Co's best stock, 1923 crop, at 12¢ lb.

About 20 bushels giant Green Stringless Bean Seed, Leonards best stock, at 12½¢ lb.

About 10 bushels Henderson's Bush Lima Beans, Leonard's best stock, at 16¢ lb.

Sacks extra at 50¢ each. F O.B. New Freedom, Pa.

Chas. G. Summers, Jr., Inc., New Freedom, Pa.

Machinery—Wanted

WANTED—For Cash, in first-class condition, at once:

1 Indiana Pulper.
1 Indiana Chili Sauce Machine.
1 Kern Lightening Finisher.
3 1000-Gal. Pulp Tanks, concave bottoms, complete with coils, traps, etc. State make.
1 500-Gal. Storage Tank, concave bottom.
1 No. 10 (Gallon) Filler for Pulp and Pumpkin. State make and condition.
1 No. 3 6-Pocket M. E. S. or Ayars Filler.
1 Pumpkin Cutter. State make and condition.
150 Feet 1½-inch Brass or Enamel-lined Pipe and other lines you have to offer.

Address Box A 1186, care of The Canning Trade.

WANTED—2 inch Kook-More Coil; 500 gallon cypress tank; and lift truck.

Address Box A-1194 care of The Canning Trade.

WANTED—One Ayars Tomato Washer in good order, Write particulars.

Edgar F. Hurff, Swedesboro, N. J.

WANTED—

Two String Bean Cutters, "Monitor"
Three Pistol Pumps for pulp or pumpkin
One Monitor Shaker String Bean Filler
One Urschel Gooseberry Snipper
Two Kern Finishers
One Cherry Pitter
Five – 40 x 72 Closed Retorts
One Sinclair-Scott Nested Pea Grader
One 25 H. P. Vertical Steam Engine
One Link-Belt or Jeffrey-Wescott Peeling Table, 120 peelers.
One straight line Exhaust Box for No. 10s
One No. 10 Filler for Pulp and Pumpkin
Two singte Morral Corn Huskers
Two single Morral Corn Cutters
One Ayars Pea Filler
One No. 3 Monitor Pea Cleaner
One Townsend or Lewis Bean Cutter.

Address Box A-1196 care of The Canning Trade

WANTED—I control a plant in Florida, near seaboard, fully equipped for making Citrus Marmalades, Jams, Peel, etc. Have had many years practical experience in England and Scotland, where I acquired my knowledge and formulas Millions of boxes of Fruit go to waste every season. Labor conditions ideal, low freight rates but I lack capital .Rare opportunity to join a highly profitable business, operating from November to August on liberal terms. $10,000 to $20, 000 required or would pack on percentage basis for Jobber Highest references.

Address Box B-1183 care of The Canning Trade.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.80	.85
In Sauce, No. 1	.80	.85
Plain, No. 2	1.10	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.40	1.45
In Sauce, No. 3	1.50	1.55

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.25	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶4.00
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.90	¶.90

BEETS†

Small, Whole, No. 3	1.25	¶1.30
Standard, Whole, No. 2	1.10	1.15
Large, Whole, No. 2	....	Out
Cut, No 3	1.35	1.40

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.20	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.40	1.25
Fancy Shoepeg, f. o. b. factory.	1.50	1.40
Std. Crushed, No. 2, Baltimore	1.00	1.00
Std. Crushed, No. 2, f.o.b. Co.	.95	1.00
Ex. Std. Crushed, No. 2	1.00	1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.15
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	1.25
Standard Western, No. 2	....	1.10

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.95	1.00
Standard, Split, No. 10	3.25	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.95	¶1.00
12 Kinds, No. 10	4.25	3.40

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.15	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.60	¶1.60
" f.o.b. Baltimore	1.65	¶1.75
No. 3 Sieve, 2s, f.o.b. factory	1.30	¶1.30
" f.o.b. Baltimore	1.45	1.30
No 4 Sieve, 2s, f.o.b. factory	Out	¶1.25
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.15	1.20
Standard, No. 10	3.75	4.40
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.05	1.10
Standard, No. 3	1.15	1.25
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.00	1.15
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	5.00
California, No. 2½, f.o.b. Coast	....	1.75
California, No. 10	....	5.75

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	1.60
With Dry Beans, No. 2	1.45	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.20	1.10
Standard, No 3, f.o.b. Baltimore	Out	1.40
Standard, No. 3, f.o.b. County	1.70	1.30
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	4.25

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	5.15
Standard, No. 10, f.o.b. County	4.50	5.00
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1.40	1.50
Standard, No. 3, f.o.b. County	1.37½	1.50
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	1.05	1.05
Standard, No. 2, f.o.b. County	1.05	1.00
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.70
Standard 1s, f.o.b. County	.60	.70

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.70

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No 10	....	....
New York, No. 10	....	4.50
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.35	Out
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	1.75
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.60	10.50
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	1.65	1.75
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.45	2.25
California Stand., No. 2½ Y. C.	2.10	1.90

PEACHES†

Extra Sliced Yellow, No 1	1.40	1.50
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	¶1.10
Seconds, Yellow, No. 2	....	¶1.15
Standards, White, No. 3	1.75	¶2.00
Standards, Yellow, No 3	1.75	¶2.35
Extra Standard White, No. 3	2.00	¶2.25
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	2.25	2.50
Seconds, White, No. 3	1.60	Out
Seconds, Yellow, No. 3	1.70	¶1.70
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.75	¶3.50
Pies, Peeled, No. 10	5.25	¶4.00

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	¶1.20
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.70

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.80
Red, Water, No. 2	....	....
Black, Syrup, No. 2	1.80	1.90
Red, Syrup, No. 2	1.80	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.40
Extra, Preserved, No. 2	2.25	2.50
Standard, No. 2	Out	1.75
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	10.50

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.20	2.60

LOBSTER*

Flats, 1 lb., case 4 doz.	....	35.00
Flats, ½ lb, case 4 doz.	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz.	1.60	1.60
Standards, 4 oz.	....	....
Standards, 10 oz.	....	....
Standards, 8 oz.	3.00	2.95
Selects, 6 oz.	Out	¶2.60

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	1.60

SHRIMP*

Wet or Dry, No 1½		3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

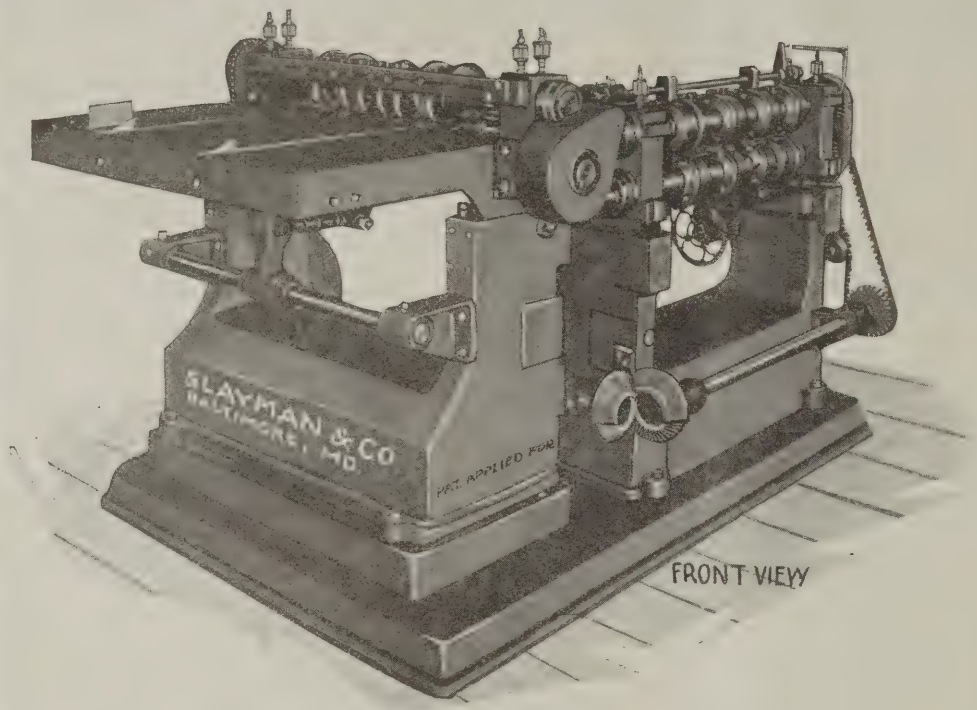
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Euilt on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY **801 E. Pratt St.,** **BALTIMORE, MD.**

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

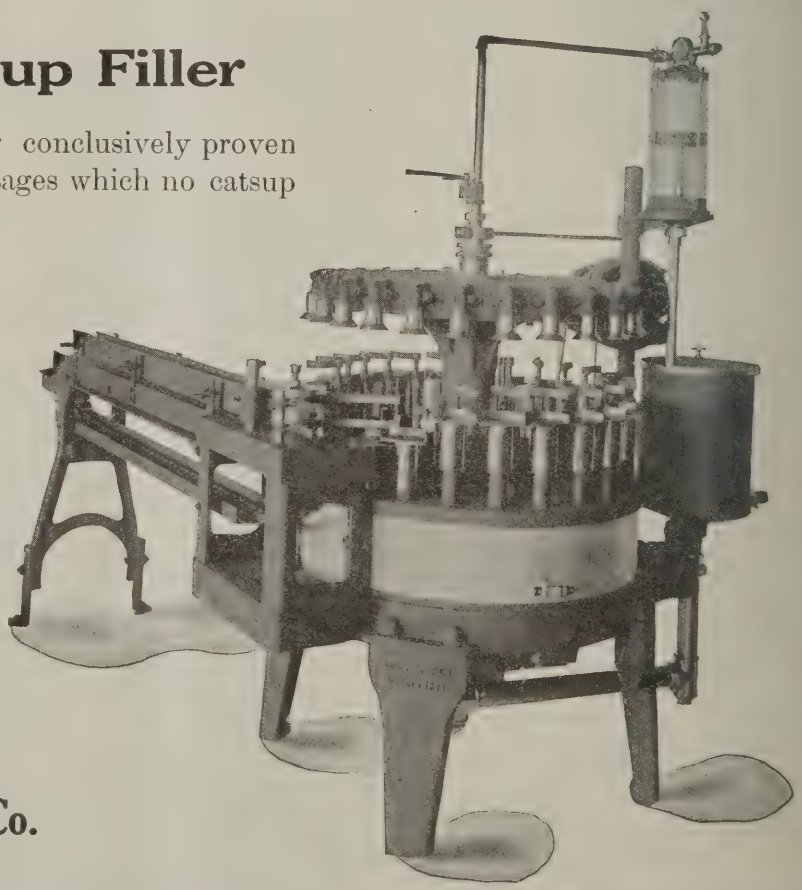
There is no perceptible loss in temperature when filling.

Metal contact is reduced to a minimum.

Nothing to take apart when cleaning at the end of the day's run.

We are willing to prove these things to you in your plant. Many manufacturers have already placed their order for this season.

Get your order in before it is too late.



The Karl Kiefer Machine Co.
Cincinnati, Ohio.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MAY 12, 1924

WEEKLY REVIEW

The Buyers Are Taking a Holiday—Canners Should Learn to Ask the Right Price for Both Spots and Futures—Let Low-priced Futures Alone—Crops and Prospects the All-Important Consideration.

LET THE MARKET ALONE—Whether you want to or not, you must just about forget the canned foods market on both spots and futures, because the buyers have gone into a slump—the first effect of their bankers' warnings to buy conservatively—as if they have done anything else for months. In fact, one large banker is quoted as having said that there is a buyers' strike on at present.

So far as spots are concerned, this need cause no worry to the holders. What goods are left in first hands will be moved before new goods arrive, and at the prices the holders ask for them. And we mean just that. The trouble with a great many canners is that they haven't the nerve to ask the right price, either for spots or futures. They are too timid for their own good.

And regarding futures, for your own good you had better be careful. There are some canners who seem to have no adequate idea of costs, or possible costs, this season—or any other season—and they are either permitting their representatives to offer their goods below cost, or some hungry brokers are trying to curry flavor with their buyers at the expense of the canners who pay them, and are quoting future tomatoes, especially, too low. No. 2 tomatoes at 85c and No. 3 tomatoes at $1.25 cannot be packed in 1924, according to present outlook, no matter what the crop may be. So, while these distributors of the market are busy, keep away and let them kill themselves if they want to. But the truth is the entire canned foods market, in all sections, is reported dull and dead, and "nothing doing," and that is a bad market to come onto. Let it alone; it will come back. And, besides, you do not want orders on your books that mean certain loss.

THE CROPS—The important consideration with every canner right now is the condition of crops and what are likely to be the prospects. The season seems to be at least two weeks late in every section, and seeking and soil preparation are both behind. In New York State they have had frosts this week, but the fruit crops were not far enough advanced to be hurt by this, as they are late. Frequent rains and backward weather have held the growers back on planting, and preparation for other crops, and it is getting so late now that this is becoming a consideration.

In this Tri-State section there is a peculiar condition. At the Tri-State meeting in Wilmington this week the crop experts reported that the Community Plant beds, of which there is a considerably increased number this season, even New Jersey having put out some such tomato beds, and Delaware likewise, are in very fine condition, well prepared and carefully taken care of, and that the plants are mostly spoken for at this time. The canners and growers are looking forward to their supply of plants from these supervised beds with great hopes. This does not mean an excessive acreage, because most canners whom we saw are conservative in their preparations, and many of them have cut down their amounts from last year, but it means better plants, better fruit and a possible increase in yield, if the season is right; and thereon hangs the tale. The field crops, grasses and grains do not seem to be doing as well as they should. The trees, both fruit and shade, are all out and blooming profusely, and there has been no frost to hurt them so far; but the ground is as hard as iron, and it is explained that there was not enough hard freezing this past winter to break up the ground and let the water in. This condition is beginning to worry the growers, and it may easily be a very considerable factor in the production of the season. One thing the tomato growers are trying to do is to bring their crops in early this season. For this purpose they sent South, in one particular county, for a lot of Southern-grown tomato plants, and are going to try to get tomatoes ready for the canneries early. Some of the plant experts fear these plants may bring into the section some of the tomato diseases that they have always been free of here, but this is being watched carefully. There has been an overabundance of rain, but the hard condition of the soil prevented the proper storage of it, and drouthy conditions are predicted. On the lighter soils, peas are making quite good progress, and, generally speaking, the crop outlook at this time is quite favorable.

Unfortunately, there seems to be an idea prevalent among the buyers that the acreage and production will be immense. There is no ground, in fact, for this. The growers are working together as a unit, under the supervision and management of the County Agents, and they have planned their work so that they will avoid a glut. This is so true that there is reported a thing that was heretofore unheard of in cannery crops. One entire section of the Peninsula, embracing practically all the growers of tomatoes, sold, through this County Agent, their entire tomato crop to one canner at prices ranging from 32½c per basket down to 27c per basket, graded on the time of delivery, and all above the prevailing price of 25c per basket. It marks a new day when the growers ban together and sell their output as a unit, and it means the beginning of the long-heralded co-operation of the growers. But more than that, since this system of unit action among the growers is in force all through this great tomato-growing region, it means that they intend to so control the amount of tomato acreage set out that they will not break the market against themselves. How, then, is a tremendous acreage of tomatoes to be gotten, as the buyers seem to think is certain? It simply will not be. They expect to get more tomatoes from the same acreage and of better quality, for the whole drive now, by both canners and growers, is to raise

the quality. They learned last season that they could do this, for Maryland produced the finest crop of tomatoes in its history last year, and they are going to do it again this season, and put it into the cans in the same way. That is the program that all are working toward.

Wisconsin seems to be getting along well with its pea planting, although somewhat late, and New York State is in the same position. Indiana and the Central West are in just about the same condition as the localities described. Indiana has prepared for a good-sized crop of tomatoes, the acreage only slightly larger, if any, than last season, and this acreage is generally planted from Southern-grown plants.

They are making good progress in breaking ground for corn, and we hear of no desire to radically increase this acreage.

NEW YORK MARKET

Market Generally Quiet—One Cause for a Dull Market—California Spot Canned Fruits Strong—Indiana Turns to Maryland and Delaware for Tomatoes—Light Pack of California Spinach — Jobbers' Supplies of All Grades Below Normal.

New York, May 7, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

QUIET Market—While there is a healthy tone characterizing the market, insofar as prices are concerned, distributors do not appear to be unduly anxious to acquire additional holdings at this time, and are limiting their purchases to small quantities.

A Lesson for Canners—There is a lesson for canners to be drawn from the present spot canned foods market. The market, statistically, is all in favor of the seller. Holdings are depleted, the trade is in need of supplies, and all distributors are in need of additional supplies. Despite this condition, and general recognition of the market position, distributors are taking canned foods only in very small quantities, for immediate requirements. This discounts the canners' position of advantage, and, in fact, puts the market more strongly in the hands of the buyer in many instances, as canners get panicky with the approach of the new canning season and unload what small surplus stocks they may have on hand. Thus, a market which normally would be strong and advancing, is turned into a dull and featureless affair. Wholesale grocers have sufficient market knowledge to avoid a buying stampede. The condition of the canners would be much better, on the average, if they would take the same precautions to avoid a selling stampede. Buyers are not throwing heavy orders on a strong market, to further strengthen it, and packers should not throw heavy offerings on a quiet or easy market to further weaken it.

Canned Fruits Strong—Many of the independent California fruit canners have followed the lead of the California Packing Corporation, and have advanced their prices on spot canned fruits. Standard cling peaches have now generally strengthened to $2.00a$2.05 per dozen, f. o. b. California, and are available only in limited quantities. Other fruits, particularly of standard grade, are showing similar firmness. The cleanup of No. 10 pie fruits has been very thorough on the Coast, and the packers will go into the new season with practically bare holdings of this size and grade.

Spot Tomatoes—There was a fair inquiry for Maryland and Delaware pack for prompt shipment, but buying was not up to the volume which present conditions in the jobbing market would appear to justify. Standard No. 1s are held firm at 60c per dozen, with 2s at $1.05 3s at $1.40, and 10s at $4.50, f. o. b. Baltimore cannery. For shipment from Peninsula canneries, the market is quoted at 60 cents for 1s, $1.02½ to $1.05 for 2s, $1.35 to $1.37½ for 3s, and $4.50 for 10s, all f. o. b. factory.

Indiana Tomatoes—Stocks of Indiana spot 2s are cleaned up, and the trade which normally draws its supplies from this territory is now turning to the Maryland and Delaware packers for stocks. Indiana standard 3s are available in a small way at $1.60 and 10s at $5.55, but Eastern pack are available at such a differential that more interest is being shown in the latter by mid-west buyers.

Southern Futures—The market is quoted at 52½ cents for standard 1s, 85 cents for 2s, $1.25 for 3s, and $3.85 for 10s, all f. o. b. cannery. The demand is light.

Coast Spinach Short—With the California spinach pack closed, the available supplies are very light. In order to avoid pro rata, some of the packers are reported to have bought from competing canners. The market on the small surplus available for shipments is firm at $1.05 for 1s, $1.20 for 2s, $1.45 for 2½s, and $4.85 for 10s, all f. o. b. cannery, with many packers quoting 5 cents per dozen over these figures. Southern packers are quoting new pack for immediate shipment at $1.00 for 2s, $1.40 fro 2½s, $1.45 for 3s, and $4.20 for 10s. At this differential from the California market, the Southern packers should be able to work up a good sale for their pack this season.

Corn Market Higher—There has been a steady market for standard corn during the past week, but buying was rather light throughout. The market is being quoted for cannery shipment at 95 cents for 2s, $1.05 for extra crushed. Distributors are carrying only light stocks of this item, but with futures quoting 5 cents per dozen under the spot price, they prefer to operate in hand-to-mouth fashion until the new pack is available.

Jobbers' Stocks Short—Jobbers' holdings of all grades and varieties of canned foods are much shorter now than normally at this season of the year. Many of them are unable to give their trade certain popular items and brands, and others are filling in as near as possible with brands of a quality equal to the favored brands which they have been handling for years past. However, the situation is such that no one distributor is able to take much advantage of a competitor, as all appear to be in the same fix when it comes down to short supplies.

Michigan Fruits—Sales of new pack Michigan canned fruits have slowed down somewhat. Buyers are rather bearish on this line, and look for lower prices when the packing season comes along. Canners are not forcing the situation, and appear to be disposed to let matters take their course until they start operating on their 1924 pack, and know more definitely just what their costs and probable production will be.

Pineapple Quiet—While the market for Hawaiian pineapple has rallied a little since its recent weakness, there is little buying interest shown save possibly on crushed, which is in light supply. Buyers appear content to pick up small lots to fill in until prices on new pack are named, which is expected to be some time next year. Pineapple canners are seeking a larger outlet for their pack in Europe this year, it is understood. South African canned pineapple has become quite a factor in the British market, and is furnishing keen competition to the Hawaiian pack.

CHICAGO MARKET

A Short Market, but a Strong One—Future Tomatoes Show Slack—Future Corn Going Exceptionally Well—Wisconsin Pea Packing in Full Swing—Drought Hits California Fruit—All Other Sections Report Favorable Conditions—Apples Plentiful.

Chicago, May 9, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

THE Chicago market can be reported as quiet, but firm, in relation to canned foods. This situation arises from the fact that staple goods are quite scarce, and, therefore, prices are firmly held. The quietude of the market results from the fact that staple canned foods are nearly all sold out of the 1923 pack, and there are no supplies with which to do business. That is to say, that the supplies on hand are so insignificant in quantity that transactions are difficult and sales are excessively small.

Eastern Tomatoes—It is reported from the East to this market that No. 2 size tomatoes have advanced to $1.05a$1.10 per dozen, f. o. b. Maryland and Delaware for prompt shipment, and that other sizes are unchanged as to price. There is no buying at the advance yet, but will be soon, as the market is poorly supplied with canned tomatoes and wholesalers are now trying to secure some at the old price of 95c per dozen, which is, of course, impossible, or, at least, difficult, to do, as all the stock is held in Maryland and Delaware, with possibly a few in Virginia.

Florida is not offering any canned tomatoes at present, from the fact, I suppose, that shippers of fresh tomatoes in crates are paying more for them than the canners can afford to pay and pack at present prices.

Futures in canned tomatoes are not selling. There is a disposition on the part of wholesalers to buy a few fancy grade tomatoes for future delivery and private labels, but they are not disposed to buy except from packers that have heretofore supplied them, and business is consequently small.

Canned Corn—The large quantity of future canned corn of 1924 pack has been sold. Iowa reports that the sales now exceed those of last year, and that orders are still coming in. The corn canners of Iowa have improved the quality of their canned corn pack very much in the past two years, and this fact has probably very much to do with their having been able to sell futures so largely ahead.

The Illinois Canners' Association, Indiana Canners' Association and Wisconsin Canners' Association are not giving us very much information in relation to future sales or spot supplies through their secretaries. Whether this is a fixed policy of those associations or whether it has not yet seemed a good policy to do so, I do not know.

Canned corn for spot delivery or immediate shipment is in fairly good demand for standard and extra standard grades. The general price in all States of the Central West for standard corn No. 2 is $1.00 per dozen, although this can occasionally be shaded to 95c. Extra standard quality is held at $1.05 to $1.10 per dozen, f. o. b. canneries. There is not much contracting for future corn among the large metropolitan jobbers. They are disposed to hold off until later in the season.

Weather for preparing the ground for vegetables for canning purposes and for pea planting during the past week has been excellent, and the ground, I understand, is in good condition for cultivation.

Peas—Pea packing in Wisconsin has been going on at a rapid rate for two or three weeks past, and I understand that the planting of sweet peas, or the late variety, has now begun, and is in good progress.

The weather has been cool in Wisconsin, and the growth of the early planting of peas has been, therefore, retarded; but now that the late planting is going into the ground, if we should have warm and favorable growing weather, it is possible the early planting and late planting of peas may come into maturity or canning condition about the same time which would be unfortunate and very embarrassing and confusing to canners. Canners are hoping, however, that this will not be the case.

Wholesale grocers are very well pleased to note that the opening price for Columbia River chinook salmon is about 10 per cent lower than that of last year. This is the only article so far as to which an opening price has been named that is quoted lower than that of 1924 opening price.

Canned Salmon has not been selling very well on account of the cool weather.

California Canned Fruits—California canned fruits are in very good demand, especially is this the case in relation to yellow cling peaches and higher grades of canned apricots. Both yellow cling peaches and apricots are scarce in the higher grades.

It is reported by the several dried fruit packers' and growers' associations that the crop of California apricots and California peaches is likely to be smaller this year than last, on account of the early drought and the low stage of water in the big irrigation reservoirs in California. One of those associations reports that the ground has been tested in a number of fruit-growing localities and found to be bone-dry to a depth of 18 feet, owing to the lack of rain and insufficient irrigation.

Other Fruits—Michigan reports a likelihood of a good crop of cherries this season, and Arkansas reports the prospect of a good crop of peaches. There are very few peaches packed in Arkansas, as the growers do not furnish the proper fruit for canning purposes. They grow principally Elbertas or yellow free peaches, which are not very suitable for canning purposes, and are not salable in competition with California yellow cling peaches.

Cold-storage warehouses here and elsewhere throughout the United States are packed full of apples in barrels and boxes. And there is, therefore, very little demand for canned apples. The crop prospects for apples for 1924 are not sufficiently advanced yet for a prediction or estimate. If it is reported later that there will be a good crop, it would be very inadvisable for canners to pack many apples in No. 10 cans, as the cold-storage proposition will effectually prevent the canned apples from selling, as they are used almost exclusively by pie bakers, and such bakers prefer the barrel stock. If there is a good crop of 1924, barrel stock apples are likely to be exceedingly cheap.

ST. LOUIS MARKET

Prices Irregular—Fruits and Vegetables Firm—Fish Weak—April Distribution This Year Behind Last April—Standard Corn Dull, Fancy Firm—Tomatoes Quiet—Peas Are Too Scarce to Make a Market—Asparagus in Good Demand—The Market Quotations.

St. Louis, May 8, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

PRICES Irregular—An inactive market continues here, and prices are irregular. The statistical position is firm, however, and while in certain lines there have been declines, in others there are tendencies to advance. Canned vegetables are generally firm, and so are canned fruits. In canned fish, however, there is evidence of weakness in certain lines, particularly salmon.

Comparing the April distribution of canned foods this year with the same month a year ago, there was a falling off noticed during the entire month. As the month progressed, business continued to fall, off and the last week of the month was one of the dullest that was experienced for some time. On every item in the list purchases were small, and when purchased they were only for immediate needs. It did not matter whether the item was scarce and the price going up, or whether there were plenty on the market. Spot stocks have the preference. In fact, the market was very indifferent, and there was no encouraging indications to warrant the belief that there will be any change in the immediate future. Judging from the attitude of futures, there is every indication that the trade is going to operate as it has been doing in the past, very conservatively, for some time to come. Some brokers say the largest operators are more conservative than the smaller ones.

Corn—Standard corn is dull, but fancy is firm. This is owing to the cleaned-up condition of the market. The demand is better, however, on the fancy than on the standard. Both standard and fancy are picked up as they are needed' and standards from both the South and Middle West are taken in small quantities only.

Tomatoes—A quietness prevails in tomatoes, with 2s leading in interest and firmness. There is more or less pressure to sell, more so by second hands than by canners. There are some packers who seem to be in need of cash They are shading under the established factory prices, but the larger canners are selling as outlets permit. Futures remain at former levels, but they are not being taken freely.

Peas—The best selling lines of peas are scarce, and they can only be obtained in a small way, in resales. Other grades are offered, but they do not attract much attention. Spot supplies are closely held, and they represent badly broken assortments. The demand is mostly for standards of the larger sizes Retailers want packs which can be offered at popular prices as in other lines. Little is offered on contract, as most canners are booked up to the extent of their anticipated pack.

Miscellaneous—Asparagus is in better demand. Spot stocks are given the preference, although there is a freer buying from packing centers, when desirable offerings are made. String and stringless beans are particularly active, both spot and futures Succotash, beets, limas and spinach only have a fair call.

Fruits—The California fruit demand is fairly maintained. Distributors are taking on supplies of cling peaches, particularly in standard grades. They are doing this more freely than any other time since the first of the year. Because stocks of California fruits in packers' hands are reduced to a very low point and prices are advancing, has stimulated buying considerably. There is a fair call for apricots and pears, but less attention is being given to cherries Berries and prunes are also in demand. There is more activity in futures, particularly in the Northwestern packs. Gallon apples are not in much demand, because fresh fruit is still very plentiful. Jobbers are not buying for use later, although there is an advancing market and supplies are more difficult to locate.

Staple grades of canned foods, in carload lots, f. o. b. at points of shipment, are quoted as follows:
Tomatoes—

No. 2 Standard, Indiana	$1.20
No. 3 Standard, Indiana	1.70
No. 10 Standard, Indiana	5.45
Corn—	
No. 2 Fancy Crosby, Minnesota	1.40
No. 2 Fancy Gold Bantam, Minnesota	1.95
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Ex-Standard Evergreen, Wisconsin	1.10
No. 2 Fancy Country Gentleman, Illinois	1.00
No. 2 Ex-Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1.00
No. 2 Standard, Iowa	1.00
Canned Peas—	
Fancy No. 1 Alaska, Wisconsin	2.55
Fancy No. 2 Alaska, Wisconsin	2.25
Fancy No. 3 Alaska, Wisconsin	1.70
Extra Standard No. 2 Alaska, Wisconsin	1.90
Extra Standard No. 3 Alaska, Wisconsin	1.40
Extra Standard No. 4 Alaska, Wisconsin	1.35
Fancy No. 2 Sweets, Wisconsin	2.25
Fancy No. 3 Sweets, Wisconsin	1.90
Fancy No. 4 Sweets, Wisconsin	1.55
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	1.65
Extra Standard No. 3 Sweets, Wisconsin	1.45
Extra Standard No. 4 Sweets, Wisconsin	1.40

CALIFORNIA MARKET

Troubles From the "Hoof and Mouth" Disease Clearing Up—Strawberries Plentiful—Shortage in Stocks Is Becoming Noticeable—Pea Pack Will Be Light— Rain Is Needed for Asparagus—Cherries in Better Demand—Report of Packing Corporation Satisfactory.

San Francisco, May 8, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

THE Trouble Clearing—Business is still being adversely affected by the hoof and mouth epidemic among livestock, with the resulting quarantine regulations and embargoes on many products of the soil. The situation is gradually clearing, however, and one by one the communities which have been banning California products are modifying their restrictions. The markets of this State cannot care for the fresh products that the being produced, and quite serious losses have been incurred in some lines. These are small, however, in comparison to those that might result should the epidemic continue through the fruit season. The embargo on shipments of food supplies to the Hawaiian Islands has been lifted and shippers have resumed trade with the Islands, which has been banned for some time. The lifting of the embargo is permitted providing all products are fumigated, that they originate in non-infected parts of the State, and that new containers are used. Other communities have modified their restrictions, and there is a wider movement of fruits and vegetables than in some time.

Strawberries—Strawberries are in good supply in the San Francisco market, and several canneries are operating on this fruit in a small way, taking the surplus from fresh fruit operators. The Imperial Valley crop has about been harvested, and from now on the supply will come from nearby districts. Most of the berries received to date have been of fine quality, there having been no rains to cause spoilage. A larger proportion of the crop will be handled by canners this year than usual, owing to restrictions on shipments.

Stocks Short—The shortage in the stocks of California canned fruits is becoming quite apparent, and buyers are compelled to shop around to secure even small assortments. Standard cling peaches are being held at $1.90, and even more, and holdings are limited to a few operators. For choice some packers are asking $2.35. Opening prices on the new pack are not expected for some time, but many in the trade anticipate that they will be on the basis of present spot prices; at least, on peaches. In fact, the California Packing Corporation has guaranteed its present prices on Del Monte fruits against its formal opening prices. Seconds and water goods are especially difficult to locate.

Peas—The packing of peas will soon be under way in the San Francisco Bay district, but the output cannot but be light. The acreage was reduced, owing to the drought, and this condition is responsible for the poor yield of the fields that were planted. The expected pack was disposed of soon after the announcement of opening prices.

Asparagus—Rain is badly needed in the asparagus-growing districts, and the season will probably be a short one, unless there are showers in May. A good pack is being made as shipments to the produce markets are being restricted, but a market is available for all that can be packed. This is one instance where the embargoes on California products is not affecting growers.

Sherries—A better demand for canned cherries has been noted during the past month, and stocks of this fruit, which were considered top-heavy for a time, have become quite light. Canning operations will be commenced shortly, as the fruit is now moving to the Eastern markets in carload lots.

Salmon—Most packers continue to hold stocks of pink salmon at $1.25, but some sales have been made of late on the basis of $1.20, f. o. b., Seattle. Opening prices have been announced on Columbia River chinooks and bluebacks, on the basis of $2.20 and $2.30, respectively, and considerable business has been booked, although the carryover pack is still receiving the most attention. Prospects are not especially bright for a heavy pack in Alaska, owing to the restrictions on fishing made by the Federal Government and to labor troubles.

Coast Notes—The annual report of the California Packing Corporation, issued the last of April, indicates that this concern has had a very good year. Net earnings amounted to $11.27 a share on 471,708 shares outstanding and $5.27 a share was added to surplus, bringing the latter up to $19,299,337, or approximately equal to the $20,000,000 capitalization of the corporation. During the fiscal period which ended February 28, 1924, all notes outstanding at the beginning of the year were liquidated. As of March 1, 1924, there were no bills payable outstanding. In his annual report President R. I. Bentley said: "The consolidated income account shows that the operating profit is less than a year ago, largely due to the fact that the pack, including allied companies, was less than the previous year. The carryover stock of canned foods is larger than a year ago, but this statement is made without regret, for all materials are higher this fiscal year than the past. Inventory valuations are, as customary, at factory cost or market basis, which ever is lower. Under the conditions prevailing there is a good margin of profit in selling this stock, approximately 30 per cent of which has been sold since the close of the fiscal year. We have no comment to make on the balance sheet, other than to call your attention to the fact that there are no bills payable outstanding, and at this date, having packed approximately 650,000 cases, we have not been obliged to resort to such interest-bearing obligations, but have been able to operate on our own funds. Repairs and renewals have been written off as usual, and $1,188,513.64 set aside to cover depreciation.

"While it is reported that general business conditions are slowing up, we are gratified that our own business to date is considerably in excess of the previous year. Having confidence that our advertising program, with the work that must accompany it, spells success, we have increased our appropriations for this purpose. The statement of the Alaska Packers' Association is made a part of this report. As predicted, the pack is less than that of the previous year, with corresponding profits. We are hopeful that the results for 1924 will be at least as good as 1923."

The California Olive Association held its annual meeting at San Francisco late in April and chose officers for the ensuing year, as follows: President, Frank Simonds; vice-president, C. R. Cooper, and secretary-treasurer, J. J. Hoey, of Los Angeles.

Joseph Durney, head of the Griffith-Durney Co., San Francisco, has returned from a business trip to New York.

William H. Long, representing Libby, McNeill & Libby, is a visitor at the San Francisco office from Chicago.

Eugene M. O'Neill has been made selling agent in the San Francisco field for the Winters Canning Co., which has a cannery at Suisun, Cal.

SEATTLE MARKET

Salmon Packers Fight Censervation Bill—The White Bill—No Fixed Price Set—Fishermen's Union Is Causing Trouble—A Strong Market Prevails.

Seattle, May 7, 1924.

By "Nomlas"

Special Correspondent "The Canning Trade"

SALMON packers are greatly concerned over the salmon conservation bill now before Congress, and they are continuing their fight for modification of the provisions of this meas-

ure. It is felt that if the bill goes over as advocated by some legislators, the salmon canning industry will be dealt a very serious blow, and the pack materially curtailed on both pinks and reds. Packers operating extensively in the Bristol Bay territory are particularly affected by the White Bill, which proposes further regulation of canning and fishing in Alaska. E. S. McCord, attorney representing a number of the salmon canners, is now in Washington looking after the canners' interests. "The packers all believe that there ought to be restrictions on salmon fishing," he says in commenting on the situation, "I have always believed that salmon are being rapidly depleted and that the United States ought to have power to restrict or prohibit entirely for a limited period fishing for salmon to an extent necessary to save the salmon. There ought to be a law with flexibility. All packers are willing to have power conferred on the Department of Commerce, but they don't want a fixed inflexible law that cannot be modified to meet constantly changing conditions."

Reluctant to Name Prices—As a result of the uncertainty over the fate of the salmon conservation bill, as affecting fishing restrictions for the present season, salmon packers are reluctant to book firm at fixed prices. Some business has been taken at $1.25 on pinks and $2.25 on reds. If the conservation bill passes with the more drastic restrictive povisions, however, it is more than likely that the largest factors will be quoting $1.50 on pinks and $2.50 on reds for the new season's pack.

S. A. P. Sales—One prominent packer, in discussing the situation with his selling agents, says: "We want all of the S. A. P. business you can get for us, but until such time as we have determined on a definite selling policy, so far as terms and conditions are concerned, please book such business for our account on the following basis only:

> "S. A. P. (our regular contract) guaranteed against Alaska Packers' Association and Deming & Gould opening prices; guaranteed against Alaska Packers' Association, Deming & Gould and our own decline to date of shipment, and subject to buyer's approval of our terms and conditions when named."

New Chinooks—Opening prices have been named on new pack fancy Columbia River Chinooks on tbe hasis of $2.10 per dozen for halves and $3.60 for ones, with ½s bluebacks offered at $2.30 per dozen. There has been a moderate movement on the basis of this opening.

Spot Salmon—Buying has picked up somewhat, and shipment are growing larger as the trade in many parts of the country comes in for its spring requirements. Reds have worked up to $2.30 per dozen on the miscellaneous brands, while the leading brands continue firm at $2.35 per dozen. Pinks ren in unchanged at $1.25 per dozen, and chums are nominal at $1.20a $1.25 for the small lots still available. A cleanup of all chum holdings by the time new pack is available is assured according to many factors in the trade here.

Labor Trouble—Many of the Alaska packers have had difficulty with their union fishermen this year, and a number of ships are going noth carrying non-union cannery crews.

Market Strong—All in all, the market outlook appear to indicate firmness on all grades, with a possible further strengthening on reds, and possible an advance of 2½ to 5 cents per dozen on pinks in the near future.

MAINE MARKET

Sardine Packers Await the Coming of Fish—Clam Season Draws to a Close—Packing of Lobsters Slow in Starting—Both Spot and Future String Beans Cleaned Up—A Similar Situation in Corn.

Portland, Me., May 9, 1924.

By "Maine,"

Special Correspondent "The Canning Trade."

SARDINES are prominent in their absence. Although the law states plainly that they may be canned after April 25th, the fish remain in hiding, and there is no hope of getting into full swing for the season's work before the middle of June at best. Possibly five factories, all in the eastern section, have begun operations in a small way, but even these few lack fish for a regular run. The factories in Casco Bay, the Portland section, have received no fish at all as yet, although they are ready for work and anxious to begin.

The price was opened this year at $4.35 for standards, with the feeling that this was the absolute low limit and therefore must be upheld. But the trade, instead of appreciating this condition, have concluded that such a drop must mean anxiety on the part of the canners to move their goods and are therefore still waiting for a new low figure—which simply can not be named. With fish at $12 and cans advanced, the costs are so high now that $4.35 does not allow the sardine canner a minimum profit unless he is able to do a tremendous business and move his goods for a quick turn-over.

Clams are about done for the spring season, although several factories will no doubt run until the 15th to 20th of this month. During this latter part of the season clams have been coming to the factories in better volume, and the pack has been sufficient to take care of present contracts and assure some spot stock for summer orders. The price has held at $1.30 and there is every reason to suppose that this will be strongly maintained on the spots, owing to the light quantity carried in first hands.

Lobster factories are trying to get started for the summer's work, but it is very slow in opening up. Prices quoted are very reasonable, running from $4.25 to $4.60 for halves, $8.00 to $8.60 for pounds and $2.32½ to $2.75 for quarters. No new goods have come to the market yet, although they will be shipped in as fast as sufficient quantity can be produced.

Stringless Beans are cleaned up, the spot stocks being lacking since last August and the futures all booked on contracts for delivery as packed. Although the weather remains cold and somewhat dull, vegetation seems to be advancing almost as usual, and there is more promise of a normal planting. Under market conditions there have been no deviations from the original opening price of $1.30 and $6.00 for 2s and 10s, except where fibre cases are acceptable or similar conditions obtain.

Corn is also well sold, and will not be offered further until after planting time—normally from May 20th to June 10th. Several of the prominent canners report that they already have all the business they will want this year and that they do not mean to add to their acreage. Others who have not sufficient acreage signed up to tax their capacity will take on more and will then have some corn to sell or to hold after canning. This is a healthy condition and promises well for 1925 also. Corn prices have also remained firm at the opening quotations, $1.45 for Crosby and $1.70 for Golden Bantam.

What The Brokers Say.

Baltimore, Md., May 10, 1924.

The situation in futures tomatoes has resolved itself to a stand-off, apparently between the buyers and canners alike. The canners declare they have scaled their production figures as far down as they dare in order to stimulate business, while on the other hand, the lack of orders this week seem to indicate the buyers have substantial and logical reasons to believe that conditions as they view them make it imperative that the pruning knife be driven deeper by the canners before they feel safe to buy again in a big way. The canners would welcome a medium that would enable them to reduce prices and at the same time permit the making of good quality in order to meet the buyers' ideas, but the door of further opportunity to do so has been closed to them, because of the fixed prices of accessories, etc., wich they had no part in making and which they are powerless to change, to meet the shifting conditions and sentiment of the day. It must be remembered the canners have concrete visible evidence to guide them, while the buyers are basing their opinion on simple deductions of basic conditions present and future. Perspective reasoning offtimes vields a spectre that never exists and this year may prove no exception to the rule. Regardless of all ifs ands or buts in the game, the outstanding principle to be reckoned with is the coming crop, whether the yield will be large or small, and the intending buyers might take a grain of encouragement from the fact that last year, even during the glut period of a bumper crop, prices did not decline below today's quotations for future tomatoes. What will happen if the crop turns unfavorable need not be discussed in a large way; the answer is obvious. Futures tomatoes look safe to buy, hazards considered.

The big activity in spot tomatoes has not come as yet. The buying this week was irregular, both as to the size and quantity of orders. They will, however, be cleaned up bv the time the new canning season rolls around, without a doubt. A slight increase of orders little or big will surely send the prices upward. Watch them carefully, especially the No. 2 size. The present prices are the product of slack trading rather than heavy stocks.

Thomas J. Meehan & Co.

What Canned Foods Distributors are Doing

Attempt of Chicago Meat Packers to get Consent Decree Set Aside Worrying Grocers—Court Affirms Manufacturers' Right to Sell Wherever and Whoever He Pleases—National Arbitration Law Before Congress.

ALTHOUGH convention time for the two great wholesale grocers' organizations is at hand, the chief topic of conversation among jobbers continues to center around the packers' consent decree, and the possible return of the "Big Five" into the wholesale grocery business as buyers and distributors of canned foods, dried fruits and other grocery products.

J. W. Herscher, president of the National Wholesale Grocers' Association, in a summary of the situation, says that the setting aside of the Consent Decree would give to the packers, with their predominance in meat products, their branch houses throughout the country, their "peddler" cars, and preferential refrigerator car service, and their great control over markets through command of vast capital, virtual control of the price of every article on the table of the American consumer, as found by the Federal Trade Commission. He quotes William C. Breed, attorney for the Association, who claimed that the attempt at this time of Armour and Swift to set aside the decree amounts to a failure to keep faith with the court, since they now claim that the decree was void from the beginning; with their co-defendants who have complied with the decree; with Congress, which eliminated from the Packers and Stockyards Act matter which dealt with the decree, and with the United States Government, which in 1920, after two years of investigation by the Federal Trade Commision and the Attorney General, abandoned further action and agreed to the Consent Decree.

In answering the arguments of the packers to the effect that the court had no jurisdiction to enter such a decree, because of a stipulation to the effect that the consent should not be construed as an admission of guilt or an adjudication that the Sherman Law had been violated. Mr. Breed directed the court's attention to the fact that the Clayton Act itself contains provisions that if parties to an anti-trust suit consent to a decree, it should not be deemed an admission or adjudication. These provisions in the Clayton Act were designed to prevent Consent Decrees from being used by outsiders in triple damage suits, and but for such provisions it would be impossible for the Government ever to secure any Consent Decree from a violator of the law.

It was also contended by Mr. Breed that by its very nature a Consent Decree is a settlement by the parties; that such a decree by its nature is not an official adjudication of guilt, but is an implied admission by the parties that the decree consented to is valid and that the court had jurisdiction. He called the court's attention to the fact that the Sherman Law itself was enacted in 1890, after an investigation by Congress of the domination of the packers, and that for thirty years Congress and other agencies of our Government have been attempting to regulate these interests.

"As you know," says President Herscher, "with the exception of the Armour Co., the packers have complied with this decree. That company has applied to the Supreme Court of the District of Columbia from time to time for extensions of time within which to dispose of its interests in the so-called unrelated lines. The last extension of time expired on December 27, 1923, and Armour & Co. then petitioned the Supreme Court for a further extension, which was denied by Judge Bailey. In denying this application for additional time, Judge Bailey said:

> " 'It is true that such orders as that now asked for have been heretofore made in this court, but I do not feel justified in making any further orders of this character, especially in view of the fact that four years have elapsed since the entry of the original decree.'

"Since that denial by Judge Bailey the Armour defendants have again petitioned the court for an extension of the time which expired in December last. Your association has filed an answer to this latest petition, and to date there has been no decision by the court."

The American Wholesale Grocers' Association is also a party to the present proceedings, and is lined up with the National Wholesale Grocers' Association in fighting the packers. It is probable that the attempt of the packers to return to the grocery field will be one of the outstanding problems discussed at both conventions this month.

Buying Exchanges—The United States Circuit Court of Appeals for the Second Circuit has set aside and reversed the orders of the Federal Trade Commission made last January, and designed to compel the National Biscuit Co. and Loose-Wiles Biscuit Co., with other manufacturers, to sell to buying exchanges and other pools. The decision was based on an opinion by Judge Manton, in which Judges Hough and Mayer concurred. The court's determination accords with a number of other recent decisions, upholding the right of a manufacturer, wholesale grocer, or any other merchant freely to exercise his own discretion in both buying and selling. He may refuse to trade with anyone, as he may see fit, for any reason whatever, provided always he acts independently.

Arbitrations—Members of the wholesale grocery trade are supporting H. R. 646, introduced in the House of Representatives by Congressman Mills, and already favorably reported by the House Judiciary Committee. The bill proposed that a written provision in a contract involving interstate or foreign commerce to arbitrate controversies arising under such contracts, or an agreement to arbitrate any dispute under such contract, shall be valid and enforcible, save on such grounds as exist in law or equity for the revocation of any contract. The principles involved in the measure are in line with the arbitration policy of the canners, brokers and wholesale grocers at the present time.

Frank C. Letts Dies—Frank C. Letts, president of the National Grocer Co., Western Grocer Co. and the Durand-McNeil-Horner Co., died at his home at Lake Forest, Chicago, on May 2. He was one of the pioneers of the wholesale grocery trade and one of the outstanding figures of the industry. He developed many innovations in selling practices, and any systems or figures of his companies were always open to competitors where the general upbuilding and welfare of the wholesale grocery business could be encouraged.

Wants Lower Rates—Ross P. Seaton, secretary of the Illinois Wholesale Grocers' Association, discussing the question of tax reduction. says: "Now is the time to send your message to Congressmen, Senators and the President. We hope you will ask the representatives how much they expect to reduce taxes in this session and what plans they have for making the reduction as permanent as possible. In other words, what appropriations they propose which will offset all the savings they claim can be effected. The President should be encouraged to maintain his position of opposition to all increased appropriations and we should support and encourage his endorsement of the Mellon Plan, or any plan which will give maximum and permanent tax relief."

The Illinois Wholesale Grocers' Association will meet during the progress of the National Wholesale Grocers' Association convention late this month at the Congress Hotel, Chicago.

Indiana Jobbers Meet—The annual convention of the Indiana Wholesale Grocers' Association was held at Evansville last week, outlining his Triangle Stores Advertising Club plan, facturers' representatives at the meting. Fred N. Pitcher, secretary of the Association, arranged a wide and varied program which aroused considerable favorable comment.

Jobber-Retailer Co-operation—C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association, spoke to wholesale grocers and retail grocers at a meeting in Jonesboro, Ark., last week, uotlining his Triangl Stors Advertising Club plan, designed for closer jobber-retailer co-operation to better meet the chain store competition.

Outstandings—E. A. Carter, secretary of the Alabama Wholesale Grocers' Association, reports outstandings ranging from 57 per cent. to 261 per cent. for March, the report covering the operations of 30 jobbing houses in his territory. The average for March was 137 per cent., as compared with 148 per cent. in February and 136 per cent. in January.

Specialty Orders—Prompt and careful attention to specialty orders, backed by the seal of the American Specialty Manufacturers' Association, should be given by wholesale grocers, said W. W. Frazier, Jr., president of the American Specialty Manufacturers' Association, in an address before the Virginia Wholesale Grocers' Association at its recent convention.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

THE ANNUAL LESSON—Every year the canning industry goes to the same old School of Experience in which there seems to be but one grade and that the kindergarten, all higher classes having been discontinued for the lack of students. Each year finds some new additions to this kindergarten class, but never a graduate, and it has been so since Nicholas Appert added this branch to the curriculum of the School of Human Experience.

This year, last year and for years running into the misty past, the canners looked out over the snow-covered fields of January and saw unlimited areas of growing crops, flourishing as never the Bay tree ever dared flourish, with yields of the finest, unharmed and of finest quality; saw these crops rolling into their factories in orderly array, not too fast and not too slowly; watched them pass through their well equipped and smoothly working plants into the waiting cans to supply the hungry horde of insistent and never satisfied buyers clamoring outside their factories. Somehow some way crops would be "just fine" as ex-President Jimmy Anderson used to say; and they would be canned at ever lowering costs, while selling prices would keep steadily mounting. But no, may be prices will not be so good; another buyer has bought his futures and he may be the last one needing them—better sell a fair amount of this expected large output, even if it shows a loss. Be on the safe side and don't get caught with the warehouses loaded up next fall. The price on futures is low, but everything is going to work like greased lightning in the factory this year, and may be we can save in the cost, here and there, without cutting the quality. We'll get by!!

Every year, year after year, preparations for the next pack upon an immense scale; the country scoured for every grain of seed that can be found to plant every acre available. And every year good old Dame Nature has kindly stretched out her hand to save these children from harm.

Ex-President Walter J. Sears waged valiant war to have "Crop Hazard" included, by the Government, in the costs of canning. He might better have sought Government insurance against failure of crop hazard, for the absence of that hazard might easily mean the ruin of the industry.

A lot of futures have been sold against the 1924 crops, on the basis above pictured, and some are even willing to sell them below cost now, on the strength of this picture. But will Dame Nature again take care of them? It looks like she might do so, but it is a long time to harvest. However, she has delayed the season; sent drought and frosts in some sections, the Pacific Coast, particularly, too much rain and unfavorable weather in most all heavy canning crops sections; floods and damages in others, as in this immediate section where fields have been washed down to the rock foundations, and canneries washed away in swollen rivers and streams. And she withheld a sufficiency of frost in this section to lighten and open up the ground so that the overabundant water supply might soak in and be conserved. She seems to be at work to keep the canners' dreams from coming too true—for the kindergarten class must not graduate to the higher one of experience. But she should not be presumed upon, and the man who sells futures below cost now will not be entitled to pity or compassion when prices next fall are very much higher, and the buyer who refuses to cover his wants, at least moderately, because he has listened to the tales of increased production during 1924 is just as foolish and unbusinesslike. The gamble is all in favor of the canner, because stocks are depleted as never before and the world is still hungry. We heard an old student of conditions say, with a warning shake of his head: "watch out for this year's crops! It's a poor crop year."

THE TRI-STATE MEETING—The word-picture of the business meeting of the Tri-State Packers at Wilmington last week, reproduced in this issue, does not tell the whole story. Those who are not familiar with the leading canners of this section; who do not know the size of their plants, or of their yearly packs, but who picture this entire section as overrun with a horde of small, inexperienced, under-financed tomato canners, with dilapidated factories, packing a few thousand cases at most of poor quality goods—in a word those who live in the past, twenty years ago, can-

not see things as they really are. They forget that times have changed; that factories have been rebuilt or improved and enlarged, and that there has come with these changes a vast improvement in quality packing.

All the $1.65 per dozen standard No. 3 tomatoes are not sold in Indiana or California. They ought to know that the vast majority of these canners now are up and going; selling annually a big portion of their increased outputs to buyers who know they can depend upon the quality, without price question. The section suffers from the bargain hunters, among both buyers and brokers, who play-up the poor canner, both in finances and in ability to pack quality, who grab the forced offering of a small, unfortunate canner and run around waiving it in the face of the whole market as if it was the offering of the whole section and of the best canners, instead of an isolated, exceptional, the-poor-always-with-us offering as it is. The real men of the industry were present at that meeting; they are planning and putting through the biggest thing in improved crop production yet attempted, as they did last year, and they are packing and intend to pack a quality which the buyers know is high, and the kind which brings consumers back for more. And they are not worried because there are some poor packers in their midst, nor bothered by the yapping of the bargain hunting dogs who are always on the chase. Those men believe that this Tri-State section can produce the finest tomatoes in the world; the finest flavored; the kind which the people prefer, and they are going to pack them so carefully that trade will be forced to them. These men have grown tired of the slurs on the Tri-States and they are going to sort out the goats from the sheep. The war is on, both at home and abroad; at home to put what poor canners there may be in the class where they belong, and abroad to herd with them those interests which have been the cause of the bad reputation, the price-buyers and bargain hunting brokers. They said they know there are plenty of fine, reputable, high-class brokers, patronized by fine, reputable high-class buyers and they intend to deal with them, leaving the muck among canners and brokers and buyers to themselves. That is what the meeting meant to the men who were there, and we believe they are going to carry it out; because the buyers want to deal with first class men, brokers as well as canners, and they know the the condition. If they ever want a lot of poor goods, for poor trade, they will go slumming among the slums. And this is as it should be.

"ED" SMITH DIES IN HOSPITAL.

MR. EDWARD SMITH, well-known head of the Esmeralda Canning Co., Circleville, Ohio, and one of the oldest corn canners in the west, recently went to a hospital in Columbus, Ohio, for a minor operation, but died under the effects of it on Tuesday, May 13th, and was buried Thursday, May 15. Mr. Smith was a figure in the corn canning game. Back years ago, when canned corn was selling closer to 50 cents than it does today at $1, Mr. Smith was hopeful of it, and his one cherished wish was to see it sell at $1. He lived to see his dream come true, and he probably sold many thousands of cases at that or a better price. He was a quiet, gentlemanly man who made many friends, and his passing will be a cause of sorrow to a wide circle. With him goes one more of those fine old men who helped make the early history of canning, and his familiar face will be missed at coming conventions.

A NEW LINE OF CANNING MACHINERY.

FROM out the west comes a new line of canning machinery and one which promises to attract as much attention throughout the balance of the country as it has on the Pacific coast. The Anderson Filling Machine Company, whose plant and offices are in Alameda, across the bay from San Francisco, in California, burst on the attention of the industry in a two-page display advertisement last week, as you doubtless noticed. And they evidence their acquaintance with this industry by showing some of the leading canners of the coast who are large users of the machinery they wish to bring to the attention of the eastern canners. That is one thing the experienced canner wants to know: has anybody used it; is it being used, where, by whom and with what results? And this advertisement was directed to answer all those questions fully and at once. Not only were the firms using it named, but views of their plants shown, displaying the machines "in line."

The Anderson Filling Machine Co. have long built machinery for the salmon canners, and for the past two or three years for the fruit and vegetable canners. They have gone slowly, carefully, and been sure that the offerings would do all that was promised, and more—in a word, that the machines were "right" before they were let out. They apparently have proved all these points, and are now ready to take orders from canners anywhere, and they have some attractive machines. Their aluminum exhausters, so named because it is made of aluminum, is the machine which caused the present general discussion on the "long, low exhaust," and its value. That is its specialty, we believe, a long, low-temperature exhaust, but with an immense capacity. In this week's issue they show Anderson filler, on which they make strong claims. This filler seems to handle tomato and sauerkraut in a way to pease those canners, and it will fill most anything else, we believe. It is simple, positive, and fills each can exactly alike. Another machine is the non-agitating continuous cooker, the name tells its own story, and it will find ready listeners among many the continuous cooking of the goods as they come from the seamers, without shaking or rolling. They claim tomatoes need this kind of treatment, rather than shaking or rolling, which tends to mash the fruit. And may be other canners will see much in this. The line is an attractive one and worth looking into.

They offer to lease the line, a novelty in a line of machinery, and a thing we don't like. It is all right if they want to do it; they must have a barrel of money, but we'd rather see the canner own all his machinery and feel responsible for it. They would be more careful with it, and results would be better. But this makes it easier for the canner, and we fear they will be swamped with requests and orders.

BERLIN QUALITY

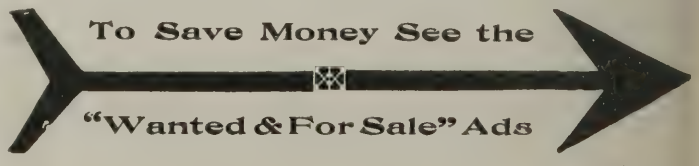
Over 3000 Canning Machines In Successful Operation

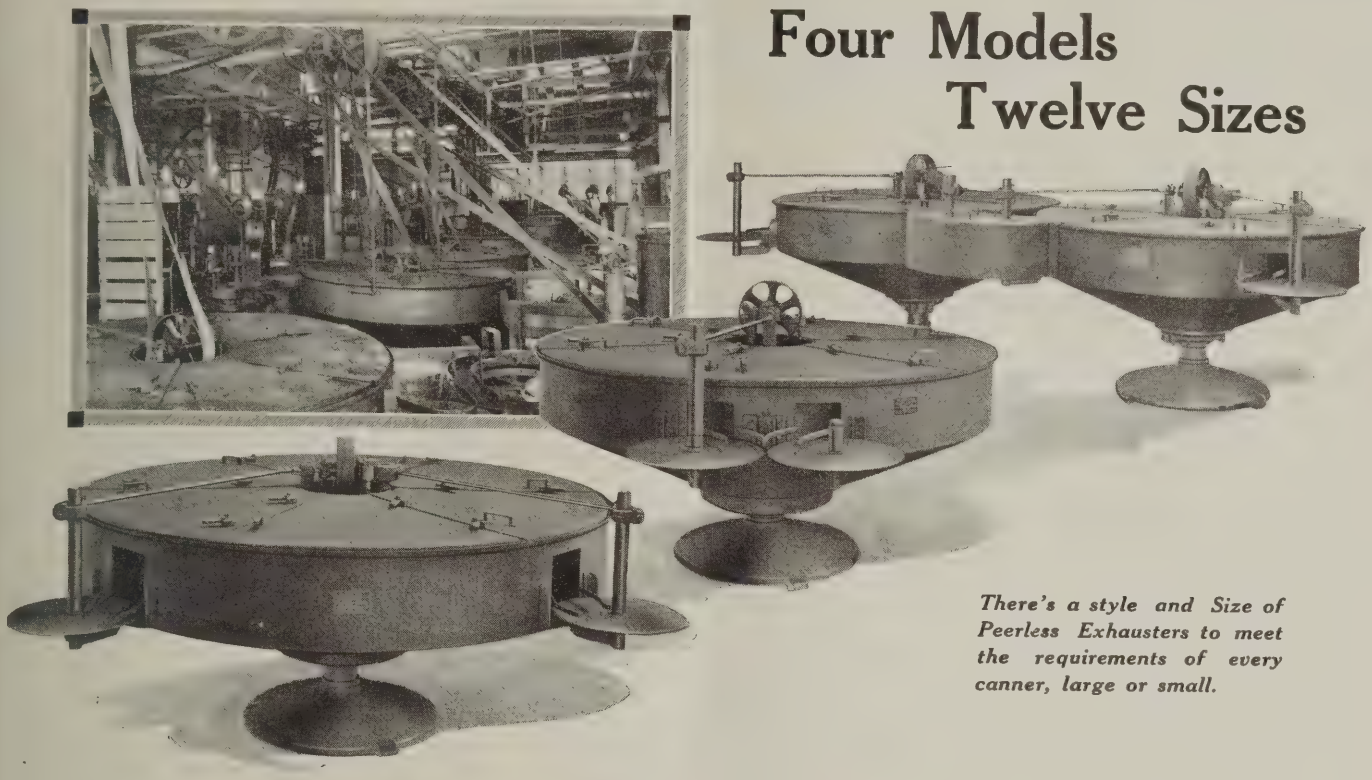
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Corn Canner
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Fruit Canner
Milk Canner
Meat Canner

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Four Models Twelve Sizes

There's a style and Size of Peerless Exhausters to meet the requirements of every canner, large or small.

PEERLESS DUPLEX EXHAUSTER.

Of these, the Duplex style, shown in the rear of the above group, is recommended for the canner who wants to lengthen the time of his exhaust, so that a product which is slow to absorb heat will be really hot when discharged, and yet handle enough cans per minute to keep a line real busy.

Some Advantages of Peerless Duplex Exhauster.

1 Cans never permitted to get away from the steam.
2 A long, slow, penetrating heat.
3 Discharge of the products at just the right temperature.
4 Tremendous capacity in small floor space.

Whether you install a Duplex or a Single model, you will find that Peerless Exhausters will pay for themselves by saving steam and cans, and eliminating "swells".

Write us today for full particulars.

Sprague-Sells Corporation

500 N. Dearborn St., Chicago, Ill.

Peerless Exhauster

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

Some Pointers For Tomato Pulp Packers

By Charles H. Stephenson
Bureau of Chemistry, U. S. Dept. of Age.

THE 1924 tomato season will soon be upon us. For that reason we will review a few points that should receive the attention of some pulp packers. An inspection of a number of pulp, catsup and paste packing plants which I made during the season of 1923 revealed some conditions which are far from ideal. At the expense of repetition, therefore, some of the more commonly found defects will be considered here.

Irregular Dumping of Tomatoes—Irregular dumping is a very common fault. Sometimes tomatoes are emptied into the washer or upon the sorting table at the rate of 400 to 600 bushels per hour, thus passing before the sorters in such quantities that proper sorting cannot be done. After a few moments of such excessive dumping, the other extreme is reached, and no tomatos will be handled often for a period of five minutes or more. During such periods the sorters are idle.

It is highly desirable to use some system which insures regularity of flow of tomatoes over the sorting belt for every moment of the working day. In this connection the installation of an endless conveyor, which runs to the washer and is supplied with buckets which hold a known quantity of tomatoes, is suggested. The speed of the conveyor can then be regulated so as to deliver 120 bushels in one hour as a maximum, delivered with absolute uniformity to the washer, and thence to the sorting belt. If the capacity of the plant is 240 bushels per hour, then, of course, two belts will be needed to take proper care of the product.

If a soaking tank is used, the size and spacing of buckets or cleats and the speed of the conveyor from it should be so regulated that not more than 120 bushels per hour will be carried from the tank to the sorting belt.

Large buckets tend to dump the tomatoes in piles on the belt. Hence the smaller the buckets used the more uniform will be the distribution of the tomatoes on the sorting apron.

It is necessary to have some device, such as paddles or a small propeller, in the tank so that a current will be set up, thus maintaining a steady supply of tomatoes around the conveyor at all times. We believe that some such arrangement will go far toward solving this very bad feature of irregular feeding which is all too common at the present time.

Washing—Tomatoes caked with clay are not the easiest things in the world to clean and a good washing outfit is necessary. A preliminary soaking tank is very helpful as it loosens the dirt and helps to insure clean tomatoes after they have gone through a good washer, such as the rotary or any other type that has been found to give satisfactory results.

In 1923 one firm made trimming pulp, although it was equipped only with an old-fashioned dump scalder, the water being changed twice each day. A clean trimming pulp cannot be made with a dump scalder handled in any such manner, if indeed, it is ever practicable to make it.

In too many plants the force is so weak that the water merely trickles onto the tomatoes. Unless the water has enough force behind it, it will not clean the soil from the tomatoes. Some packers use a force pump, which gives a water pressure of 50 pounds or more per square inch. We are strongly in favor of washing tomatoes before the main critical sorting is attempted. Although preliminary sorting is possible before washing to remove the almost totally decayed tomatoes, when the fruit is covered with sand and clay it is almost impossible to make a good job of the sorting. Some plants still do most, if not all, of the sorting of tomatoes by the dry system, but the results that they obtain are usually not as satisfactory as those by the wet system.

Sorting—Sorting cannot be economically done without the proper adjustment, nor efficiently done with indifferent or too few sorters. Too many pulping plants at this late date have not given proper attention to these details. The picking belt should be 10 feet long, at the very least, so as to accommodate three sorters on each side. Some belts have a space of only two or three feet which provides for but two sorters at the most, one on each side. In addition to this, steam may be escaping from the scalder so as to make the sorting at this place almost impossible. When trimming pulp is made, tomatoes should always be thoroughly sorted before scalding. Again many belts are in dark places, little thought apparently having been given to securing either natural light or artificial light which should be provided for dull, dark days.

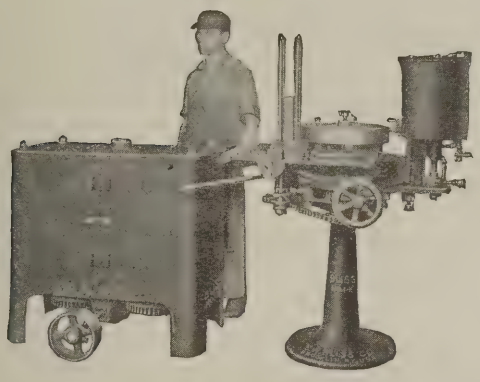
As for speed, some belts still run 50 or more feet per minute, which is altogether too fast for proper sorting. From 20 to 25 feet per minute is a good speed for sorting belts.

Some belts are inclined upwards at such an angle that the length of belt, which is at a convenient height is long enough to accommodate only one sorter standing on either side. Platforms must be built by the side of the belt in successive steps. Otherwise there is not enough room for sorters to handle the stock. Inclined conveyors, provided with cleats to keep the tomatoes from rolling back, are also unsatisfactory as sorting belts, since the cleats prevent the tomatoes from being rolled to insure a view of all sides. Horizontal or slightly inclined sorting belts are much more satisfactory.

One sorting belt seen this past season was so low that the sorters had to stoop over to touch it. This is an unusual condition, as most sorting belts, however deficient in other respects, are acceptable as to height.

The proposition of attempting to sort trimmings is fundamentally wrong. With a mixed mass of small tomatoes, skins, cores and pieces, it is absolutely impossible for anyone to remove all the gross rot, not to mention the pieces of soft rot which become mashed, contaminate the whole mass, and cannot be removed. This is the very serious criticism to be made of a system which has comparatively recently gained favor among some canners in certain parts of the country. In this system the scalded tomatoes are carried by a conveyor, usually of impervious material, along in front

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BALTIMORE - - - MARYLAND

of the peelers who pick up the tomatoes, peel them, and drop the trimmings back on the conveyor, which carries them, together with the rest of the unskinned stock, toward the cyclone. Some sorting of this mixed mass is attempted, but usually with very unsatisfactory results. This brings us back to the principle laid down years ago that the sorting should be thoroughly done and that the tomatoes be given a final rinsing to remove decayed material besmeared on the surface before they reach the peelers.

A few of the plants visited last year were attempting this sorting of trimmings. If put on the whole tomatoes these sorters would be very much more efficient. To be used to the best advantage the sorters should sort the whole stock only, never the trimmings.

We strongly favor the designation as head sorter of some person who is alert and keen. This person should be stationed after the other sorters and held responsible for the efficiency of the sorting. If he sees rotten or spotted tomatoes coming past the sorters he should be able to stop the belt until such fruit is removed, or else slow down the rate of dumping.

We are convinced that it is better to have the sorters do nothing but pick out spotted tomatoes and let others trim them, rather than to let the sorters undertake both duties, as a number of packers still do. When tomatoes are coming along in large numbers, with many spotted ones, the opportunity for good work on the part of the sorters is much greater when all they have to do is pick out the spotted decayed stock. A few of the plants observed during the past season were well equipped for pulp making, but no sorting was being done at time of inspection. When this fact was called to the attention of one manager, he stated that sorters were supposed to be on the belt at all times and he would have to ask the foreman why they were not there. The important thing is that all of this time partially rotten tomatoes were going into the cyclone.

It is highly desirable to take samples of the tomatoes that are entering the cyclone and to determine the percentage by weight or number of rotten or spotted tomatoes which have passed the sorters. If more than one per cent of bad, spotted tomatoes is found, the condition can be remedied by adding sorters or by decreasing the rate of dumping of tomatoes.

Microscopic counts are highly important, especially in buying pulp. Care should be exercised, however, to see that the analyst employed has had enough experience to make his results reliable; otherwise such results may be worse than useless. Last season we checked an analyst who was counting from 20 to 80 per cent too low on molds. Yet his results were being taken without question by the superintendent who accepted this as evidence that his sorting was sufficient rather than the evidence of the inspection of the partially rotten stock that could be seen going into the pulp. Tomato pulp should not be held cold in tanks, nor should trimmings be thus held in barrels, as was done last season. A steam pipe should be run into these containers and the product kept at a temperature of at least 140 degrees. Fermentation is bound to occur when such products are held at room temperature. Unless frequently stirred, such products will not be heated uniformly.

U. S. Department of Agriculture Bulletin 569, The Sanitary Control of Tomato Canning Factories, gives a more detailed description of most of the points mentioned here. Copies may be obtained by writing to the Office of Publication, U. S. Department of Agriculture, Washington, D. C.

The average quality of tomato pulp will never be what it should be until more attention is paid to the operations mentioned.

No packer who pays little or no attention to many of the points touched upon in this paper can hope to make a good quality pulp.

Now is the time to prepare for the coming season.

The Tri-State's Spring Meeting

Successful "For Members Only" Meeting—Community Plant Beds Making Good Progress—All Meetings in the Future to be for Members Only.

WHEN it was first announced that the spring meeting of the Tri-State Packers Association would be held at Wilmington, Del., and that only members, both active and associate, would be admitted, there was very considerable comment on the street. It marked the first time that the assembling of this Association was not thrown open that all might profit by anything that was done. Heretofore the so-called free-rider could come up and get as much benefit from the Association as anyone else, and they came, took what was to be had and went their way—and in late years this was a good deal, since the Association, through its friends, the Get Together Committee, has been giving very lavishly, entertainments and luncheons. This big hearted and opened fisted Get Together Committee may continue to give all who come with an equal lavish hand—members and non-members, friends and foes, but the meetings of this Association will be confined to members only from now on. It was so discussed, thoroughly, and then was unanimously voted so at this meeting. And be it said right here that the Association has had a good taste of "business", likes it and intends to have a whole lot more in the meetings to come. This old and reputable Association intends to take itself by the bootstraps and lift itself out of its old reputation; intends to make Tri-States stand for quality and all that is best in canned foods. It says it has the quality produce grown at its doors, and it intends to see that it is packed in the cans in quality style, with all the taste and flavor and appearance that make this garden spot of the country famous. It may even appoint competent inspectors to see that the packs of its members are above reproach and of the quality for which this section might easily be famous. The old past is behind it, and the bright future is ahead of it, and the Tri-States will work to make brighter and lasting in fame this future.

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The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

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Fills Practically Automatically But Produces Hand Pack Quality

Beets, String Beans, Tomatoes, Cherries, Berries, Kraut, Etc.



Adjustable for No. 1, 1½, 2, 2½, 3 Cans. Machine also made for No. 10 cans.

Rockfield, Wis., Nov. 26, 1923.

We are glad to advise that we are very well pleased with the Beet Filler which we purchased from you and used throughout the season. It is a great labor saving device. We used it in connection with No. 2 and No. 3 cans and it gives a good fill. We can only say the best for it.

ROCKFIELD CANNING COMPANY
BY A. J. Klumb.

Sturgeon Bay, Wis., Dec. 1, 1923.

Allow the writer to congratulate you on your Hansen Fruit and Vegetable Filler. As you know, we have been experimenting for the past five years with mechanical fillers for filling No. 2 red sour pitted cherries. Up to this year when we installed two of your fillers, we had never found anything that would operate satisfactorily on cherries but since the success we have had this year with your new filler, we feel that you have a machine which will work very satisfactorily indeed.

The machine operates very smoothly without the jamming of cans and the accompanying loss of fruit and turns out a very uniform fill. We believe your estimate of capacity which you stated was 70 cans per minute to be very conservative, for we know this machine will operate very satisfactory on 95-100 cans per minute on cherries. We expect to put in more of these machines as the necessity arises and you may rest assured that we are perfectly satisfied with their operation.

FRUIT GROWERS CANNING COMPANY
BY Edw. S. Reynolds.

Colby, Wis., Nov. 27, 1923.

We wish to advise you that we are more than pleased with the hand bean filler, or rather as you call it, the Hansen Fruit and Vegetable Filler.

We were rather doubtful as to its capabilities until we tried it out. Wish to advise you that your filling hopper on same does not need attention, and with one girl supervising the fill of cans was all the help we needed in the canning of cut beans.

We have been complimented on the uniform fill of our beans and all we can say is we lay it all to your machine.

If you have any skeptics as to the capabilities of your filler, wish you would refer same to me or my superintendent at this plant and am sure we could soon change their opinion.

CENTRAL CANNING COMPANY
BY W. H. Christiansen, Mgr.

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Manufacturers of Hansen

Pea and Bean Filler, Corn Cooker Filler, Conveyor Boot, Sanitary Can Washer, Beet Topper.

THE MEETING.

The Hotel Dupont is one of the best appointed hotels in the East, and it placed its handsome grill at the disposal of the Association. By 11 A. M. the members were all present, and President Chas. S. Stevens, in his characteristic way of wasting no time, announced the meeting in the grill, and lead off to set good example. The crowd was not slow in assembling, and it kept coming, until every seat in the large room was filled and others had to be provided. There was a good representation of canners, many brokers and plenty of machinery and supply men, and some others, but all members. For once the lobby was empty, while a meeting of canners was on, and it is a record worth recording.

President Stevens called the meeting to order at 11:10, and asked Dr. Symons, of the Extension Service of the Maryland University, to report on the plans for better tomatoes and corn.

Dr. Symons reported that the proposed work on better strains of sweet corn proved to be more expensive than at first thought, and that as the Legislature of Maryland had failed to make the appropriation requested, that work would have to be held in abeyance until next year. He showed the wonderful possibilities that might be expected from carefully selected strains of sweet corn. Individuals have been working on this for some years, and the Doctor spoke with regret of the severe loss in this, caused when the cannery of Saulsbury Bros., at Ridgely, Md., and who had selected strains of sweet corn covering ten years in the factory when it burned a few weeks ago. The Ridgely substation, however, is carrying on the work of careful selection, elimination of untrue strains and is persuing the line of seeking for hardy breeding in connection with that work at College Park; but he pointed out that it takes from three to four years to accomplish anything in this line.

Tomato Work—Dr. Symons reported the Community Plant Bed scheme as going ahead in fine shape, although about two weeks late owing to the unfavorable weather. He said he thought there were 35 beds in the State. He said some Dorchester county growers had decided to buy about two million southern-grown tomato plants in the hope of getting early tomatoes; and that the project was being watched with interest, as they were anxious to protect the State against root rot, wilt and other diseases likely to be brought in this way, and of which the State had always been free. Talbot County was also trying to produce early tomatoes by buying plants grown in Somerset Country. He stated that Mr. Radebaugh would report in more detail on this matter.

The Japanese Beetle Danger—Dr. Symons told of the Japanese beetle, which has found lodgement in this country, chiefly in New Jersey, and is likely to do much damage. It attacks all fruit trees, and most vegetable plants, and is so serious in its results that the Government has spent upwards of a million dollars fighting it thus far without much success. Quarantines have been established in badly infected places, but as the beetles fly easily from place to place, lodging in passing automobiles and other vehicles, it is spreading and will certainly be a visitor to Maryland this season. He said that if the sections which usually supply early tomatoes to Baltimore are infected, a quarantine against the shipment of them may be established.

THE PLANT BEDS

Mr. A. D. Radebaugh, in charge of the Community Plant Beds, wherein are grown the tomato plants to supply much of the acreage, responded when called upon and reported the beds as generally larger than last season and in much better condition; they are well prepared, carefully attended and watched and the plants making good progress. What particularly pleased him was that not only the plant bed growers, but a great many other growers were following the plant bed methods, preparing their bed carefully, sowing good seed, and dusting the plants to avoid disease. He said he had just returned from Indiana, where he had been talking to canners and growers, and he instanced the amount of plants needed by that State when it took 600 acres of plant beds to supply the State. They grow from 60,000 to 70,000 acres of tomatoes in that State, mostly for tomato product purposes. He commended Indiana for its good work in propigating improved seed, and said they had $7,000 in their treasury from the sale of seed of this high class kind. He said he wanted to see the canners of the Tri-State co-operate to this same end.

He said he had held meetings with the farmers in all sections, more of them than last season, though they were not quite as well attended. And he had visited New Jersey, as well as Delaware and helped on the work. He advocated the use of dusting rather than spray as being more practical.

He read the following list of plant beds in Maryland, explaining that generally the growers stood the expense and attended to the beds, taking their costs out of the sale of the plants, but not in all cases, and that their work was carefully watched and planned. He reported a very heavy "speaking" for the plants so far. The list is as follows:

County	Name of Person Conducting Plant Bed	Address	Size (acre)	Total Acreage	Community Plant Beds in County	Total Beds in County
Cecil	Wallace Williams	Elkton, Md.	1-3			
Cecil	Wallace Williams	Elkton, Md.	1-14			
Cecil	Stanley Frazer	Earleville	1-4			
Cecil	Lyman Spence	Elkton, Md.	1			
Cecil	George McKeown	Elkton, Md.	1-3			
Cecil	George Liddell	Liberty Grove	1-2			
Cecil	Charles B. Silver	North East	1-6	2	2-3	7
Worcester	Marion Johnson	Newark, Del.	1-2			
Worcester	William Pilchard	Snow Hill, Md.	1-2			
Worcester	Luther Shockley	Snow Hill, Md.	1-4			
Worcester	Luther Atkinson	Snow Hill, Md.	1-4	1	1-2	4
Somerset	Harry Fitzgerald	Princess Anne	1-2			
Somerset	Aaron Mast	Westover	1-2	1		2
Kent	Harry Willis	Betterton	1-2			
Kent	Horace B. Derrick	Chestertown	1-4	1	3-4	2
Wicomico	W. E. Adkins	Fruitland				1
Carroll	F. W. Fuller	Westminster	1-3		1-3	1
Caroline	Irvin Brumbaugh	Greensboro	1-4			
Caroline	J. J. Thieroff	Preston	1-4			
Caroline	Boys' Club	Denton	1-3		5-6	3
Harford	Burkins	Cedars	1-4			
Harford	Meiers	Fallston	1-4			
Harford	Burcham	Shucks Corner	1-4 to 1-2			
Harford	Bailey, Hugh	Belair	3-4			
Harford	John Cooley	Belair	1-2			
Harford	Scott Robinson	Wilna	1-2			
Harford	Noble Hopkins	Belair	1-4	2	3-4	7
Anne Arundel	H. C. Wigley	Millersville	1-2		1-2	1
Dorchester	Fred Wright	East New Market				
Dorchester	E. W. Montell	Cambridge				
Dorchester	Wm. Foxwell	Cambridge				3
Talbot	A. B. Highley	Trappe, Md.	1-3			
Talbot	A. R. Marvel	Easton	1-4			
Talbot	A. A. Ringler	Easton	1-4		5-6	3

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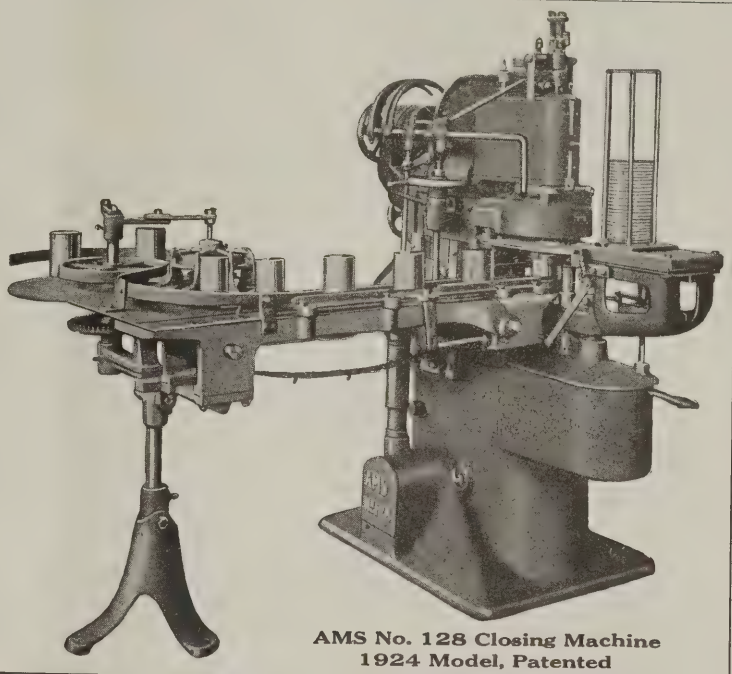
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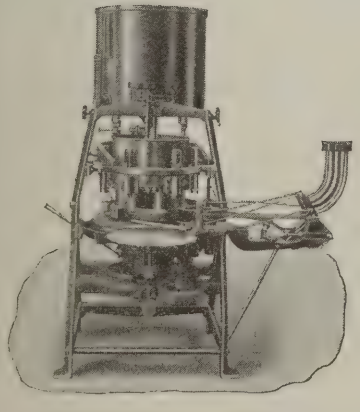
BRANCHES: Chicago and London, England.



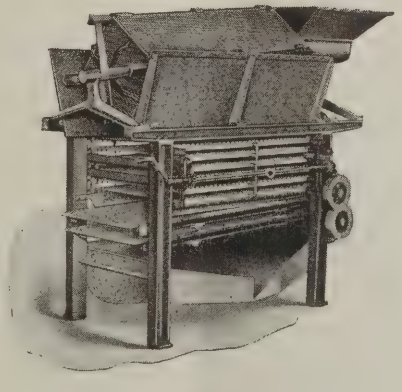
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CORN COOKER FILLERS



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Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

Before closing Mr. Radebaugh warned the corn canners that they must be more careful in the inspection and trimming of the corn before canning, because too many worms were being found in the canned product. It was a rather gruesome experience to see a diner opposite the writer pick out of his plate, from among the very fine, tiny canned lima beans, a big fat brown worm. Any canner who could have seen it would have taken home the warning made by Mr. Radebaugh.

Work in New Jersey—Mr. F. W. Jackson, of the N. J. Extension Service was next called upon and reported that there were two beds in Salem County, and that they were in only fair condition. It was his opinion that there was a 15 per cent. increase in the acreage this season. He called upon Mr. Crissy, farm agent for the Fogg & Hires Co., for a more detailed report.

Mr. Crissy replied, saying that parts of Salem County were now under quarantine on account of the Japanese beetle, and that the fruit men were worried but not the others. Pennsylvania has become rather seriously infected, he said, because of the large number of automobiles traveling down through Jersey and then back into Pennsylvania. He said a good many farmers were following Mr. Radebaugh's directions and plans. He said they had gotten best results from potted Plants, and that the growers hoped to have tomatoes by August 1st by this method. He said they had done some work in improved seed selection, taking the best from 33 strains of Stone, and now had quite a sizeable lot of selected seed from their strains for this season.

Dr. McCue, of the Delaware Station, said they would get the Japanese beetle this season, as it had been reported only a few hundred feet from Delaware. He said one of the chief dangers is in the returned tomato baskets, and that they were studying some way to overcome this. He asked Mr. Phillips, of his station, and who had charge of the plant bed work, to report.

Mr. Phillips said there were seven beds working well in scattered sections of Delaware, after losing several from one cause or another. He said the beds had been unusually well prepared and will be watched and dusted as required.

THE LUNCHEON

At this point, without moving from the tables, a tasty luncheon was served to all by the Association, and a kind of recess taken for informal chats and considerations.

As soon as the dessert was finished the meeting was resumed.

The Traffic Bureau—Secretary Dashiell explained that during the absence of the President, owing to sickness, the Executive Committee held a session and decided to appoint a traffic manager for the Association, and had appointed to this position Mr. W. T. Gardner, who is connected with the Chamber of Commerce of Salisbury, Md., in the same capacity. In the short time that he has been at this work Mr. Gardner was able to make a very satisfactory report. He had had 58 letters and three claims adjusted. He had succeeded in getting the privilege granted to ship pulp in 5 gal., and No. 10 cans uncrated; had protested an advance of from 6c to 17c per 100 lbs. on canned foods to certain points in Louisiana and Arkansas; had protested an advance of 3c per 100 on canned foods from Delaware to New York City scheduled for May 15th, had protested the change of classification on strawberries in barrels from fifth class to third class, and was ready at all times to serve the members of the Association and merely asked that they communicate with him when any traffic problems come up. His address is given above.

The Growers Represented—Mr. C. C. Gelder, of the National Canning Crops Committee, U. S. Farm Bureau, was next called upon and responded on

CO-OPERATION OF CANNERS AND GROWERS.

It is a good omen for the canned foods industry, when canners and growers get together and talk over their common problems, for they together constitute the real producers, the growers the raw, and the canners the finished product.

The economists who have written and talked on the meaning of the word "co-operation" say that "it is the linking together of those whose interests are most closely related."

These two groups in production make up the real base of the canned foods industry, and each is dependent upon the other.

All other lines of business between production and consumption may be classed as middle-men, of greater or lesser necessity, with varying influence for good or evil upon the industry, many of which exploit the industry for selfish gain through a "bearish" effect upon both the spot and future market.

Controlling the future market in advance of planting and harvest, interferes with the operation of a true supply and demand market.

I want to make it plain that the growers have no fight with the legitimate canners; they want to co-operate with them, but they have a real fight with the predatory interests who sap the industry for their selfish purposes.

You are all familiar with certain brokerage and commission interests, who have issued circulars, and taken other steps which have operated against the canner and grower. Such concerns are as beneficial to the canned foods industry as the "Tea Pot Dome" crowd have been to the Government's oil interests.

Co-operative marketing increases the proportion of the consumers' dollar which goes to the producer, without increasing the price to the consumer.

The growers must co-operate one with another, the canners should co-operate in a like manner, and these two factors in production must co-operate together if the industry is to be stabilized and made safe and profitable to both branches of production.

If the canners would market co-operatively, they would shorten the route between can-house and consumer, with greater profits to themselves without increasing the cost to the consumer. Furthermore, they would distribute their product in an orderly manner over the annual period of consumption, instead of dumping during the short period of production.

The canner either spends his own time and travel expense calling upon individual growers, or pays a middle-man to do his buying. This expense is frequently higher than the grower pays for harvesting the crop. This production cost will be eliminated by the growers marketing co-operatively.

In most sections the growers to a large degree grow varieties of tomatoes which ripen at the same time, and in favorable crop years there is a peak load for about two weeks which over-taxes the physical capacity of the average can-house.

With a complete organization of the growers, the acreage of each grower can be so divided with two or more varieties so that his period of harvest will be extended. This will distribute the load for both canner and grower and improve the labor situation for both.

A partnership to endure must be equitable, likewise our industry must be profitable to both canner and grower, and this can never be under hap-hazzard speculative conditions.

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VARNISHED,
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Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

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LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784

BRISTOL, PA.

In the past many growers have lost a season's work and expenses of the crop through making deliveries to irresponsible canners. Under co-operative marketing this would not exist, as the usual business credit relations would be employed.

These two systems of co-operative marketing can accomplish a great deal in stabilizing the market and preventing fluctuations which impair the credit of both canner and grower.

When we enter a season with more than a reasonable surplus of a commodity, what is more asinine than the growers to grow and the canners to pack their capacity? Yet we are going to have this unprofitable condition so long as canner and grower operate as individuals instead of co-operatively.

Unfortunately, too many people are concerned merely in the price they will pay, or are to receive, overlooking vital problems which, when properly taken care of, will automatically make the industry profitable to both branches of production.

We in Maryland are organizing the growers on a State-wide basis for 1925 under a five-year contract. Deleware and New Jersey say they are prepared to do the same. The three States have named a committee to draw up plans for the federation of the three States under one general sales organization.

We hope that you canners will be as co-operative as we are going to be, and if both organizations are headed up with the type of men who should direct them, we can settle our problems without an outside arbitrator.

Mr. W. H. Killian, president of the Canned Goods Exchange, expected to address the Association, but was detained at home through sickness, and Mr. F. A. Torsch, also of the Canned Goods Exchange, took his place in an able manner. Among other things Mr. Torsch asked how many generations it will take for the canners to learn that their best interests lie in helping each other, and not in trying to hinder and hamper fellow-canners. When they learn that their interests are identical they will learn to help and not be an obstacle, he said.

Mr. H. P. Strasbaugh, ex-president of the National Canners Associatoin, as also of the Tri-States, commended this business session of the Association, and urged the members to better co-operation. He moved that a committee be appointed to co-operate with the U. S. Farm Bureau, and upon being reminded that the Agricultural Committee was in existence, moved that it take this action with relation to that bureau. This was seconded and passed.

President Stevens then asked for a free discussion of the proposition of having all meetings for members only, and there resulted one of the best so-called 'round table discussions, free speaking, calling a spade a spade sessions which this Association has ever held. Mr. Hankins, of New Jersey, began it and a great many joined in. He asked for improvements in the buildings and the appearance of them; the planting of some flower beds, use of paint, etc., and suggested the term "packing plant,' rather than "can house,' as now generally used.

Mr. Wm. Silver asked why and how canners of this Association pay $2.50 per ton more for tomatoes than others, and then sell them at 15c to 20c per dozen less than those others. He said the weak market discourages the buyers, and his remarks were plain and to the point.

President Stevens said that costs had advanced on 1924 packings and that while most other canners saw the necessity of adding from 12½c to 15c to last year's prices many canners in this section had not added 2½c, and were selling futures below cost. He said the canners lacked the business ability to ask a fair price and stick to it.

Mr. Harris said that he would not mind paying $50 per year dues if the Association would appoint a field man to see that the packs of members came up to a standard which would make the Association famous.

All speakers were in favor of the closed meetings, and supply men and brokers voiced this same opinion. Upon being put to a vote it was unanimously carried to hold all meetings in the future for members only.

The comment in the lobby after the meeting was that it was easily the best meeting ever held by the Association.

TOMATOES FOR MANUFACTURE

Forecast of Intended Acreage for 1924 Compared With Previously Published Acreage for 1920, 1921, 1922 and 1923

(By United States Department of Agriculture, Bureau of Agricultural Economics, Division of Crop and Live Stock Estimates.)

State	Number of Firms Reporting 1924	Acreage Reported by Same Firms 1923	April 30, 1924. Acreage Reported by Same Firms 1924	Percent Increase or Decrease Inc.	Dec.	Intended Total Acreage for 1924
Arkansas	9	2,800	3,705	32	..	10,450
California	28	24,023	19,080	..	31	24,000
Colorado	3	730	920	26	..	3,600
Delaware	24	7,940	7,483	..	6	20,210
Illinois	8	2,945	3,122	6	..	5,720
Indiana	54	30,642	34,054	11	..	73,280
Iowa	8	1,956	2,175	11	..	3,970
Kentucky	10	2,983	3,491	17	..	6,560
Maryland	103	19,919	20,869	5	..	46,440
Michigan	11	1,397	2,030	45	..	3,960
Missouri	38	17,272	22,485	30	..	26,310
New Jersey	21	14,907	17,784	19	..	23,810
New York	35	11,095	11,408	3	..	13,310
Ohio	14	7,234	8,154	13	..	15,660
Pennsylvania	11	797	924	16	..	4,080
Tennessee	17	3,304	3,528	7	..	7,780
Utah	14	3,644	3,733	2	..	4,990
Virginia	83	5,825	6,415	10	..	13,770
Other States	22	3,358	3,789	13	..	3,800
Total	513	162,771	175,149	8	..	312,000

State	Total Acreage 1920	1921	1922	1923
Arkansas	5,020	1,030	5,780	7,920
California	28,340	6,860	24,140	30,760
Colorado	2,530	730	2,200	2,860
Delaware	11,900	2,280	12,000	21,500
Illinois	4,030	2,230	4,790	5,400
Indiana	35,340	21,380	53,240	66,020
Iowa	2,040	1,570	2,860	3,580
Kentucky	5,960	2,580	5,290	5,610
Maryland	34,550	12,190	37,170	44,230
Michigan	1,710	960	2,550	2,730
Missouri	14,800	4,330	14,880	20,240
New Jersey	18,490	13,900	16,610	20,010
New York	17,130	5,090	11,740	12,920
Ohio	7,690	4,470	11,360	13,860
Pennsylvania	2,360	890	2,140	3,520
Tennessee	6,570	1,150	6,860	7,270
Utah	4,220	1,250	3,820	4,890
Virginia	16,780	3,110	9,640	12,520
Other States	3,870	1,730	1,850	3,360
Total	223,330	87,730	228,920	289,200

THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

Wheeling **West Virginia**

NEW YORK OFFICE
Room 1313-32 Broadway

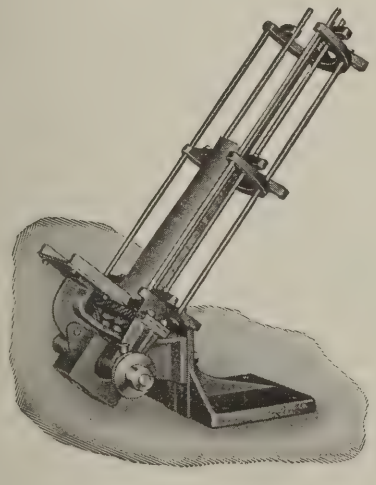
CHICAGO OFFICE
1966 Conway Building

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COLUMBUS, O., OFFICE
Columbia Building

END STACKING MACHINE



The End Stacker shown is designed to be placed adjacent to any of our various sanitary end producing machines where it is desirable to stack ends as discharged. It is also well adapted to any work such as baking powder, lye or cleanser bottoms, or any ends having straight or curled flanges. This device is built in two sizes, and being entirely automatic, receives and places the ends in a neatly stacked form. The object of this Stacker is to eliminate hand stacking and possible damage caused by excessive handling.

Adjustment is also provided to vary the height of the intake chute so as to correspond with the discharge of the machine to which it is attached. The can ends as received are stacked automatically from the bottom. The hopper has sufficient capacity to accommodate 36'' of ends and is so constructed that they may be removed without interfering with the continuous operation of the machine. The adjustment for different diameters is very simple and can be accomplished in a few minutes. The complete apparatus requires very little floor space and is provided with grooved pulley that allows it to be operated direct from the adjoining machine

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue **Chicago, Illinois.**

DON'T LET CONGRESS CRUCIFY INDUSTRY.

Business-like Counsel Needed to Guide Legislators.

UNDER the main heading given above Mr. John M. Glenn, secretary of the Illinois Manufacturers' Association, in a special bulletin issued by them, draws attention to the fact that business is being attacked on every hand by Congress. He says that the situation is extremely serious and that business men are asleep. He draws attention to the fact that there are at least five bills on the road to passage which if not properly amended will work great hardship on the industries and bring about stagnation of business.

One of the measures which will have a big effect on industry is the proposal of Congressman Paige, which proposes to increase by 200 per cent parcel post rates.

If this measure is given the mature consideration that it deserves, and legislators are impressed with the importance of handling the matter in a business-like way, there is little danger that it will be passed in its present form. But if, due to hurried measures or undue pressure being brought to bear on the legislators, or the indifference of those interested, the measure is presented at a time when speed is being urged on Congress, there is a grave likelihood that it will be passed in its present form and disaster result.

The news flashed over the wires to the newspapers that Congress is preparing for all-night sessions to pass much-needed legislation, such as the Mellon Tax Reduction Bill, indicates a sincere desire for real accomplishment.

There has been too much delay on the part of Congress; now there is a feverish rush to catch up with much-needed legislation.

Our legislators are confronted with a dilemma—so many interests are clamoring for attention and the needs of the various classes are urgent. Apparently, the only way to get things done is to "rush them through."

Everybody is asking Congress to "get something done." Under pressure of this kind it is easily possible that the Paige Bill, which offers such an easy solution of the matter by increasing parcel post rates and other postage items, will be passed through without mature consideration.

To lay a burden of $150,000,000 on the farmer buyer at the present time would practically cripple his purchasing power. To tax $150,000,000 on one department of industry would result in stagnation of business in that industry. To attempt to operate a department of the postoffice with the rates increased as much as 200 per cent would practically put that department out of business.

Your legislators need the counsel of clear-thinking men. Write to them, pointing out the efficient, businss-like way to meet this situation—as the Postmaster General suggests, wait for his department report before taking hasty action.

MINUTES OF NATIONAL KRAUT PACKERS' ASSOCIATION, HOTEL SHERMAN, CHICAGO.

Chicago, Ill., April 22, 1924.

The meeting was called to order by President Wilder.

The minutes of the last meeting were read and approved. F. A. Vickers explained the necessity of standardization of cooperage and presented the following resolution:

Be it Resolved, That the National Kraut Packers Association accept and adopt the specifications and standards on fir cooperage as filed with the secretary for the correct and proper manufacture of kraut cooperage as to capacity, shape, size, and thickness of staves, size and thickness of heads, size and weight of hoops; further, that the cooperage manufacturers be requested to adopt individual identification marks, to be applied to all cooperage, and that such identification marks be registered with our secretary, and also that our association recommends that all kraut manufacturers specify these standards in ordering fir cooperage in the future.

It was moved and carried unanimously.

The following applications for membership were presented: California Packing Corporation, San Francisco, Cal.; Sterbach & Hoster, Philadelphia, Pa. Associate members—Walter J. Sears & Co., Chillicothe, Ohio; The Ohio Salt Co., Wadsworth, Ohio.

It was moved that they be elected. Seconded and carried.

Mr. B. W. Weller, chairman of the grading committee, explained the manner in which they have worked out definitions for determining good edible kraut—that the committee had several meetings and cut considerable samples.

TENTATIVE DEFINITIONS OF POINTS FOR DETERMINING GOOD EDIBLE SAUERKRAUT FOR BOTH BULK AND CANNED.

Flavor.

The kraut should have a normal acid flavor, indicative of a properly fermented product. It must never be bitter, sweet or rancid. Brine should show a salimeter reading of not more than 16.

Cut.

The shreds should be as uniform in length and thickness as possible, and the number of broad pieces of cores must not be excessive.

Color.

The color should be light straw or golden, neither white nor dark yellow; free from black or brown spots.

Crispness.

The kraut should be fairly firm in texture, without being tough. It must never be mushy.

Fill.

The fill must comply with all government regulations.

ROY IRONS, Sec'y-Treas.

AUSTRALIANS TO FIGHT FOOD FLY.

ALL of Queensland's fruit orchards are threatened by the ravages of the fruit fly. This pest has become especially prevalent in the Stanthorpe district, comprising about 1,000 square miles of fruit lands, where immediate steps must be taken to insure its destruction, says Consul Wormuth, Newcastle, in a report just received by the Department of Commerce. Authorities insist that the government take measures to provide for the destruction of diseased fruits in each infected orchard. "It is perfectly clear to anyone who knows the history of the Stanthorpe district," said one authority, "that either the fruit fly must come out on top, and the fruit industry go under, or the fruit industry survive by the absolute destruction of the fruit fly itself." All kinds of fruit grow in the infected areas, which is from 2,300 to 3,500 feet above sea level, and one of the principal fruit growing districts of Queensland.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

BERLIN CANNING MACHINERY WORKS' NEW ADDITION

ALTHOUGH the Berlin Canning Machinery Works has one of the largest plants manufacturing canning machinery exclusively, in the United States, and has been manufacturing canning machinery for fifteen years, few of our readers have a chance to see their plant as Berlin, Wisconsin, is a little off the beaten trail, both by car and railroad.

The Berlin Plant was not developed in a single year, but has been built part at a time, by successive additions. from 1998 to 1924, there having been nine additions during this time.

At present the plant, part of which is shown by cut, consists of new boiler shop built this year shown in the foreground of the cut, in which is manufactured Kettles, Continous Cookers, Automatic Kettles and similar boiler and sheet iron work.

The next building. a one story building. is the main machine shop in which all machine parts are finished and small machines are erected. The next building is the foundry gray iron on one side and brass on the other.



On the opposite side of the railroad is the sheet metal shop, generally termed, tin shop, in which is manfactured custom built pea boxes milk trays, pea hoppers, etc.

The land area actually covered by buildings and passageways between buildings is approximately four acres.

The Berlin Canning Machinery Works first started manufacturing Sterilizers for milk canning factories, later developed a full line of milk canning machinery and later took on a complete line of pea canning machinery, tomato canning machinery, corn canning machinery and this year a general canning machinery line.

The development of this plant and organization has been slow and as they hark back to fifteen years when their present President went out and sold a machine, came back and carried iron for the molds, lay out the machines in the machine shop, did mechanic's foreman's and office work and sales work when he had a chance between times—to their present organization with a corps of salesmen, a fleet of sales cars and real mechanic's service—it makes them feel proud of the name "Berlin" when seen on canning machinery. And they have a right to be.

NET WORTH

"But John, dear, before we were married you told me you were worth firty dollars a week."

"I am, but the boss just gives me twenty."—*Oregon Lemon Punch.*

COVER YOUR WANTS EARLY



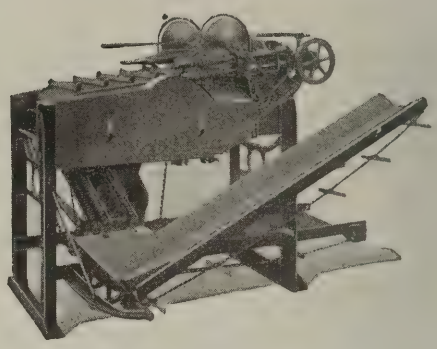
Not made to meet competition
Made to beat competition

Give us your order now. We will ship when wanted. Ask for delivered prices.

We manufacture and sell to the largest canners in the country.

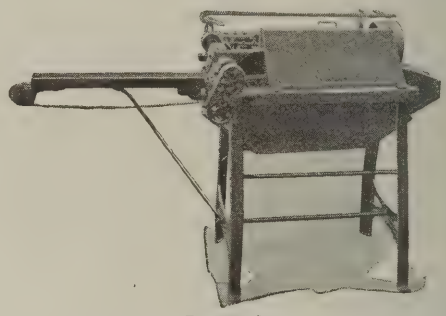
R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

Phones { *24147*
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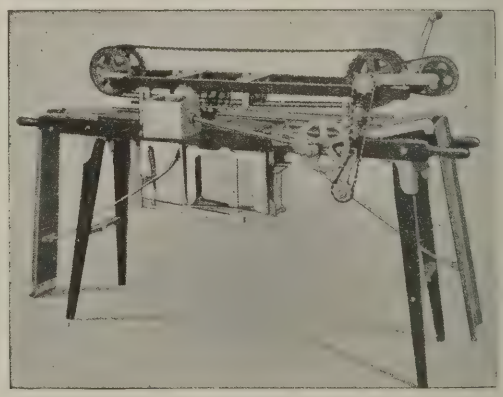
Patented
THE MORRAL CORN HUSKER
either
Single or Double

The fastest and best husker on the market. It has an automatic ear placer that places the ear at the proper place and careless feeders will not waste corn and it will save a great deal of corn over any other husker.



Patented
THE MORRAL CORN CUTTER
either
Single Cut, Double Cut or Split and Cut.

The Morral Corn Cutter is very simple in construction and is the most durable and best cutter on the market. It has a positive feed and will not clog up like other cutters when cutting nubbins and small ears. It is furnished with attachments for cutting Golden Bantum Corn, and it is the best cutter for cutting Bantum Corn.



Patented
THE MORRAL LABELING MACHINE

The Morral Labeling Machine is very simple in construction. It is a very strongly built and durable machine and has great capacity and is guaranteed to do satisfactory work.

It will pay you to write at once for our new catalogue, for prices, list of users and further information.

MORRAL BROTHERS
Morral, Ohio.

GAMSE'S ATTRACTIVE LABELS

The Lady of the house demands style. Catch her eye with a "dressy" label—a Gamse Label.

H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND

TOMATO PLANTS

Beginning May 15th, we are prepared to supply you with Open Field Grown Tomato Plants. Varieties – New Stone – Greater Baltimore and John Baer. Prices – In lots less than 25 m. $1.50 M., lots over 25 M. and under 100 M. $1.25 M. – In lots over 100 M. write for prices or come and see our fields. All f.o.b. Marshfield, Mo. Plants packed in moss and shipped in light wood boxes."

CASE CANNING CO. Marshfield, Mo.



Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

CALIFORNIA PACKING CORPORATION

San Francisco CALIFORNIA

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

Houston :-: Texas.

Wire us your offerings.

50 Years of Service to Canners.

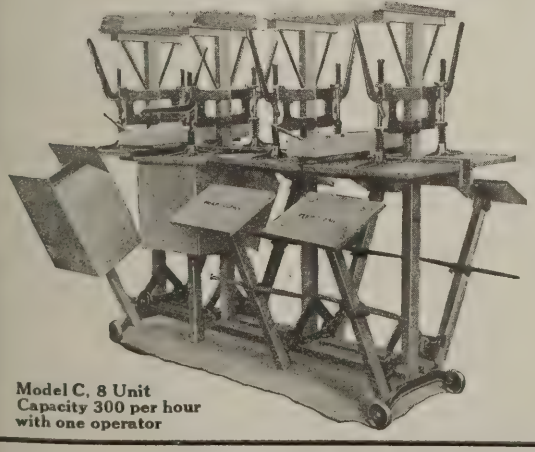
Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.



Model C, 8 Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates to a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers

510 Consolidated Building, Los Angeles

HOLDINGS OF TOMATOES MAY 13, 1924.

During last week we undertook to ascertain the spot holdings of canned tomatoes by Maryland and Delaware canners. Our investigation was as complete as it is possible for any one office to make. We have definite reports from 231 canners up to noon today, which give the following results:

25 canners have 97,620 cases of No. 10s.
38 canners have 94,764 cases of No. 3s
17 canners have 21,474 cases of No. 2s.
16 canners have 30,301 cases of No. 1s.

This report includes everyone of the large canners in Baltimore city except J. Langrall & Bro., Inc., and the vast majority of all the other canners in Maryland and Delaware who have any canned tomatoes at all. It shows a total of canned foods remaining in the hands of these canners of 248,159 cases of all sizes, which, if reduced to No. 3s, would be 201,444 cases.

This amounts to less than 3 per cent of the total pack in Maryland and Delaware of 6,938,000 cases, with 90 days remaining before new shipments begin.

Less than 3 per cent left in canners' hands, with 25 per cent of the consuming year left in which to sell them. The situation could not be much stronger than this.

Several canners who are holding tomatoes have not reported to us, but a careful study of the entire list of such packers convinces us that there are certainly less than 100,000 cases held outside of the above report, but if there should be a total of even 300,000 cases tomatoes yet remaining in canners' hands, which we are certain is an excessive estimate, we say, even then, the quantity is woefully short of the usual demand between May 15th and August 15th.

JOHN S. McDANIEL & CO., Inc.
Easton, Md., May 13, 1924. John S. McDaniel, Pres.

What Canned Foods Distributors are Doing

American Wholesale Grocers' Association Will Remove Headquarters to Washington, D. C.—Indications That Two Organizations Are About Ready to Bury the Hatchet.—News of the Week Among Canned Foods Distributors.

One of the most interesting pieces of news affecting the wholesale grocery trade for some time past comes out of Dallas, Texas, this week, where the American Wholesale Grocers Association is holding its annual convention. The Association, it is reported, has voted to remove its headquarters from Jacksonville, Fla., to Washington, D. C.

Considerable significance is attached to this move in the minds of the trade. For several years past, it will be recalled, relations between the two grocers organizations have been none too cordial. The National has resented the effort of the American to reach into the North for members, feeling that the American, or the Southern Wholesale Grocers Association, as it was formerly known, should confine its activities to the trade south of the Mason and Dixon Line. That there were jobbers in other sections of the country who admired the aggressiveness of the American's policy, however, is attested by the fact that it has succeeded in gaining many members in "National territory." This also holds true in the other direction, however, as the larger jobbers in the "American" or "Southern" territory are also affiliated with the National Wholesale Grocers Association in many instances.

There are indications, however, of a desire on the part of leading wholesale grocers all over the country to get the entire trade of the nation lined up in one united organization, which could present a solid front on all important questions affecting the grocery trade as a whole.

Two or three past attempts to bring about amalgamation or mergers have failed, the failure being explained by the fact that the two organizations could not agree on a mutually satisfactory basis as to the method of running the combined organization. The truth of the matter, though, is that personal differences have largely stood in the way of any merger.

During the past two years, however, there has been more of a disposition shown by the two associations to work in harmony, the one outstanding exception being at the time the canned foods swell allowance was under consideration. At that time the American adopted a mild stand, calculated to give the canners an "even break" until the problems involved were proved. The National, however, took a stand which many canners considered arbitrary, and in the compromise which ended the incident for the time being the policy of the American won out.

It is understood that the only bar to an amalgamation of the two great grocery jobbers' organizations at this time is the question of the advisability of having a paid president. The American has such a leader in the person of J. H. McLaurin, who has served for many years. In the National the position is honorary. The contention of most members of the National seems to be that "a man at the desk" is needed to head the organization, as such an active wholesale grocer would be in close touch with actual trade conditions, whereas a paid executive, while he might call for the advice and suggestions of the active members of his organization, might make a false move at some critical time when an immediate decision on some problem important to the trade was involved. This difference, however, is not insurmountable.

The advantages of one large organization, taking in the industry as a whole, are manifest. In the first place, such an associatiton would be able to do considerable more statistical work. Another feature would be the probable establishment of a strong traffic bureau to help wholesale grocers in their rail and other traffic problems. The American at present has such a bureau, under the able management of T. D. Guthrie, but its sphere of activities would be widened materially were it under the control of a unified wholesale grocery organization representing the trade of the entire country.

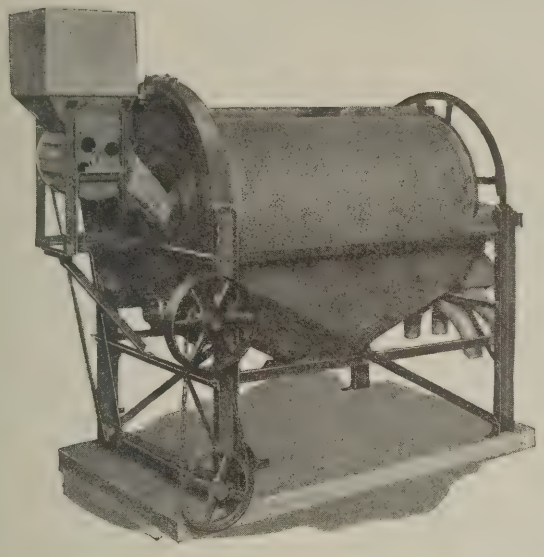
Another benefit would be the concentration of all legal activities, such as the present fight against the abrogation of the consent decree, which is proving an expensive proceeding for each association.

It is not known whether or not definite overtures have been made looking toward a merger of the two associations, but leading members of each association are reported working for the plan, and it is probable that something concrete in this direction will develop at the National's convention in Chicago late this month.

The American Convention.—Early reports covering the proceedings of the American Wholesale Grocers Association in Dallas this week indicate that the jobbers are greatly stirred up over the prospect of having the meat packers and their "peddler" cars" in the wholesale grocery market as competitors again. Speakers before the convention pledged on the part of the wholesale grocers of the country a fight to the finish on this question.

A survey made at the end of the last calendar year, said President McLaurin, in his annual report, indicates that 1924 will be perhaps the most prosperous year for wholesale grocers since 1920. He also urged the repeal of the telephone and telegraph taxes by Congress.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

WHAT IS SERVICE?

Service is the ability to do something of value and to do it better than it has ever been done before.

That canners in increasing numbers apply this standard to the use of

Wyandotte
Sanitary
Cleaner and Cleanser

is proved by the ever growing demand for this distinctive cleaner. This pure, snow-white, greaseless cleaner cleans quickly, easily and without harm to equipment or the hands of the user. It thoroughly removes dirt and objectionable matter and rinses freely. It deodorizes sour and stale places and leaves everything sweet-smelling and sanitary, at a cost surprisingly low.

Indian in circle



in every package

Ask your Supply Man.

The J. B. Ford Co. **Sole Mnfrs.** **Wyandotte, Michigan**

THE SITUATION IN THE NORTHWEST

Puyallup, Wash., April 30, 1924.

You are interested in first hand information covering crop conditions of the various commodities you purchase. No crop that you buy is any more hazardous than bush berries. While the crop of the Puyallup Valley rarely suffers from weather conditions, yet occasionally difficulties will arise.

The writer of this letter has resided in the Puyallup Valley since 1890, or 34 years, and has had more or less supervision of the 25 acres of bush berries, therefore is entirely familiar with planting, fertilizing, cultivating, harvesting and marking.

Our Association keeps the grower constantly advised as to the next procedure through the medium of bulletins, a copy of one of which is enclosed herein. The growers depend upon the advice received from the office of the Association.

Now for your information, the year 1924 appears to be abnormal. You are entirely familiar with the present difficulties of the great sunshine State of California in lack of moisture, with the result that crop conditions in the southern state have been unusual.

I regret to advise that the bush berry crop of the Puyallup Valley has also had its difficulties owing to adverse weather conditions, as has also applied in all other berry sections of the Northwest, including Washington, Oregon and Idaho. It is too early to advise definitely covering the percentage of damage to our berry crop owing to severe weather conditions, but our growers are busy today removing all the new growth which has been damaged by the frost.

This new growth covers canes that will produce the crop of 1925. Each year the berry fields not only produce a crop of berries, but also a crop of canes on which the berry crop of the following year will be produced. In other words, each field has two functions to perform —one is to grow a crop of berries on the canes that came up last year, as well as to produce a crop of new canes on which the berries of the following year will be produced. This means that each winter the cane that produced the preceding season is cut out and removed from the field.

The necessity of cutting out the new cane, just now about 6 inches high, will materially retard the growth of the cane for 1925 berry production, but to what extent it is hard to advise. You can appreciate that if the weather was sufficiently severe to destroy the new growth of canes, it was also sufficiently severe to do damage to the cane which will bear the berry crop of 1924. Just how severe the damage to the berry crop of 1924 is, we are unable to advise, but the frost damage, as you can appreciate, has not been helpful. On the contrary, it has been harmful, and it is the opinion of the writer that the crop of berries produced in the Northwest States for 1924 will show a shortage of considerable magnitude, as compared with the crop of 1923.

Western Washington canners and many Oregon canners receive their Bartlett pears and Royal Anne cherries from Yakima, Wenatchee and Walla Walla districts.

Appreciating your interest in these commodities, I am submitting herewith reports from those who should know in relation to the frost damage, not only in the Puyallup Valley, but in the Bartlett pear and Royal Anne cherry districts of Washington. Please accept this information for what it is worth, which is sent to you in good faith.

This for your information. No matter from whom you buy your canned berries, it would be well to get busy.

W. H. PAULHAMUS, President.

PINEAPPLE PACKS OF SINGAPORE

THE Foodstuffs Division of the Bureau of Foreign and Domestic Commerce has received a statement of the pack of pineapples for the last two years at Singapore, Straits Settlement. These statements are based on information furnished by one of the largest shippers at that point.

There are two pineapple crops called the "Winter Pack" and the "Summer Pack"; winter pack extends from November to February, and the summer pack from April to July.

1922 Summer Pack estimated at 500,000 cases.
1922-23 Winter Pack estimated at 250,000 cases.
1923 Summer Pack estimated at 550,000 cases.
1923-24 Winter Pack estimated at 275,000 cases.

The whole of the packing is done in and around Singapore, all shipments being made from this port.

Hereunder is a list of actual shipments made during the two years in question:

	1922	1923
London	250,784	345,778
Liverpool	284,097	287,234
Other ports in U. K.	51,058	20,029
Continent	39,474	46,812
U. S. A.	38,774	41,000
Canada	4,329	5,151
Other ports	7,732	9,775
	676,248	756,579

1924 RED BOOK

Thirty years ago Orrin Thacker began the publication of a directory of wholesale grocers. Every year since there has been published a new edition of this directory, the 1924 edition being the thirtieth consecutive issue. Because of its red cover, the Orrin Thacker Directory is known as the Red Book.

In the 1924 Red Book are listed 4,810 exclusively wholesale grocery houses, 979 semi-jobbers and 331 grocery chain firms. These names are listed alphabetically by States and cities, and the financial size of the firms is designated. Populations of States and cities are given, and counties in which the cities are located are designated.

Especially do salesmen appreciate the Red Book, because of its convenient size. Although containing more than six thousand names, this directory is so compactly arranged that it measures only about four by six inches and is less than one-half an inch thick. It can easily be carried in the coat pocket.

Sales managers, advertising managers and other executives also find the Red Book very useful. It is carefully compiled and contains a very accurate list of exclusively wholesale grocers, semi-jobbers, chain store operators, etc.

This directory is published by Orrin Thacker Directory, 33 West Gay Street, Columbus, Ohio, and it sells for $2 per copy, postpaid.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No. 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.85	....
Std. Crushed, No. 2, f.o.b. Co.	.85	.85
Ex. Std. Crushed, No. 2	.90	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.00

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.00	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.40	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.50	¶1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	Out	....
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.25	1.25
Standard, No. 10	Out	....
Squash, No. 3	....	....
Squash, No. 10	....	....

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.00	1.15
Standard, No. 2½	1.15	1.30
Standard, No. 3	1.15	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	....
California No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.10	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	Out	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.25	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.35	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	....	....
Standard 2s, f.o.b. Baltimore	1.05	....
Standard, No. 2, f.o.b. County	1.05	1.05
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	60
Standard 1s, f.o.b. County	.60	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	....
Michigan, No. 10	....	....
New York, No. 10	....	....
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	....

BLACKBERRIES§

Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.25
Maine, No. 2	....	....

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9 60	9.60
Standard 2½s	2.85	....

GOOSEBERRIES§

Standard, No. 2	....	1.65
Standard, No. 10	8.50	8.75

PEACHES*

California Choice, No. 2½ Y. C.	2.45	2.45
California Stand., No. 2½ Y. C.	2.10	2.10

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	....	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	Out	....
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.00	5.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.20	2.20

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....

OYSTERS*

Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	3.00
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	....

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case

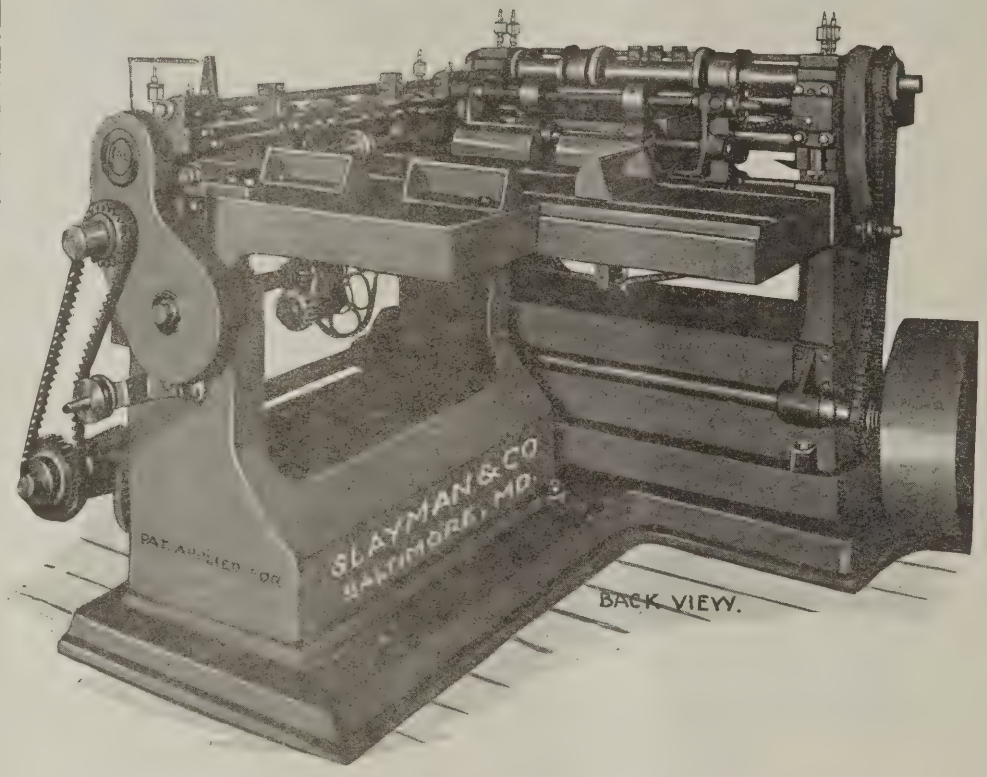
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

SLAYSMAN DUPLEX TRIMMER—SLITTER



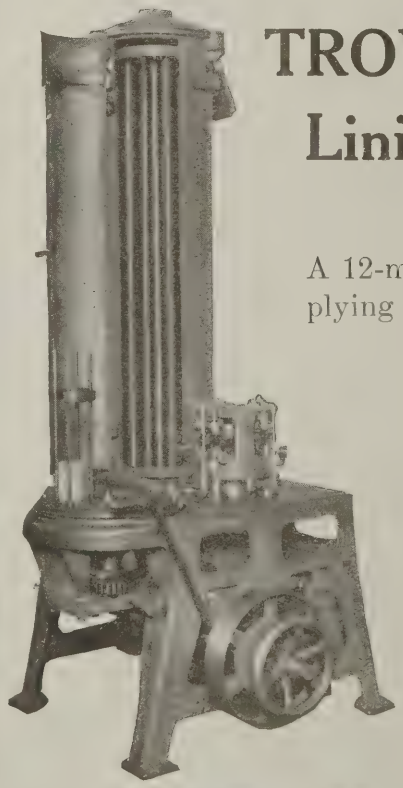
Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY **801 E. Pratt St.,** **BALTIMORE, MD.**



TROYER-FOX Four Station Rotary End Lining Machine 8-Screw Stack Dryer.

A 12-minute dry at a speed of 225 ends per minute. Designed for applying and drying the Gold Seal Compound.

High speed, coupled with a clean application of the Compound well into the curl of the rapidly revolving ends, makes this machine near 100%. Let us send you particulars.

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Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

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THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MAY 19, 1924

WEEKLY REVIEW

Everywhere the Season Is Reported Backward—Crops Are Late and Canners Are Beginning to Be Uneasy—Too Much Rain and Too Little Sunshine and Warmth. Market Very Quiet—No. 2 Tomatoes Advanced—Holdings Very Light.

BACKWARD—One section after another reports the season at least two weeks late, with the crops all waiting for more seasonable weather. Up in Maine, where they should be planting corn and beans, the weather has continued cold, wet, and the ground unbroken and preparation for canners' crops far behind. Naturally, the canners are beginning to hedge on any further orders for late plantings, and the fact that it must be sometime yet before they can begin operations on planting bring the crops within the frost danger period of the fall.

New York State is in the same position—the weather cold, wet and unseasonable, with severe storms and heavy rains. Just the kind of weather where all hands have to sit around and wait, and then what is equally as bad, if the warm weather does come around it will have to be present for 'quite a spell" before the ground will be fit to work. No need to say that many fear that once the warmth begins it will come on heavy and dry, and the young crops just starting will be burned up. Nature, many think, will equalize matters, making up with a rush for the lack of warmth to date.

Here is what Frank Inbush Co., of Milwaukee, said on May 10th:

> "Rains continue to interfere with planting schedules. Within a radius of forty miles from Milwaukee fields are covered with water. Some sections of Central Wisconsin have faired somewhat better, however, and a number of the canners have planted two-thirds of their Alaskas and one-third of their sweets.
>
> The sun is shining today for the first time in over ten days, and the thermometer shows signs of raising over the 42° mark, where it has hovered for a number of days.
>
> The late planting season and the uncertainty of favorable growing weather has caused many canners to hesitate about taking on additional future business."

In their letter the week previous they had spoken very optimistically about conditions, saying that while some delay and trouble had been experienced, there was time and probability of good plantings and crops.

This covers the top strata of the country, and you can just write dittos (") under any part of the country below it, for the whole country is making a record for coolness and unseasonable spring weather. Here we are approaching June and there has not been enough heat to make a light top coat, or even an overcoat, feel uncomfortable. The ladies have not even begun to wear furs as yet.

In Maryland and this section generally we are following a record wet April by a record wet May. Floods have caused much damage in the western part of the state, and following down the Potomac River, have washed the soil from farms. down to the rock strata, and at Fredericksburg, Va., carried away the buildings of a cannery. And with it all fires in the homes have continued comfortabe and necessary in most cases. At least, that is a peculiar spring, and there has been a lot of time losot.

Elsewhere we publish the Government's figures on the prospective tomato acreage for 1924. We do not know how they secured this, nor on what it is based, as much of the acreage has not yet been contracted and more of it not yet planted, but their figures show an increase of about 10 per cent. over last season. The wish is father to the thought in this, we believe, or in other words, that that would about represent early intentions. What will ultimately be done remains to be seen and is dependent upon the weather. Most tomato land, however, is sandy and the frequent and heavy rains have not hurt it. Chief trouble has come from a lack of bright sunshine and warmth.

What crops have been planted are doing quite well, the pea crop coming on slowly, but well; strawberries promise a big and abundant crop; and fruit trees, and fruit of all kinds, looks most promising.

The Market—The brokers of this city echo the reports of other cities—canned foods are dull, with no life to them. A few stray orders come along and that is all. Some of the dealers are getting testy, as men do when business is off, and are inclined to find fault with anything or everything. Everyone is watching the market and hoping.

No. 2 spot tomatoes have been in such heavy demand and the amount on hand has so steadily dwindled that the price is mounting and the $1.05 today may be $1.10 by the time you read this on Monday morning. That does not look like a quiet market, but the trouble is that all hands have let their supplies get down to such a low point that any slight stoppage in the stream means that they will be caught without any tomatoes. It has been reliably estimated that there are not 300,000 cases of tomatoes, figuring everything down to No. 3s, in the Tri-States at this time, and there are three of the heaviest consuming months yet to be supplied. A normal consumption of tomatoes is a million cases a month, at least. The answer must be perfectly plain.

Future tomatoes are weaker if anything. We don't know how to explain it, if there is any explanation possible. If there is any jobber not well covered at present prices he must be too blind to be allowed to run loose. But we don't believe both sides of the operation are suffering from the same malady. Futures will probably improve from now on, or they should. Indiana and other sections are about out of the market as far as further business is concerned.

Corn has been weaker. Some holders seem anxious to clean out, and they are letting go. Good corn, however, can command its own price, at least in the fancy lines.

The canners are taking some spinach, but they are paying too high prices for the raw stock, $1 per bushel when 25c would be nearer correct. The crop is not plentiful and the weather is against it. The market is firm with a tendency to advance.

Some pineapple is coming to town, and the canners are touching it lightly. Now it comes in by way of New York, in crates, and a carload looks large. There are those who prefer this pineapple and the Baltimore style of canning, and it it this trade that is being filled.

A stroll through canning centers does not cheer one up for business looks dull and sounds so, when it should be cheery with spring promise.

Apples seem to be about gone, as is also pumpkini, and the job now is to find stocks. There is the widest variance in prices quoted by different canners or holders, as much as 20c per dozen on some items. The holders either do not know the market or have no confidence. Generally speaking, any buyer in the market has come to buy, forced there because he must have the goods. He quibbles for lower prices, but would pay what is asked if it were firmly held.

NEW YORK MARKET

Market Quiet—Buyers Very Cautious—Chain Stores Buying Canned Foods—Tomatoes Weak—Fruits Improving in Demand—More Interest in Corn—Notes of the Trade.

By "New York Stater,"
Special Correspondent "The Canning Trade."

New York, May 15, 1924.

BUSINESS ROUTINE.—There has been a continued quiet market for canned foods reported on the spot position during the past week, and the situation has shown no important alterations. Distributors are unwilling to let go their control of the market, and so are operating only in small lots, and are avoiding any undue support to the price structure. Jobbers are reluctant to buy in advance of their requirements, even when they are assured of a strong probability of an advance in prices before they can get into the market again. Hand to mouth, with resale based on replacement cost, seems to be the watchword.

Chains Active.—The chain stores are booming the sale of canned foods, and continue to make the canned foods department a strong feature of their daily advertising. Many of them, however, are able to offer only broken lines to their trade, and are picking up odd lots under packers' brands to fill in gaps caused by total clearance of their holdings of private brands.

Future Tomatoes.—California canners are now quoting on 1924 pack, for shipment from canners from the southern part of the state. The opening prices are 82½ cents on standard 1s, $1.00 for 2s, $1.15 for 3s, and $3.75 for 10s, with solid pack at $1.00 for 1s, $1.25 for 2s, $1.60 for 3s, and $5.25 for 10s. The demand at these prices has been rather quiet thus far.

Southern Tomatoes.—There have been no further developments in the market for future tomatoes in the South. Canners are not as strong in their views as development in other markets would seem to justify, but distributors are not inclined to take advantage of what many concede to be the probable low point for the new season. There has been some call for spots, with the market for 2s in particular strong. The inside is 97½ cents per dozen, f. o. b. factory, for packers' labels, but many sellers appear to believe that $1.00 or $1.05 more nearly represents the market value of their holdings.

Salmon.—More interest is being shown in offerings of new pack at fixed prices, and offerings are still reported at $1.95 for pinks and $2.35 for reds. The larger packers, however, continue to refrain from offering futures until they know the full extent of the governmental fishing restrictions in Alaska this season. The packers are still having trouble in signing up fishermen for cannery work; owing to the refusal of the fishermen's union to accept the terms offered by the canners this season. A feature of the offerings of the new pack at fixed prices by some packers has been the various guarantees against decline, competitors' prices, etc., which packers are offering. Demand for Columbia River salmon on the basis of opening prices named last week has been fair.

Canned Fruits.—Buyers are picking up odd lots of canned fruits wherever available, and it is expected that there will be a material shortage before the shipments out of the new pack can reach this market. As noted before, the scarcity is particularly marked on standard grades. Cling peaches are virtually cleaned up on the Coast, and $2.00 to $2.05, f. o. b. cannery, is the usual asking price.

Why Not a Good Southern Peach?—From time to time trade members whose acquaintance with canned foods dates back before the war days turn to a discussion of California canned peaches versus Eastern canned peaches. There is no doubt but what the California peach is the prettiest pe. that is canned commercially today, but there are peaches produced in other parts of the country which have a little something on the Pacific product when it comes to taste. Of course, the buying public has been educated to buy by looks, rather than taste, but it seems logical to suppose that there are enough consumers to furnish a good market for some Southern canner, who can get good peaches and can keep them just as good after he gets them into the can. Jersey has packed some wonderful peaches off and on during the past few years, but no one packer seems to have made a specialty of a real high-grade product of this kind.

Standard Corn.—There was a little more interest shown in offerings of standard corn this week, and the market appeared fairly steady around 97½ cents per dozen, f. o. b. cannery, for prompt shipment. Stocks in the hands of distributors here are not large, and buyers are in the market right along for small quantities to take care of the orders which are now reaching them. Extra standard is variously quoted at $1.00 to $1.07½ f. o. b. Southern cannery, and the market for futures has stiffened in sympathy with the strength which the spot article has been showing.

Sardines.—Packing of Maine sardines has not yet become active, and the canners are shipping out the fish as fast as they are put up. Thus far it is not believed that any of the packers have been able to accumulate a surplus from the 1924 pack, and inasmuch as the pack of 1923 was practically sold up, the undertone of the market continues to rule firm.

Leave for Convention—M. L. Toulme, secretary of the National Wholesale Grocers' Association, and John B. Newman, confidential assistant to President Herscher, left on the midnight train for Chicago last night to arrange the last minute details of the National's convention at the Hotel Congress.

Notes of the Trade.—Dr. J. T. Dorrance, president and general manager of the Campbell Soup Co., sailed yesterday on the steamship Berengaria for a visit to Europe.

C. W. Wolf, sales manager of the J. C. Ainsley Packing Co., canners of Campbell, California, was in the market this week.

V. A. Seggerman Co., Inc., have been appointed local sales agents for the Michigan Fruit Packing Corporation, of Grand Rapids.

R. C. Paulus, former manager of the Oregon Growers' Cooperative Association, has entered the brokerage business at Salem, Oregon, and will specialize in canned fruits.

Dan Gerber, of the Fremont Canning Co., of Fremont, Mich., was a visitor along Hudson street last week.

C. O. Hogan, of the Dixie Packing Co., of Mobile, Ala., was visiting at the offices of Butler & Sergeant, Inc., here this week.

L. F. Graham, of J. H. Fleckinger Co., canners, of San Jose, Cal., was a trade visitor this week.

J. V. Beckmann, resident Pacific Coast buyer for the Great Atlantic and Pacific Tea Co, was visiting headquarters at Jersey City this week.

A. L. North, of North & Dalzell, made a short trip to Chicago during the week.

W. S. Sanford, president and director of Sanford & Timpson, local brokers, has sold out his holdings and retired. The business will be continued under the same firm name by A. H. Timpson and L. F. Bridges.

CHICAGO MARKET

Spots Too Scarce to Allow Active Market—Buying from Each Other—Corn Leading in Sales—Iowa Ahead of Last Year in Future Corn Sales—Tomato Dealings and Information Scarce.

By "Wrangler,"

Special Correspondent "The Canning Trade."

Chicago, May 16, 1924.

THE MARKET for canned foods is reported by brokers and buyers too be quiet. The spot market could not very well be active, because the supplies of canned foods in first hands and almost exhausted in every line. Even canned pumpkin and No. 10 apples are getting to be hard to find, as most supplies are sold up. The wholesale grocers are buying quite a quantity of canned foods from each other which, though inconvenient and not altogether pleasing to the buyers, is a measure that is necessary on account of scarcity of supplies in the possession of the canners.

Canned Corn.—The freest selling article in canned foods at present is probably canned corn, as the supply of this article is better, perhaps, than that of most any other article in canned foods. The supply of standard quality $2 corn is holding firmly at $1.00 per dozen, f. o. b. factories, in all the central western states. The supply of spot canned corn in Iowa is about exhausted. It is not known what the situation in relation to spot corn is in Indiana, Illinois or Wisconsin, as the secretaries of the canners associations for those states do not give out information in relation to either the spot supply or future sales, a policy entirely different from that of the Iowa and Nebraska Canners Association, which regularly gives out accurately compiled figures in relation to both spot and future canned corn.

The Secretary of the Iowa Association reports that 1,600,000 cases of canned corn have been sold for future delivery out of the pack of 1924 yet to be made. This is contrasted with the sales to the same date last year of about 1,240,000 cases of future corn of the pack of 1923, and shows that Iowa canners have sold futures up closely to the safety line. There are almost three good heavy selling months for canned corn yet to come, and it is unquestionably the case that the spot supply will be entirely exhausted unless the holdings in Illinois, Wisconsin and Indiana are underestimated by those of us who are compelled to guess because the state associations of those states do not furnish information.

Canned Tomatoes.—There is an absolute quietude from Indiana sources in relation to canned tomatoes. Nothing is being said in relation to the plants or planting, or as to any small spot holdings that remain in the hands of canners, if any, in Indiana who are willing to take on contracts for canned to-1924. Brokers report that they are unable to find any canners in Indiana who are willing to take on contracts for canned tomatoes for future delivery, and in the absence of official information we will have to let it go at that. The buying of canned tomatoes by wholesalers in the central west is being done altogether from Delaware and Maryland, with a few from Virginia. The understanding is that the No. 2 size has advanced sharply in Maryland and Delaware, and that it is being held for from $1 00 to $1.10, according to the nominal prices which are being fixed by each packer on his holdings, while the No. 1, No. 3 and No. 10 sizes are being neglected.

No California canned tomatoes are coming to Chicago this season. I have repeatedly given the reason for this avoidance of California canned tomatoes by consumers of the central west and the refusal, therefore, of dealers to buy or handle them, which is that they are packed with puree, and the consumers of the central west do not want puree when they buy canned tomatoes; they want canned tomatoes. They are willing to take with their tomatoes in the can a little water, because they realize tomatoes are largely composed of water, and that in processing them the water is bound to exude and appear in the can, but they do not like puree with their tomatoes. I understand that New York and some of the eastern consuming districts have become accustomed to puree packed tomatoes from California, but the west tried them for several years, and came to the conclusion that the consumers did not like them.

Canned Peas.—The supply of canned peas is so closely exhausted that a general expression of opinion in relation to the market cannot be made. Prices for spot peas are entirely nominal, and every little lot of canned peas has its own market price without conference or consultation with any other lot. Sales of standard No. 4 Alaskas and No. 5 sweets have been made to Chicago buyers in a small way recently by Wisconsin canners at $1.40 and $1.50 per dozen.

Canned Apples.—The supply of No. 10 spot canned apples is almost exhausted. A few in Michigan are being offered at $3.00 per dozen f. o. b. factory, and a few sales were made last week, but the enormous cold storage supply of barreled and boxed apples is still with us in the warehouses, and the pie bakers will not buy No. 10 canned apples so long as they can buy barreled stock, except in a very small way, for immediate convenience. New York State is offering some canned apples, but is holding their price up pretty firmly to $2.85 to $3.25. I understand that the exportation of apples in barrels and boxes is very heavy, and this may have the effect to clear out our loaded cold storage warehouses.

The indications from various apple-growing districts are to the effect that the crop is going to be good, and that it has not been injured by frost so far in any locality that I have heard from. Therefore, it behooves canners to be very careful about packing any large quantity of canned apples next season, unless there should be a change in the crop prospect from that now known.

General Information.—The surplus of canned pumpkin carried over by western canners is well sold out, and there are only a few very small lots still available.

New canned rhubarb is being offered by Michigan and other canners at prices slightly lower than the opening price of last year. It is a little early to give information in relation to the crop outlook for bush berries and strawberries in Michigan, but the report from Oregon, Washington and Idaho is that the frosts out there have been seriously damaging to raspberries, blackberries, loganberries and gooseberries, killing the latterals or canes that grow up this spring to bear berries in 1925, and damaging the old crop canes which bear this year to the extent of about 50 per cent decrease as compared with last year.

Bartlett pears and both sweet and sour cherries in these northwestern states are said to be damaged by frost to the extent of about 50 per cent yield, as compared with last year.

I have heard of the receipt of the first lot of 1924 pack of Maine sardines, and that the quality was exceedingly poor, and that there were a number of rejections. I did not hear a description of the objections to the quality, but merely heard that the goods had been rejected by local buyers.

Canned salmon is selling more freely, as is incident to the approach of spring and summer, but there is no free or large selling. The usual contracts for fancy chinook canned salmon to be used for private labels have been made, but I have heard of no carload sales of the other kinds for prompt shipment from the Pacific Coast, as most of the buying seems to be done from consigned stocks in warehouses in Chicago in 50 to 100 case lots.

ST. LOUIS MARKET

Some Little Market Improvement Noted—Shortages in Many Commodities—Tomatoes Quiet—Corn Firm and Scarce—String Beans Wanted—Fruits in Better Demand.

By "Missourian."

Special Correspondent "The Canning Trade."

St. Louis, May 15, 1924.

THE MARKET—While the canned foods market is dull, and there is little doing in tthe vegetable and fruit lines, however, during the first few days of this month there was a little more liberal covering of wants than there was during the last week in April, because at that time there was a decided falling off for all staples. There is less than normal business being done, even at this time.

Buyers of the leading houses have been instructed to purchase only in small quantities. In fact, they have been restricted to a hand-to-mouth policy. The conservative buying does not seem to be the result of the prevailing condition or likely to take place in the market, but to some outside influences.

Shortages are common in many commodities and all grades are affected alike, as all dealers are in about the same position, that is have light stocks. No one seems to be inclined to buy in advance of his requirements. Brokers and canners seem to suffer more than the jobbers, because the latter are fairly well occupied.

Tomatoes.—Tomatoes are quiet. Southern are firm in No. 2s and these lead all other sizes in volume of business. There has been a fair demand for California standards for coast movementt. There is little interest in futures.

Peas.—Peas are firm. There is a marked shortage in the cheaper lines. Supplies of standards are in second hands, and are offered sparingly at premium prices. Fancy gradings of No. 2 and 3 sieves, in both Alaska and sweets, are in freer demand. It is said that in some cases the demand for 4s and 5s have let up, and in some cases 3s and 4s are being substituted for them in order to reduce the holding of the latter. Desirable peas can only be found in second hands.

Corn.—Corn is a routine seller. It is quiet in standard but firm and scarce in fancy.

Miscellaneous.—String and stringless beans are wanted, but are scarce. New pack California and Southern spinach is attracting considerable attention and prices are being maintained. Southern spinach is available for immediate delivery, and is being taken for nearby requirements, as working stocks are scarce. New pack asparagus is coming in on contract and is going out in standing orders.

Fruits.—With the primary market about cleaned up on 1923 pack, there is a livelier interest shoown in available stocks. Stocks of California lines are being depleted at the canner's, and while there is better spot business, it is confined mostly to pick ups. Standard cling peaches are wanted and desirable assortments are short and few are available, but buyers are not inclined to pay coast prices, although little is being offered. Kieffer pears are scarce and firm and are in fair demand, so are apricots and cherries. The former are in no suplus and rule easy. Cherries are sometimes shaded by weak sellers. Pineapple is steady. Apples are not attracting much attention. Futures are attracting some notice, but a majority of buyers are not inclined to take up liberal supplies subject to approval of price. Northern berries and Southern packs are in some demand.

Fish.—The market shows no material change. Inquiries, however, for many lines are taken as an indication of approaching shortage in distributing hands.

Milk.—Condensed milk is quiet and there are no changes in price. Trading is more or less restricted. Evaporated milk is also unchanged.

F. M. Thompson, manager of the West Plains canning factory, has erected and equipped a new canning factory at Mountain View, Mo., which will be in operation this summer.

CALIFORNIA MARKET

Opening Prices Being Held as Long as Possible—Most Lines Went to Higher Than Last Season—Effects of Dry Winter Being Felt—Frosts Hurt Oregon Crops— Peaches Cleaning Up—Salmon Canners Come to Terms With Fishermen's Union—Javanese Canned Foods on Display.

Special Correspondent "The Canning Trade."
By "Berkeley,"

San Francisco, May 15, 1924.

OPENING PRICES.—Opening prices are due on a number of lines of California fruits and vegetables, but packers are withholding announcements as long as possible in order to more accurately determine costs. A few small operators have named prices on future tomatoes, but the large packing interests have not put out lists, although these are expected shortly after the middle of the month. Opening prices on fruits promise to be a litle late, as crop conditions are not fully settled and prices for canning stocks are still up in the air. Most lines will be higher in price than last year, since prices to growers then were generally below the cost of production. Values are expected to strike an average this year which will prove somewhere near normal. They will not approach the extremely high levels reached immediately following the war, nor will they be too low for growers to make a profit.

Crops.—Crop conditions are getting down to a fairly settled basis, although all danger from frost is not yet over, as was proved during the past week, when fruits and vegetables were nipped in several of the mountain valleys. The chief source of worry now, however, is over the problem of securing sufficient water for irrigation. The effects of the dry winter are being felt throughout the state, and fruit will run to small sizes where orchards are not properly irrigated, cultivated and thinned. The harvesting of the cherry crop is commencing and canning operations will be under way shortly. From the present outlook the California crop will be about 60 per cent of that of last year. Most packers have a carry-over and growers are being urged to ship as much of this fruit to the fresh markets as possible. The Oregon crop has been damaged by frost and the canned pack in that State will be reduced materially. The prospect of reduced packs in both California and Oregon has had its effect on the spot market and cherries are moving better than for some time. The cling peach crop in California has been damaged by frost, and will be about 85 per cent of that of last year, according to the latest estimates. The crop of freestone peaches promises to be about the same as that of a year ago.

Peaches—Stocks of spot cling peaches are rapidly cleaning up and some pacers have very little to offer. The California Packing Corporation is quoting standard No. 2½ yellow clings at $1.95 f. o. b. canneries, but stocks are so low that this grade may be withdrawn almost any time.

Peas—The packing of peas will be commenced very soon, but the output in California will be woefully small, owing to the drought. Pro rata deliveries will have to be made and some packers having connections in Utah will make deliveries of mountain peas instead of the California article.

Salmon—The differences which have been existing between the salmon packers operating out of San Francisco and the Alaska Fishermen's Union in regard to the price to be paid for fish have been settled and salmon packers are now winging their way to Alaskan waters. A few vessels of the Alaska Packers' Association sailed earlier in the season with non-union crews, but most of them remained at anchor until the wage scale settlement. Under the terms of the compromise agreement it is specified that the men shall receive eight cents a fish. The fishermen had been holding out for eight and a half cents, while packers wished to reduce the price to seven and a half cents.

Figs—Opening prices on California canned figs have been named by the California Peach and Fig Growers' Association, of which E. S. Moorehead is sales manager. The list is slightly under that of 1923 and the prices quoted are for September and October delivery.

Japanese Products—A very comprehensive display of Japanese products is being made at 549 Market Street, San Francisco, by the Japanese Commercial Museum, and canned products are shown in an interesting variety. The North American Mercantile Company, 330 Front Street, is featuring its "Namco" brand crab meat, as well as French style mushrooms, chop suey sauce, "Hokkigai" clams and bamboo sprouts. The Ono Trading Co., Ltd., 315 California street has a display of "Blue Flag" canned crab meat, while Okada & Co., 220 Montgomery street, is displaying their "Uroko" brand of canned crab meat.

Coast Notes—W. V. Cruess, associate professor of fruit products in the University of California, Berkeley, has returned from a six months' trip abroad, where he made a careful study of fruit growing and packing. At Cambridge, England, he visited Prof. Kidd's laboratory for research in the cold storage of fruit and found that this investigator had developed a method of storing fruit in carbon dioxide at room temperature. The process included the use of a relatively low concentration of the gas, about twelve or fourteen per cent, instead of the high concentration used in America unsuccessfully. The new method is being used by the Chivers & Sons Preserving Co. on a commercial scale. Prof. Cruess was especially interested in the work of the cannery and by-products school of the University of Bristol. The school is located at Campden and is under the direction of Prof. Barker and Prof. Appleyard. Some interesting results have been secured in the utilization of surplus apples. In speaking of olives Prof. Cruess expressed the opinion that a market could be developed in England for the California ripe product, which is practically unknown there. He found the leading grocers and hotel men interested, and states that it would undoubtedly pay California packers to

investigate the English market.

James D. Dole, president of the Hawaiian Pineapple Company, Ltd., Honolulu, was a recent visitor at San Francisco, and has since left for Los Angeles, preparatory to making a trip to New York. In commenting on the probable size of this year's pack Mr. Dole stated that this would doubtless parallel that of last year. Much development work is being done by his company on the Island of Lanai, and some planting has been done there. Within three years large quantities of pineapple should be available there.

The annual picnic of the California Packing Corporation will be held May 21 at the Mt. Diablo Country Club, and the officers of this concern at San Francisco will be closed on that day. The annual entertainment and dance was held late in April.

The Stayton Cannery Company has been incorporated at Stayton, Ore., with a capital stock of $35,000, by G. A. Smith, George Keech, John Dozler, Henry Fangman, Joseph Walz, R. D. Hoke and George H. Bell.

MAINE MARKET

Cold Weather Adds to Worries—Much Ground Untouched, Although Time for Planting Corn—Canners Withdrawing Futures—Clam Pack Over With But Small Surplus—Sardines Still Scarce.

Special Correspondent "The Canning Trade."
By "Maine,"

Portland, Maine, May 16, 1924.

COLD WEATHER.—Every passing week of this cold weather adds to the hazard of trying to can vegetables in Maine this season. Much land intended for corn raising has not yet been worked up, although it is already almost time to begin planting. Even should the sun come out warm and bright tomorrow, corn planting would be at least two weeks late, and the season retarded that much. The usual time for putting in corn is from May 20 to June 10, stringless beans from May 12 to 25.

Future corn is, therefore, growing more scarce and more valuable every day. The offerings are far below the usual amount at this season, and now canners who did not consider their sales completed are inclined to withdraw from the market. The prices remain as quoted throughout the season, $1.70 for Golden Bantam and $1.45 for Crosby.

Small lots of spot corn have been traded this month at good prices. The stocks today are not sufficient for the usual early summer demand. Principal sales have been on yellow corn, at about $2.10. Crosby is wanted, but is hard to find.

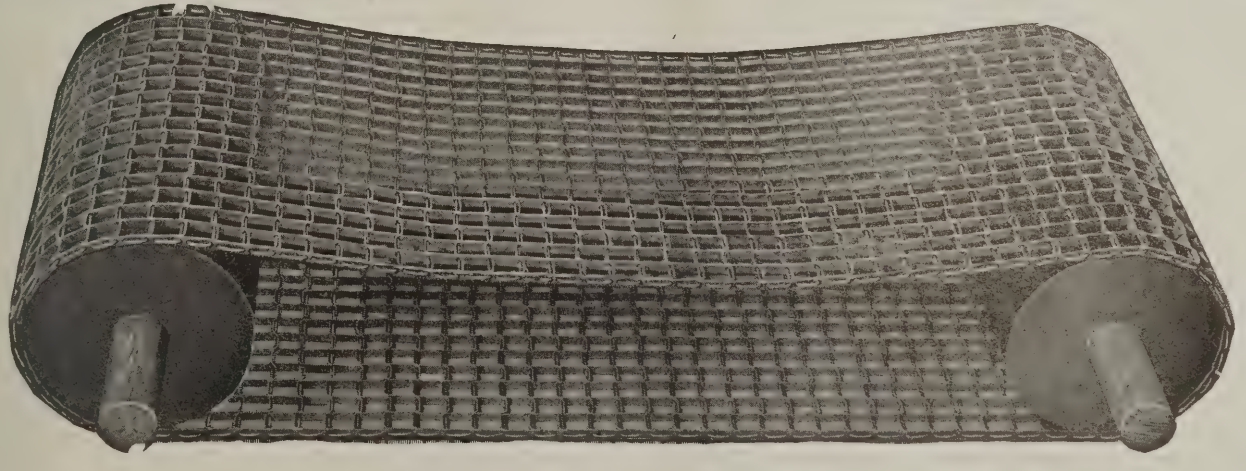
The clam pack has practically cosed this week, with contracts filled and a small surplus on hand for current orders to carry until the fall pack comes on. Canners feel satisfied with their season's work, as they feared at times that they would not be able to take care of their contracts. Stock came in better than was anticipated, and a satisfactory quantity was produced.

Sardines are still among the missing. Herring have not appeared in local waters, and no work of any amount has been done. Canners report that they do not look for any activity for a fortnight at least. Future contracts are being offered at $4.35, even in face of the fact that there have been no fish received at this time.

Lobster canning is also progressing very slowly, which is usually the condition in early May. June will doubtless see more work, though a heavy season is not expected, due to difficulty in getting fishermen to work on satisfactory terms.

C. W. Hedley, representing Bel-fast Adhesives, is calling on Maine canners and making his headquarters with the local representatives, J. B. Greene Co.

HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

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LA PORTE MAT & MFG. CO. La Porte, Indiana

(*Continued from page 26*)

The report of the membership committee showed a gain in membership for the organization, and the treasurer's report showed a net balance of over $40,000 on May 1.

Right to Sell.—Widespread interest in the trade has been aroused by the recent decision by Federal Judge Manton, in the United States Circuit Court of Appeals here, in setting aside and reversing the order of the Federal Trade Commission made last January, designed to compel the National Biscuit Company and Loose Wiles Biscuit Company to sell to buying exchanges and other pools on the same basis as wholesale distributors. The court, in its opinion, reiterated the right of any producer or distributor to freely exercise his own discretion in both buying and selling. According to the decision, he may trade or refuse to trade with anyone, as he sees fit, for any reason or for no reason, provided, of course, that he always acts independently. The court further pointed out that buying exchanges are not organized to sell, but only to buy. The buying pool of retail grocers, said the court, does not render the manufacturer any more service than the members individually, whereas the chain stores not only render a valuable distributive service, but also by their advertising help the sale of the various manufactured products distributed by them. The retail growers of the country were behind the Federal Trade Commission in its campaign to force the cracker manufacturers to recognize the retail grocers' co-operatives and buying pools as legitimate wholesale buyers, on the same basis as the chain stores. The way the situation turned out, however, the retail grocers have provided not only a clean bill of health for the chain store grocers, but in addition have given them a boost, through the wording of Judge Manton's decision.

Several excerpts from thhe court's ruling of interest to all canners and wholesale grocers alike, follow:

> "While a chain store owner may handle more crackers because of his ownership of more than one store, this is but the result of healthy competition.
>
> Effective competition requires that merchants have freedom of action in conducting their own affairs.
>
> The law against unfair acts can have no appliion unless the unfair act substantially lessens competition or tends to create a monopoly in any line of commerce. It was never intended by Congress that the Trade Commission would have the duty and power to judge what is too fast a pace for merchants to proceed in business and compel them to slow up. To do so would be to destroy all competition except that which is easy.
>
> A pool is organized merely to buy and not for selling purposes. By pooling purchases the retail customers of the petitioners could afford no service in the sale of the petitioner's product to the consumers beyond that which each furnishes individually."

The National's Convention.—With the American Wholesale Grocers Association Convention in full swing at Dallas this week, trade interest will next turn to the meeting of the National Wholesale Grocers Association in Chicago, May 27-30, inclusive. Among the speakers at the National meeting will be Royal F. Clark, president of the National Canners Association; W. W. Frazier, Jr., president of the American Specialty Manufacturers Association; Charles P. Whiteman, president of the National Food Brokers Association; Dr. Melvin T. Copeland, director of the Harvard Bureau of Business Research; Sylvan L. Stix, of Seeman Bros., New York city; Arjay Davies, of Easton, Pa.; L. W. Mallory, E. F. Brewster, Arthur P. Williams, John D. Houston, Roy L. Davidson, D. H. Bethard, A. L. Baker, Jacob Blumlein, John H. Miller, John W. Morey, Amos E. Ayres, Frank R. Wood, Jr., Egbert B. Hawk, S. O. Meyer, O. J. Moore and Leslie Lieber. "Phil" Staib, of New York city, will be toastmaster at the annual banquet.

Price Cutters—Wholesale grocers in all parts of the country have for the past few years been complaining of "cut throat" competition on the part of some of their competitors, and considerable has been said and written on the subject of price cutting in the grocery trade. H. A. Perfect, of A. H. Perfect & Co., of Fort Wayne, Indiana, comments interestingly no the fallacy of price cutting in a recent letter, in which he says:

"We have learned that no matter what our price on any article, we can not sell all of it, but our competitors are going to sell some at a higher price. Take our best salesman for instance, and it is doubtful if five per cent of his trade buys exclusively of him. This being the case, why worry because some other jobber sells a customer some of the items on which he has a low price, for the customer is not going to buy everything of us any way. This being the case, why not let him buy of our competitor some of the things that we do not want to sell this merchant. Even if we do enjoy the greater part of his business and he gives us the heavy stuff like sugar, tobacco and cereals and some other things, by the time he has given us what appears to be a good order (and it is from the dollars and cents viewpoint), he begins to hold back, saving something for some of his other friends and naturally after we have sold him all of the unprofitable items, he is going to save for our competitor, who is also his friend, the profitable items. Our idea is to reverse this operation. If he must give some of the business to his friends, let it be that portion which we do not want because it is unprofitable."

The J. C. Felstenthal Company, Memphis wholesale grocers, have purchased the stock and good will of the White-Wilson-Drew Co., wholesale grocers, also of Memphis. The Felsenthal Company is now occupying the building formerly occupied by the White-Wilson-Drew Co. The Felsenthal Co., which operates branch houses at Jackson, Tenn., and Humboldt, Tenn., entered the Memphis market five years ago, purchasing the business of the Davis-Mize Grocery Co. The company originally started in the wholesale grocery business at Jackson. The White-Wilson-Drew Co. had been in the wholesale grocery business in Memphis for twenty years.

Another merger in the ranks of wholesale grocers is reported, the General Grocer Co. of St. Louis having taken over the business of the Niehoff Grocery Co., also of St. Louis. The General Grocer Co. is made up of three of the leading St. Louis wholesale grocers; Amos-James Co., Scudders-Gale Grocer Company, and the Hass-Lieber Grocery Co. The Amos-James Co., branch of the business will occupy the building and warehouse formerly occupied by the Niehoff Co. at Eighth and Spruce Streets. The combined sales volume of the General Grocer Co., is expected to total $20,000,000 annually.

W. T. Bolton, manager of the Denton, Texas, branch of the Boren-Stewart Co., of Dallas, Texas, has been appointed a vice-president of the concern.

Trade Items—The Great Atlantic & Pacific Tea Co., this week announced awards totalling $3,000 in its contest recently conducted, in which the public was asked to contribute criticisms and suggestions on operation of the A. & P. stores.

The Bell Grocery Co., jobbers of Pineville, Ky., are establishing a new branch house at Baxter, Ky.

The Charles Ilfeld Co., wholesale grocers of Albuquerque, New Mexico, have bought out the Gallup Mercantile Co., of Gallup, New Mexico, and will conduct the latter house as a branch.

P. N. Green, Jackson, Mississippi wholesale grocer, has just taken out group life insurance on all of his employes.

Fleek & Son Co., Newark, Ohio, wholesale grocers, have just celebrated their sixty-third anniversary.

The American Wholesale Grocers' Association is holding its annual convention in Dallas this week.

Aberdeen N. C. "We have set $3.00 a dozen on N. C. Extra Fancy Dewberries for July delivery", writes the Carolina Canning Co. "Our berries are probably superior to any other berry. They bring very high prices for the fresh fruit on the northern markets. This year we are opening a plant to handle 2000 cases per day in order to put the berry on the market in cans".

What The Brokers Say.

Baltimore, May 15, 1924.

During the past ten days the market on all canned foods has been dull, very little life in either spots or futures. The commodity most in demand has been No. 2 standard tomatoes for immediate shipment, and on account of the exceedingly small stocks in canners' hands the market has advanced to $1.05 per dozen, either Baltimore or factory, but this price seems to be exhorbitant to buyers, as they do not seem to be willing to pay over $1.00 Baltimore or factory.

New pack spinach and pineapple has now started with the Baltimore canners. Next in line will be strawberres, packing of which will commence next week and in about thirty days peas and stringless beans will follow.

HOWARD E. JONES CO.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, MAY 26, 1924 No. 40

EDITORIALS

PLEASE BE PATIENT—We are sorry to delay those who have waited so patiently for a copy of the new book—A Complete Course In Canning—but the improvements which have caused this delay make the time well spent. In other words, it was better to take a little more time and add in all the important features, than to rush the book through in order to keep to a scheduled date. That you may realize the extent of this additional work, we need only remind you that the last edition of this book consisted of 272 pages. In revising this work much was eliminated, some condensed, and in many respects the book was whipped into a more business-like shape. On this account we early estimated the new book at about 250 pages. As a fact this new edition will make a few pages short of 400! So you can see a real cause for this slight delay.

The matter is all in type now and the presses are at work upon it as hard as they can be driven. Barring unforeseen delays, the new copies will be available by June 15th, in plenty of time for use on this season's canning.

We are not unmindful of the importance of having it in time, because of the numerous new conditions which have recently occurred in the processing of canned foods. We know that hundreds of canners feel uneasy and uncertain about the old processes, as everyone may well feel, and we are most anxious to give them the relief which this new book will afford, because it covers its subjects thoroughly and authoritatively. We know full well that a canner can loose thousands of dollars, and the good name of his brands, by a mistake in process due to lack of knowledge of these new conditions, or uncertainty as to proceedure. The number of canners today that operate upon the old style of the "rule of thumb"—which is but another way of saying that "we have always done it that way," or "that the goods have always kept when we processed them that way"—is very small, indeed, for all canners have learned that processing, the proper preservation of all canned foods, is today an exact science, and cannot be left to guesswork. And that is the exact reason we have gone to so much trouble and expense to have this new edition of A Complete Course In Canning the last word in definite, reliable instruction. It is brimfull of helpful hints and suggestions to save both goods and money, and we honestly believe that no canner can read and digest its contents without immense benefit. So we ask your slight indulgence, with the promise that we will rush copies to all who want them as quickly as they come from the press, and that they will be in time. It is far enough advanced for us to say this definitely now.

IF BUSINESS INTERFERES WITH POLITICS—Cut out the business, seems to be the determination of our noble representatives at Washington. There has been an indefinable "something" affecting business for some time, and the canning industry particularly has had just cause to complain about it, for this industry ought to be in magnificent shape—and would be were it not for that mysterious "something." As one well-known broker points out, at this time last year, with a comparatively good supply of spot tomatoes on hand—compared with this year's trifling holdings—No. 3 standard tomatoes were selling quite impress their representatives at Washington with the freely at $1.75 per dozen; now, with only a handful of spot tomatoes left, they are going begging at $1.40, which we cite merely to emphasize the effect of that "something." Business men generally had tried to fact that the country is groaning under too heavy taxes—State, National and all kinds. And it actually seemed as if those representatives had given ear to these complaints. They pretended action looking towards a lowering of taxes. And then loomed in the offing the Presidential election, and a return to their seats via the November elections. And so they went out to buy votes by passing the Bonus law, adding a cool billion in taxes to the already overburdened taxpayer. How are you canners and the rest of us going to pay this added amount? For it must be paid, and will go on for generations to come, increasing in amount like an onrolling snowball. Don't forget there are probably more on the pension list of the Civil War today—sixty years after the war ended—than there

were a few years after that war closed. We could hardly stagger under the weight of taxes before, and now they have been doubled on us. And we miss our guess if this vote-buying gang do not still further add to this by passing the Farm Loan Bill with its two or three hundred million dollars more. It is becoming increasingly evident that we not only have too many laws and too many law makers, but as is ever the case in quantity, the quality is extremely low. It looks like the answer to that indefinable "something" might not be so hard to find, if the American public had gumption enough to find it, and then change it. But it hasn't.

WHAT OF THE HARVEST?—Last week we published the forecast of intended acreage of tomatoes, as compiled by the Bureau of Agricultural Economics, and it showed that whereas the tomato growers and canners had planned to set out 312,000 acres of tomatoes this season, as compared with 289,200 acres of tomatoes last year, they were able to report only 175,149 acres as arranged for up to this time. Of course, the season is young yet, and this reported intended acreage can be added to, but that it will reach the early intentions no one now believes. Kindly and ever far-sighted Dame Nature has stepped in to restrain these enthusiasts. And this week we publish the same sort of figures covering the pea plantings and intentions for 1924, and we find again the same results, only worse. The intentions of the pea growers and canners, according to this report, called for 226,750 acres for 1924, a very considerable increase over the total acreage of 1923, which was but 189,310 acres. But the statisticians reporting this were able to find but 143,247 acres of peas so far to be counted upon, and again it would seem, because the pea-planting season is getting so late, that even if planted the crop will be a very doubtful one, that Dame Nature has put a restraining hand upon these growers who would like to test the ability of the consumers to the limit. "There is many a slip twixt the cup and the lip" is an adage which might seem to have been made to fit the canners and their growers who aim high, but generally shoot low. It looks safe to predict that canners' crops for 1924 will not break the backs of the canners, as most buyers were sure would be the case in this eventful year of 1924. All of which ought to be the best kind of a warning to the canner who still wants to sell futures at or below costs.

THE MIDDLE OF THE ROAD—Some of our best political economists and largest business men have advised business to stick to the middle of the road this year—upon the crown where it is not so likely to skid into the ditch; and here at the beginning of June this looks like very good advice. Take it carefully, pack them well and don't strive for any records in quantity production. If you do this, you may come through the year smiling and contended.

FORMER HEAD OF H. W. CALDWELL & CO. DIES

FRANK C. Caldwell, a director of the Link-Belt Company since the purchase of the H. W. Caldwell & Son Co. by the Link-Belt Company in 1921, was stricken with heart failure the morning of May 15th while on his way to his bank. He died in an ambulance en route to a hospital.

Mr. Caldwell was born in Indianapolis in 1866, and came to Chicago in the early eighties to complete his education at Union College of Law. He practiced until 1892, when he became vice-president of the H. W. Caldwell & Son Co. He became president in 1908, and continued until the Caldwell Co. was purchased by the Link-Belt Company in 1921.

Since then he has been a director of the Link-Belt Company. His long experience in manufacturing, his knowledge of law, his ability and his sound judgment were held in high esteem by all who knew him.

Mr. Caldwell was president of the National Metal Trades Association in 1911-1912, and served as its treasurer from 1912 until 1922. He was a sturdy champion of the right of the individual to work without declaring allegiance to a trade union. He stood for the open shop, for industrial freedom, and opposed vigorously and courageously the efforts of organized labor to encroach on the rights of the individual and to exercise its growing powers without accepting full responsibility for its acts.

He was a sterling individualist, for he was convinced that his country would continue to grow in general prosperity and happiness only through the encouragement of individual initiative and enterprise. A capable, worthy citizen was Frank Congleton Caldwell, always ready to discharge fully the dutiees that good citizenship imposed.

READ "ALL OVER THE WORLD."

Our readers know we have never tired them out repeating the good things said about The Canning Trade. We know it is the style and all that, but to our mind a journal that cannot tell its own worth to its readers is in a bad way, and "testimonials" will never make it better.

The only real test of a journal is its paid subscribers, and therefore the highest compliment is an expressed desire to keep paid up, so that no issues will be missed. And we continually receive such letters, telling us to send bill, or "keep it coming and we'll send check."

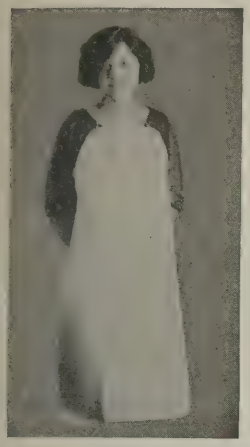
Here is one from way down in South Africa:

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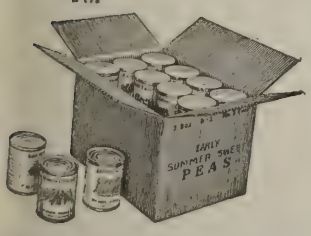
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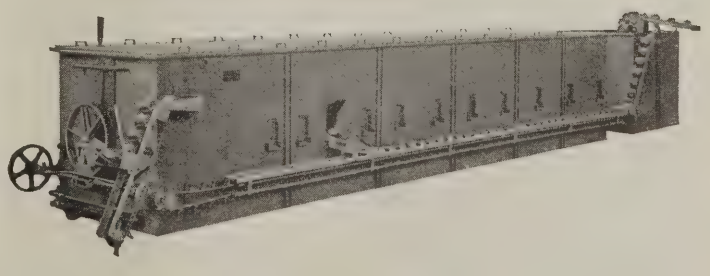
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Soil Treatment and Crop Rotation For Sweet Corn

By Dr. A. L. Whiting, University of Wisconsin.

THE production of the best quality of canned sweet corn is first of all a field problem. Unless the best quality exists in the field it will never appear in the can.

There are a few factors which largely determine the quality in the field. The selection and breeding of desirable strains of seed from various standpoints constitutes one factor; the temperature conditions another; the moisture conditions another; yet all these are dependent upon still another or the fertility of the soil. A proper combination of all these factors constitutes the conditions for quality production in any crop.

Soil fertility is an unavoidable factor for quality production because the crop is made from elements in the soil which are combined with the sunshine. Seed of excellent pedigree avails nothing, if the soil upon which it is seeded lacks one of the essential elements for crop production.

In increasing crop yields and crop quality, man is limited in his efforts to the controllable factors of production. Little can he influence the temperature or the rainfall for sweet corn. Thus it becomes apparent that the canner and the grower should concentrate their efforts on the fertility of the soil and its related problem of crop rotation, while the problem of seed selection is one largely for experts.

The canner should know the principles of soil fertility and assist his growers in their application. It is to your credit and advantage that the soil be enriched or maintained in a state of high fertility. In this paper a practical procedure for attacking your soil problems will be outlined.

The first fact to determine regarding the soils of any region for all crops is whether they are sour or sweet. Simple, rapid and accurate methods are available for use by anyone for this purpose.

If the soil of a given field is sour or deficient in limestone it will not produce the best quality of sweet corn as a regular performance. You then face the first step in soil treatment and it is better both from a moral and financial standpoint to encourage the grower to add limestone or lime to the soil than to seek from his available land the sweet soil on which to grow the sweet corn. While the latter course is to your financial gain and while it is true the future of the industry depends upon producing sweet corn of high quality, one should not lose sight of the opportunity to aid the grower to apply limestone or lime and to apply it in your own farming to sour soils.

Limestone influences the sweet corn crop in many ways, but there are three which stand out prominently in your relation to soil problems.

1. It neutralizes the acid and renders inactive the toxic aluminum, iron and manganese of the soil. Aluminum and iron are especially toxic to sweet corn and are considered predisposing causes of root-rot. Limestone precipitates them and consequently stronger and better sweet corn results.

2. Limestone increases the production of available nitrogen for the growing crop.

3. Limestone makes possible the introduction of legumes into the rotation, which is a necessary step for the best crop production. The value of applying limestone to soils is accepted by scientists and farmers and needs no defense. It is a paying investment.

The quality of sweet corn and also the yield is dependent in a large measure upon one element of plant food which unfortunately is deficient in many soils and which is too expensive to purchase, is lost in the largest amount in the drainage water from soils, and is removed in the largest amount by the crop. This element is nitrogen, of which the air contains an inexhaustible supply. It is available for your use by proper methods of farming.

Sweet corn for quality canning is taken before natural maturity has progressed to any appreciable extent. Nitrogen plays the largest part in hastening the growth of the corn plant and in delaying its maturity. It is the nature of this element to function in this manner. Back of this function of nitrogen it is necessary to have a supply of the element during the critical feeding periods.

Thus your next serious attention after the correction of sour soils conditions should be directed toward establishing a system that will supply ample nitrogen for sweet corn, which is a relatively heavy feeler on that element.

This second step in quality production is most economically accomplished by introducing legumes into a rotation of crops. The object of this step is to obtain nitrogen and organic matter first for the soil in which it is prepared for use by the sweet corn.

By seeding inoculated legumes such as sweet clover, common clovers, alfalfa, peas, veitch, soybeans and others, nitrogen is taken from the air and is added to the soil if the manure or better the crop itself is returned to the soil at no cost in many cases, as these crops are worth growing for feed, seed and soil enrichment.

These crops are rich in nitrogen and decompose rapidly enough for the succeeding sweet corn crop.

Sweet clover is a hardy crop, consequently the chances of obtaining a successful stand are much greater than with other small seed legumes. It possesses several characteristics that give it superiority over other legumes for soil enrichment.

Some of these important characteristics are:

1. Adaptability to various soil types, and climates.

2. Hardiness to drouth and resistance to insects, weed and diseases.

3. The production of a large tonnage per acre at a time when it can be most profitably used.

4. Rapid decomposition in the green condition.

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5. Its deep rooting habit permitting it to form more than the surface soil. It opens up the sub-soil, allowing air to enter and water to pass through.

6. It feeds on soil minerals more effectively than many other crops.

These characteristics when combined in one crop make it almost ideal for supplying nitrogen to sweet corn.

Briefly, the procedure is to seed 10-15 pounds of well inoculated sweet clover seed (biennial white sweet clover), per acre in small grains or in peas, which are the best nurse crop yet found, and plow it under the following spring for the sweet corn.

A most excellent crop rotation consists of seeding sweet clover in peas and following with sweet corn. The sweet clover may be seeded with oats, wheat, rye, barley or even in sweet corn at the last cultivation. In all such cases it should be allowed to grow the remainder of that season and plowed under in the following spring when in a green condition just prior to corn planting.

Do not fall plow it unless absolutely necessary, as it will grow up in the spring from the old roots and replowing will be almost unavoidable. Sweet clover should be plowed in the spring in the green condition about seven to fourteen days ahead of corn planting. As canners you should have a brief understanding of why this crop is so important in the matter of quality of sweet corn.

Sweet corn requires a large amount of available nitrogen in a relatively short time, although not as much as field corn at maturity. The soil must supply available nitrogen when the crop needs it, if a proper rate of crop growth is to be obtained and a delayed maturity.

The nitrogen in the plowed under sweet clover came in part from the free nitrogen of the air. It is in the form of various organic nitrogen compounds including protein. As such it is not food for corn, but must be decomposed by proper soil bacteria.

The organic nitrogen is first broken down to ammonia by many soil bacteria and molds. It is not yet in a form to be the best food for corn and the ammonia must be oxidized by special soil bacteria to nitrite and still further to nitrate which is the desired form of nitrogen for most farm crops with the possible exception of legumes.

In this form it accumulates in the soil and is ready when the sweet corn needs it. Organic nitrogen serves as a reservoir from which nitrate may be produced over many months. This is a great advantage over applying soluble nitrogen which may be readily lost soon after application by removal to deeper layers. It may also be lost from sweet clover, but more is always being produced which insures a ready supply during the growing season.

Figures obtained in studies conducted by the writer show that it is reasonable to expect from 150 to 250 pounds of nitrogen in one good crop of sweet clover at the proper stage for plowing under for corn. Comparing this with the nitrogen in one ton of sweet corn plants or 34 pounds, it is seen that one crop of sweet clover would carry enough nitrogen to produce five tons of sweet corn plants.

The following comparative composition figures serve to emphasize the value of sweet clover for feeding sweet corn:

Sweet Clover Composition Compared with Fertility Removed in Sweet Corn Ears.

Plant Food Element	Sweet Clover Crop of 5,700 Lbs. Ready to Plow Under	Sweet Corn Crop 5 Tons of Ears Only Removed from Soil
Nitrogen	219.4	37.7
Phosphorus	13.0	6.0
Sulphur	26.5	1.39
Potassium	53.8	20.7
Calcium	54.8	1.42
Magnesium	24.5	3.69

The figures show that sweet clover is ample for feeding sweet corn if most of it becomes available during the growth of the sweet corn, which experiments have shown to be the case.

Further it is evident that the nitrogen removed from the land in five tons of sweet corn ears taken for canning is all derived originally from the air by the sweet clover. This would only require that 17 per cent be taken from the air by the sweet clover, which, however, is a very low figure compared with what is commonly assumed to be taken from the air by legumes on ordinary soils.

Studies of field soils showed that the nitrate content doubled in the four to five weeks after plowing under the sweet clover. This accumulation of nitrate coincided with the period in which corn takes up its plant food.

The corn plant takes up most of its food in about two to three weeks. This period usually corresponds to the increase in volume and height that is so noticeable from the time the corn is laid by and during the next three weeks. In one case 40 pounds was removed from the surface soil in seven days by field corn. On Illinois soils where sweet clover has been three times in twelve years the nitrate present even after a big corn crop has been provided for has frequently ranged from 30 to 180 pounds per acre in the surface only. Even on what was considered very poor soil before improvement began sweet clover has given an excess of nitrate for the corn crop.

The physical improvement in the soil is sometimes as great as the chemical improvement when sweet clover is plowed under; especially is this true on sandy and heavy clay soil.

Sweet corn requires more of the element potassium than of the other mineral elements. The reason for this may be found in function assigned to potassium in carbohydrate or starch and sugar formation.

Sweet clover is a potassium-gathering crop under normal conditions. It obtains this element from some three to four feet of soil. Applications of potassium helps the sweet clover on light soils, sandy and peat soils, but on many soils it does not pay its cost.

By referring to the composition of sweet clover it is seen that contains ample potassium for sweet corn. It is known that practically all this potassium is water soluble and very quickly available to the succeeding crop.

The whole problem of proper crop feeding is on the road to solution when a sufficient amount of the mineral elements and nitrogen is contained in easily decomposable green manures. It embodies the utilization of the ability of a cheap efficient converter of plant food. Thus far no crop has been found to be the equal of sweet clover for soil improvement.

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Phosphorus should be applied after the system is established in order to correct any serious deficiencies, but its use must be guarded because of its part in rapid maturity. If the nitrogen is kept at a high level this danger will be overcome.

Encourage crop rotation for sweet corn growing. Diseases and insects can be avoided to some extent by introducing into the rotation legume crops especially sweet clover and soybeans. If a season can be devoted to a soil enriching crop either sweet clover or soybeans may be used.

For the canner who grows his corn on leased or owned land part of the land must be given over either to a grain crop in which to seed clover or to soybeans in order to keep up the fertility and to have other crops than corn continuously on the land. Where the corn is contracted it is easier to take advantage of the farmer's rotation but more difficult to see that a real soil enrichment program is carried out. No matter what conditions you may be operating under, you cannot afford to neglect the fundamental principles outlined here.

To summarize:

1. Test the soil for acidity.
2. Apply limestone or lime or encourage their use by growers for the acid soils.
3. Use inoculated legumes as green manures, especially sweet clover.
4. Apply phosphorus and potassium after the system is under way and then only where they are needed.
5. Encourage crop rotation.

By applying the above information to your field production problems a great deal will be accomplished for quality and efficient sweet corn production for canning and the soil will be enriched in deficient elements.

Tomato Thoughts

By E. O. Grosvenor, Chairman N. C. A. Tomato Section

WHILE our brothers in the food packing world have preceded us in the march toward excellence of output, there is still time for the repentent tomato sinner to get in step with the movement. The leadership of tomatoes in the vegetable world of cans is today threatened by the tasty corn and the succulent pea.

Embraced in the various causes for this decline will be found the fact that fresh tomatoes are more and more plentiful on our green goods market during all seasons of the year. Short, indeed, are the days of fresh corn on the ear and green peas in the pod. But this significant statement does not tell the whole story.

Poorly packed goods, in disreputable cases, cheap labels, and a declining quality also contribute. Lack of consistent co-operation for the good of the industry is a factor. Several local canners' organizations, dominated by tomato interests, refuse to meet on a common ground, but seem to pursue a selfish course. We are reluctant to take earnest notice of the spirit shown by the corn, kraut and hominy canner, the preserver, pickle and pea packer.

Where shall we start in noting the essentials for our success?

Seed.

Let us follow nature and first consider seed. Who is there so short sighted as to challenge the statement that it is most important to provide the best possible seed? Seed of sound ancestry; seed that has been carefully gathered; seed that has been painstakingly treated; seed that has been intelligently stored against the day of its use; seed that shows a uniform and high percentage of germination. It is only within very recent times that the tomato packing industry has appreciated the necessity for better seed and taken vigorous means to provide a superior article. In this most important factor, seed, both the corn and pea packers have acted for their own advantage and preservation quite in advance of the tomato packer.

Time was when tomato seed was simply a product resembling the mule in being without pride of ancestry, and equally without pride as to what its posterity might be. The usual tomato seed used was bought in the open market, ordinarily from seed houses and without pedigree or guaranty. Today, much greater stress is laid upon the essentials expected in a tomato seed and a packer's requirements are safeguarded as much as possible discrimination in purchases. Recognizing the wisdom of seed selection, a few tomato packers have for years raised their own seed, giving due regard to such strain development as would produce a tomato suited to their climatic and manufacturing conditions. The average packer has trailed far in the rear, mostly content to make his seed purchases when spring promised a need for seed, and fortifying his order with no stronger condition than that he wanted "good seed." He generally got it, either "good" or "good for nothing," according to the business morals of the seedsman.

There are high class seed houses, and ever will be, those whose mere acceptance of an order is a guaranty of the quality of the seed furnished. Unfortunately, there are scalawag seedsmen as well as scalawag packers, and their own guarantee is, in effect "mine run" tomatoes from their "mine run" seed. The practice of such as these is to arrange with some tomato pulping factory to obtain the entire cyclone refuse of the plant, paying a stipulated sum, based upon the tonnage of tomatoes received. The seed thus obtained, hide, whiskers and all, is sold under various conditions, but always remains true to its vile parentage. Need we say that a tomato crop, predicated upon such seed, has small chance of proving satisfactory? Our maxim should be "Buy seed where honor enters in."

Let us not forget that the per acre yield of tomatoes will have a direct relation to the quality of the seed used, and that's that. In more recent years, our State Experiment Stations have undertaken to contribute a share of their endeavors toward providing parent tomato seed of strong characteristics. In Indiana, the State Canners Association has undertaken the raising of a considerable quantity of seed from this parent stock. This undertaking is now in its fifth year and is going strong. The seed is sold wherever demanded, and the supply is always exhausted far in advance of

MAX AMS Closing Machines

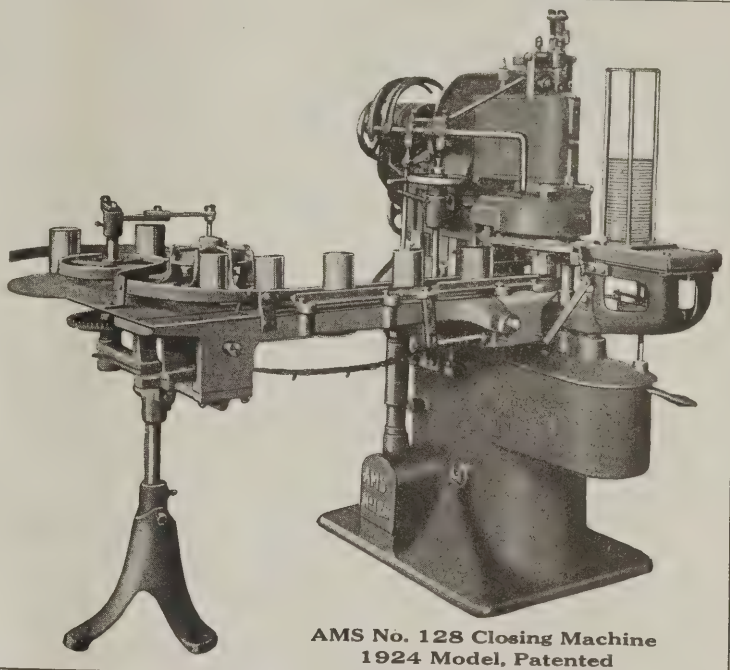
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The use of AMS Closing Machines and AMSCAN Certified Sealing Fluid — The Golden Band— is the best Tight Seam Insurance.

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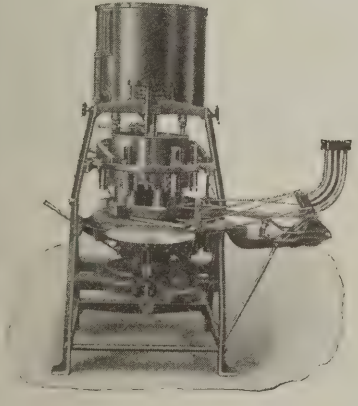
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1924 Model, Patented

Corn, Pea and Tomato Canning Machinery

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No. 7 CORN SILKER



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A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

seed time. Careful comparative tests covering these years show a substantial increase in yields. In these years of discouragement for the farmer, we cannot but heartily endorse anything which will increase his yields and profits. For ourselves, we remember that the larger the yield per acre the better the quality of the fruit will be.

Plants.

Next to the best possible seed, or even more important, if indeed such a thing can be, comes the kind of tomato plants available. Through all the changes of the years has come the everlasting argument of what is the best method of tomato plant raising. In places the packer raises and furnishes the required plants to the growers, either free or for cost; in others the farmer raises his own plants; in still others plants are raised in southern climes and brought north at planting time; the latest is the movement in limited eastern countries to provide plants by the community raising system. The pioneer work of Mr. Radebaugh in this is worthy of study and emulation. While a successful working of this system seems to demand very consistent co-operation, the marked appreciation reported from the territory where tried must command recognition. We may well expect better plants and a better plant raising enthusiasm.

Within late times there have been many plants raised in southern states for use in the northerly tomato zones. Generally speaking, there has geen much satisfaction expressed with such plants. However, some growers have not given the subject sufficient supervision and disease has been found in the young plants. Other growers, with attention to soil, seed and growing, have largely escaped disease. Formerly the plant industry bureaus of these southern states have not pretended to render assistance, ignoring the potential advantages to their several commonwealths. Let us rejoice that today there appears a decided interest on the part of at least one southern experiment station. The credit belongs to a prominent gentleman of the middle west, for some years a large grower of southern plants for the northern market. He has provided the incentive which has aroused the necessary energy. We may feel confident that shortly southern grown plants will come to our factories tested and certified free from disease by the agricultural officials. That is a result well worth while. If southern grown plants are properly grown, tested and certified, packers will have confidence, and all of us realize that it is important to have sturdy plants as early as possible.

Raw Stocks.

The spirit of restlessness begotten of the serious depression in farm products and values demands some notice from all canners of vegetables.

The desire for organization, with co-operative marketing its objective, is clearly and widely in evidence among our farmer friends. In many localities this has already resulted in packers contracting their entire acreage through the growers' organization. The plan has worked fairly in some sections, though poorly in others. The plan presented provides for a county or district organization, under a central, possibly state, organization. All contracts are made by the organization with the packer, payments go direct to the central office, and from there are later distributed to the growers. The organization proposes to inspect crop deliveries and exercise careful supervision of all details. If some of the present inconsistencies and idiosyncracies can be eliminated, the plan may meet with a measure of success. Several bad features, aimed it seems to protect the organization, operate against both the grower and the packer. Among them may be mentioned the contract running for five years. Should the organization cease to function or die—we can all remember what sad failures farmers' organizations have sometimes been—there is no way of liberating the farmer from the exactions of the contract. We shall probably hear more of such attempts at organization before we hear less.

The most certain path to better tomato production lies probably in obtaining larger yields per acre. To this end we can look more hopefully than formerly to our agricultural experts, found in our National Department of Agriculture and in our State Experiment Stations. To the packers we say, "Support your Experiment Station, for there much of our future lies." The Experiment Stations will welcome you and your assistance, and will devote a fair share of their resources to your tomato problems. But, and it is a big but, too, the burden and duty lies, and always will lie, upon the shoulders of the individual packer. He soon will see his own selfish interest, and cannot escape, try as he may, the strong position now occupied by the farmer population. Tomatoes must be packed economically or the consumer will initiate another strike. Possibly growers are entitled to better returns, but this can more logically be obtained by disease prevention, more husbandlike cultivation, better plants, better seed and beter farming methods. It has been demonstrated that a much heavier yield is obtainable than is now the case. Given double the prevailing yield—it is entirely possible—our growers will be happy with prices they now repudiate. The road to better things is well marked, with plenty of parking space at the other end.

Co-operation.

Co-operation is of so many kinds it doubly merits attention. First, remember the National Canners Association. It is the big instrument in our well being and uplifting. To be a non-member speaks volumes of your reluctance to recognize the most powerful influence for good in the entire industry. Well officered, energetically as well as capably managed, it stands today for a fixed and comprehensive program which spells better things. Do you have problems? The N. C. A. laboratory can guide and help you. It contains the foremost equipment, coupled with the best canning brains in the world today. Its administration is directed to seeing that canned foods get a fair show. That means your "canned foods", Mr. Non-member. Will your pillow bring you easy rest while you remain on the outside of this thoroughly representative and aggressive organization?

Then there's your state canners organization. It too merits your membership. The Western Canners Association appeals strongly for your support. Those who give their time and effort to it are the leaders of that great canning section of the middle west.

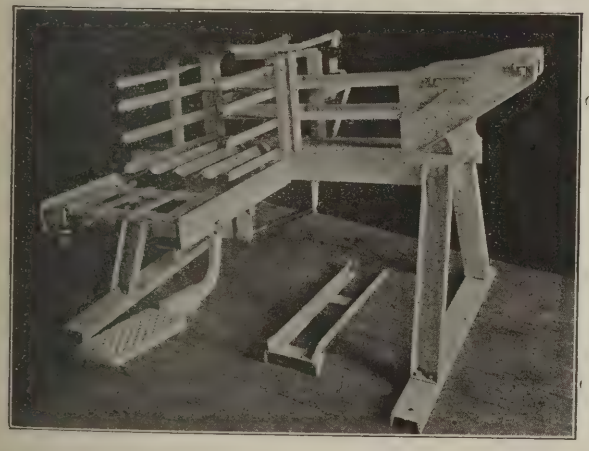
Another kind of co-operation is found in the present day tendency for individual lines to merge in a movement to build up production and distribution through the employment of a competent manager. This manager finds much to do in advising members upon all questions. His special mission is to do away with con-

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THE SIMPSON & DOELLER CO.

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We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation – we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by
Westminster Machine Works
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LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

ditions within the industry which hamper progress, and to standardize the entire packing operation. This movement is only in its infancy, but promises a healthy existence.

One branch of co-operation is directed toward promoting the sale of individual lines. First put your product right, then tell the public about it, and then tell them again. The thorough popularizing of a product by the efforts of a well cemented industry calls for the finest brand of co-operation in captivity. The selfish packer may remain out of the field and permit his more enlightened brother to carry the entire load.

We note the far cry for co-operation to protect us against unfair competition in its many forms. Then there is, at least in the tomato industry, the co-operation of those in one zone, pointed against those of another zone. The packers of Zone A, for instance, organize and launch a campaign to brand their own tomatoes with the name of the state where produced, in the meantime extensively advertising excellence over all other tomatoes. Presto; comes a short crop in Zone A. Promptly the packer hastens to the territory of the despised and inferior tomato and purchases his requirements, and distributes the same under his own advertised labels. A violation of the food law, did you say? Yes, and worse. It is merited and ultimate suicide. Co-operation aimed at increased popular consumption is a splendid idea. The love apple deserves it, for it has been neglected these many years. But, such an organization must be wide in its scope and bound together for a period of years or it must fail. Excellence of the product must be its foundation stone, and excellence begins with good seed and ends with an attractive retail package, in a respectable box. At every turn we must think in terms of the best obtainable if we hope to endure in the public mind. Given an excellent product, the consumer will pay an equitable, dividend-paying price.

Tomato Pulp.

The manufacture of tomato pulp has grown to large proportions within the last few years, and promises to hold its own. Pulp and its related products, catsup, paste and puree, already consume a healthy proportion of the tomato crop. Due to their nature, these products are subject to certain weaknesses, a certain breaking down resulting from decomposition of various kinds. The pure food authorities have undertaken to control the manufacture and sale of these articles, in order to assure their being foods of the highest excellence. The Bureau of Chemistry at Washington, charged with the enforcement of the National Food Law, has promulgated a microscopic standard, under which pulps and related products are required not to contain over certain numbers of yeasts, spores, bacteria and molds. The microscopic examination proceeds under a method adapted to tomato products by Dr. B. J. Howard, chief microscopist of the Bureau. This method has been in vogue about fifteen years, and under it food officials, with varying degres of zeal, have punished the transgressor. Considerable opposition was at first manifested, but this has largely worn away, until it is well recognized that the Howard method is a reliable and competent one for the control of tomato products. There have been investigations of the method and its application, but these have, in the main, only served to confirm the method. Our reference to the Howard method in no sense contemplates a scientific review or criticism. The method has some practical applications which we may all absorb. However, as a scientific method it is not held out to be an absolute one, but rather a comparative one.

First and foremost, a microscopic examination of pulp or related products under the Howard method will truthfully and accurately tell us the condition of the tomatoes allowed to go into the pulper after sorting. Plenty of proof of this is at hand, indicating that when counts were running high an inspection of the raw stock showed unsound fruit getting by. You may be operating a number of factories and employing only one microscopist, yet his examination of samples from a day's run of pulp at the different points will tell you absolutely what each factory has been doing. Your daily reports from the laboratory tell you the story of each plant.

Again, purchasers of pulp and related products sorely need some means of determining the soundness of the article they are buying, both sample and deliveries. There is no chemical method known at present. The microscope is the only means available. Right here let us emphasize the necessity of having a capable microscopist. Much misunderstanding has arisen through incompetent men. Since working with a microscope is a trying occupation, judgment must be exercised in the number of samples examined.

Hoist the danger signal for the packer who is satisfied to equip and operate his plant well enough to get by with his mold count in good years, but to fail utterly when there comes along a bad year. He will hump himself to Washington and demand that because of bad weather a greater tolerance of mold count should be permitted his product. To do this would be unfair to the packer who, in another zone, has not had this bad year, or the packer who, by greater diligence, has made a satisfactory article. When weather conditions become too bad, the logical course is to recognize it, cease operating and call it one of the hazards of this frequently hazardous business.

The Howard method, because of being the only known reliable rule for testing pulp and related products promises to endure. Abundant recognition of this exists. A very large proportion of pulp makers are today guiding their operations with the microscope.

The executive committee of the Indiana Canners Association recently voted unanimous endorsement of the Howard method. It is doing a great work in raising the standard of pulp, puree, catsup and paste.

Let us repeat a few chosen essentials for low count pulp making:

First—Never crowd a sorting belt with more tomatoes than its dimensions are designed to carry.

Second—Allow 2½ to 3 feet for each sorter, and use five sorters for handling three tons of tomatoes.

Third—Give the tomatoes a rinsing spray after passing the sorters, to avoid contamination of the good fruit in sorting out the poor.

Fourth—Provide facilities as nearly as possible for handling all receipts promptly. This will improve the farmer's temper as well as the mold count.

Fifth—Use selected help for sorting—not those who are useless elsewhere on the job. Do not mistake activity for usefulness. Put a supervisor over them.

Sixth—Arrange proper light for the sorting operation. If artificial light is employed, apply that light to the best advantage.

Eternal vigilance is the price of low count pulp.

Just as We Predicted - - It Made a Big Hit.

A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, — and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

Steel Rolls are sanitary. That alone is a sufficient reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

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50 Years of Service to Canners.

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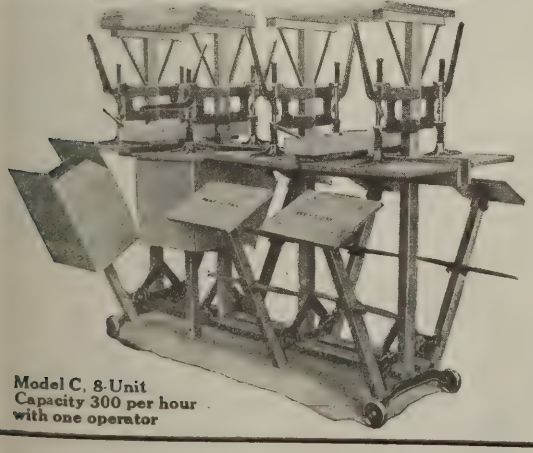
BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.

TOMATO PLANTS

Beginning May 15th, we are prepared to supply you with Open Field Grown Tomato Plants. Varieties – New Stone – Greater Baltimore and John Baer. Prices – In lots less than 25 m. $1.50 M., lots over 25 M. and under 100 M. $1.25 M. – In lots over 100 M. write for prices or come and see our fields. All f.o.b. Marshfield, Mo. Plants packed in moss and shipped in light wood boxes."

CASE CANNING CO. Marshfield, Mo.



Model C, 8-Unit Capacity 300 per hour with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers

510 Consolidated Building, Los Angeles

SHIPPERS AND RAILWAYS EXPECT BUSINESS TO HOLD TO THE MIDDLE COURSE.

BUSINESS, in the Eastern Atlantic States at least, will hold definitely to the middle course for the next two or three months. This is the general conclusion reached by twenty-five commodity committees of the Atlantic States Shippers Advisory Board, who made detailed reports of their specific industries at the last meeting of the Board, held early in May at the Commodore Hotel, New York City.

As a voluntary organization of railway shippers, formed for the purpose of adjusting transportation disputes informally, by direct conferences with railway officials, the Atlantic States Shippers Advisory Board is in a unique position to make a close check-up of industry. Five hundred of the largest shippers and railway officials of the country attended the last meeting of the Board, whose jurisdiction covers New York, Pennsylvania, New Jersey, Maryland, Delaware and part of Virginia.

One of the Board's major purposes is to predict freight car requirements for a period of sixty or ninety days, so that the Car Service Division of the American Railway Association may allocate cars more intelligently, and thus avoid all danger of congestion and delays. This is accomplished through commodity committees composed of definable representatives of all the industries. They make an actual survey, by direct questionnaires to individual concerns of conditions in their industry, as well as advance business on hand.

The composite picture which these facts provide indicates that business men are exercising caution to avoid over-expansion, both of production and distribution. Manufacturers, it was brought out, are making efforts to reduce output to correspond more nearly with consumption. This is considered a healthy tendency, for obviously business men are reducing to a minimum any chances of a sudden deflation, and at the same time they are keeping prepared for greater activity.

The following industries submitted reports covering present conditions, and forecasts for the next two to three months: Iron and steel, textiles, automobiles, automotive parts, coal, coke and ore, coffee, confectionery, cordage, electrical machinery, fertilizer, fresh fruits and vegetables, glass container, grain, cement, gypsum, lime and plaster, lumber, milk and milk products, petroleum, rubber, clay products, salt, slate and sugar. Some of the more specific facts brought out follow:

Iron and steel shipments for the next sixty to ninty days are estimated at practically the same as the corresponding period last year. Very little demurrage is being assessed at present. The general condition of the industry is described as "fairly good."

The textile committe estimated that woolen shipments for May and June would be 30 per cent less than the same month of 1923, but a 30 to 35 per cent increase over the two preceding months this year. It is believed that cotton piece goods will decrease 10 per cent as against a year ago, and that natural silk will also show a slight decrease. No change is looked for in shipments of gloss and rayon silk.

Production plans of the automobile factories located in the Atlantic States Shippers Advisory Board territory indicate that 4,500 cars will be loaded in May and 4,000 cars in June this year. This compares with 5,369 cars loaded in March and 4,970 cars loaded in April this year. No appreciable change is expected in the business which manufacturers of automobile accessories and parts will do during May and June.

The coffee industry expects that car requirements for the next sixty days will "approximate what they were in May and June, 1923, but hardly expect they will be exceeded." For the first four months of 1924 coffee shipments were about 8 per cent under the corresponding period of a year ago.

For the next ninety days the cordage committee computes car demands as 977 cars outbound and 937 cars inbound. Officials of the electrical machinery industry look for a slight reduction in cars required to service their business the next sixty days as compared with the preceding period. There is evidence also of a "gradual reduction of inventories," it was reported. Car requirements for fertilizers will be very few for the next two months, as the fertilizer shipping season is almost over, and purchases will be light until the fall season in September. About 60 per cent. of this year's production has already been transported.

Two thousand five hundred cars will be needed to transport the products of the glass container manufacturers during the next two months, according to the estimate filed with the Board. The cement industry expects shipments to require 39,165 cars in the same period, of which Eastern Pennsylvania and Maryland will use 32,510 cars and New York 6,655 cars. As of April 1, 1924, approximately 13% of the year's production has been transported. Cement officials report that business is "equaling expectations."

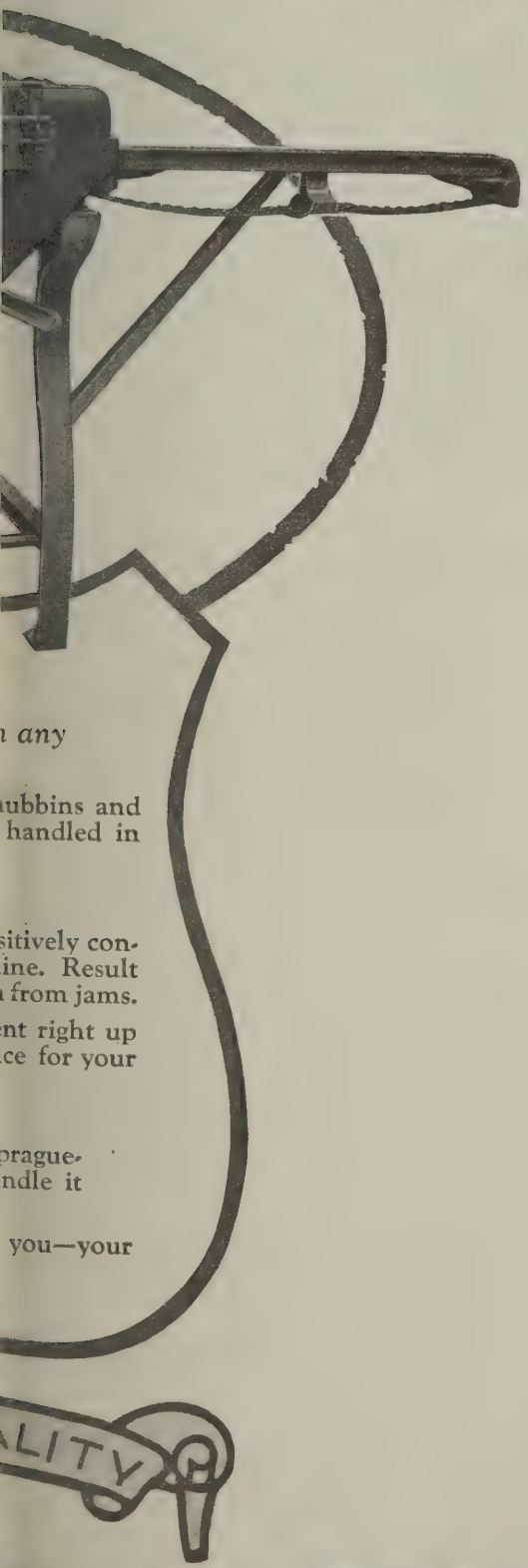
The petroleum industry expects to do 10 per cent. more business the following two months than it did during the same period of 1923, according to an analysis of their car demands. May and June shipments of lime and plaster this year are expected to be 19,140 cars, divided as follows: New York, 11,730 cars; New Jersey, 320 cars; Pennsylvania, 5,165 cars; Maryland, 1,675 cars; Vermont, 250 cars.

Reporting on the visible supply of grain as of May 3, 1924, the Grain Committee developed the following facts: Stocks of wheat on hand at the port of New York were 315,000 bushels; at Buffalo, 4,188,000; at Chicago, 13,198,000 bushels; at Duluth, 4,483,000 bushels; at Minneapolis, 12,684,000 bushels; at Kansas City, 8,421,000 bushels; at Omaha, 2,176,000 bushels, and on the lakes, 2,010,000 bushels. Canadian wheat on hand at New York was 651,000 bushels; at Philadelphia, 506,000 bushels; at Buffalo, 5,360,000 bushels; at Duluth, 63,000 bushels; and at various places on the lakes, 2,394,000 bushels. The committee explained that it was impossible to predict car requirements for the future.

The lumber industry expects "little decrease in the present movement of forest products." At present there is a slight falling off from the peak movement of sixty days ago. Stocks are described as normal and "in no cases excessive." Lumber dealers now are unable to anticipate what the conditions in the fall are likely to be.

Milk consumption in New York will be from 6 to 7 per cent. more in May and June this year than last year, but a corresponding increase in equipment will not be required because of heavier loadings. The Philadelphia market is expected to show a 10 per cent. increase, but the increased use of motor tank trucks will obviate the necessity of using a greater number of cars than the 6,628 used last year, according to the report. It is estimated that shipments of canned milk in cases, dried milk, malted milk and casein will take 675 box cars, as compared with 489 cars used last

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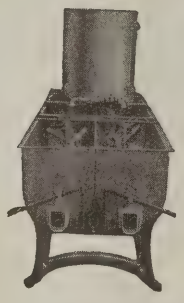
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ALITY

SPRAGUE-SELLS MIXER



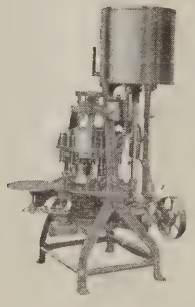
Each mixing tank has operating capacity of 100 gallons. Brine tank is more ample. Plenty of capacity in a mixer at last. This machine will keep the rest of your line "humping."

SPRAGUE-SELLS CUT CORN ELEVATOR



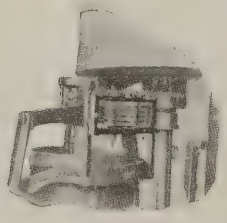
Universal Elevator for Cut Corn. Now furnished in any length desired, complete with cover hopper and jay-clutch pulley.

SPRAGUE-SELLS COOKER FILLER
(M & S Type)



Used by 95% of the quality packers. Fills at any speed up to 120 cans per minute. Has the only perfect "No can—no fill" attachment.

PEERLESS RESILKER



Can be attached to any M&S 6 Pocket Filler. Extracts silks, hulls, husk ribbons, etc., by the "Hot-corn silking method." For real quality you need this little device.

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N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

year, and 250 refrigerator cars, the same number needed last year. Shipments of ice cream to the New York market will require 100 box cars; for the Philadelphia market the estimate is 230 cars, as compared with 219 used a year ago. The general condition of the milk and milk products industry is described as "unsettled with large stocks on hand."

The approximate empty box car requirements for salt shippers in New York for the next sixty days were given as 8,795 box cars, of which 6,220 cars will be needed for rock salt shipments, and 2,575 cars for evaporated salt. It was brought out that the salt industry was below normal at present, but with approaching warm weather a marked increase in the consumption of rock salt, used by manufacturers, is expected.

All of the shippers praised the quality of the car service which is now being given. Delays in transit are few and the amount of demurrage collected is shown to be negligible. By and large both the buyers and sellers of transportation draw a picture which seems to warrant a reasonable amount of optimism about the future course of trade rather than an undercurrent of indecision.

THE CANNING SITUATION IN AUSTRALIA.

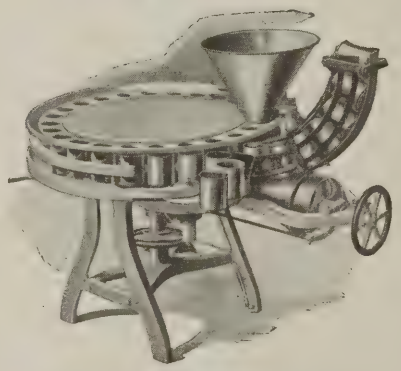
FRUITS—With the ripening of the summer fruit the annual wail of the fruit grower in being heard. His usual complaint of inadequate freight, dear sugar, which precludes the making of jam, and high rates of export freight, are this year added to by labor unrest among the canners, says Trade Commissioner Pauly, stationed at Melbourne, Australia (Report No. 16345). Canning was commenced at the beginning of the year under the Federal Ministry's bounty proposals, but now that the fruit is absolutely ripe for canning and cannot be left untreated, higher wages are being demanded by workers and a strike is threatened. As the loss to the canner by ceasing work at this time would be greater than that on any increase of wages, it may be taken for granted that the increase will be given, but at this writing no decision has been reached.

A conference of citrus fruit interests was held in Melbourne on January 29, all the states of the commonwealth being represented. Suggestions as to effective marking, and the regulation of interstate markets were discussed. A recent appeal to the Customs Department to prohibit the importation of Italian lemons was refused. Strict precautions are being taken by the federal quarantine authorities to prevent the introduction of citrus diseases through the importation of oranges and lemons from abroad. All inward shipments of lemons and oranges are removed from the cases and the fruit disinfected with cyanide gas. New rates for this year's canned fruit are being sent to the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, and will be published.

HANSEN FRUIT AND VEGETABLE FILLER

Fills Practically Automatically But Produces Hand Pack Quality

Beets, String Beans, Tomatoes, Cherries, Berries, Kraut, Etc.



Adjustable for No. 1, 1½, 2, 2½, 3 Cans. Machine also made for No. 10 cans.

Rockfield, Wis., Nov. 26, 1923.

We are glad to advise that we are very well pleased with the Beet Filler which we purchased from you and used throughout the season. It is a great labor saving device. We used it in connection with No. 2 and No. 3 cans and it gives a good fill. We can only say the best for it.

ROCKFIELD CANNING COMPANY
BY A. J. Klumb.

Sturgeon Bay, Wis., Dec. 1, 1923.

Allow the writer to congratulate you on your Hansen Fruit and Vegetable Filler. As you know, we have been experimenting for the past five years with mechanical fillers for filling No. 2 red sour pitted cherries. Up to this year when we installed two of your fillers, we had never found anything that would operate satisfactorily on cherries but since the success we have had this year with your new filler, we feel that you have a machine which will work very satisfactorily indeed.

The machine operates very smoothly without the jamming of cans and the accompanying loss of fruit and turns out a very uniform fill. We believe your estimate of capacity which you stated was 70 cans per minute to be very conservative, for we know this machine will operate very satisfactory on 95-100 cans per minute on cherries. We expect to put in more of these machines as the necessity arises and you may rest assured that we are perfectly satisfied with their operation.

FRUIT GROWERS CANNING COMPANY
BY Edw. S. Reynolds.

Colby, Wis., Nov. 27, 1923.

We wish to advise you that we are more than pleased with the hand bean filler, or rather as you call it, the Hansen Fruit and Vegetable Filler.

We were rather doubtful as to its capabilities until we tried it out. Wish to advise you that your filling hopper on same does not need attention and with one girl supervising the fill of cans was all the help we needed in the canning of cut beans.

We have been complimented on the uniform fill of our beans and all we can say is we lay it all to your machine.

If you have any skeptics as to the capabilities of your filler, wish you would refer same to me or my superintendent at this plant and am sure we could soon change their opinion.

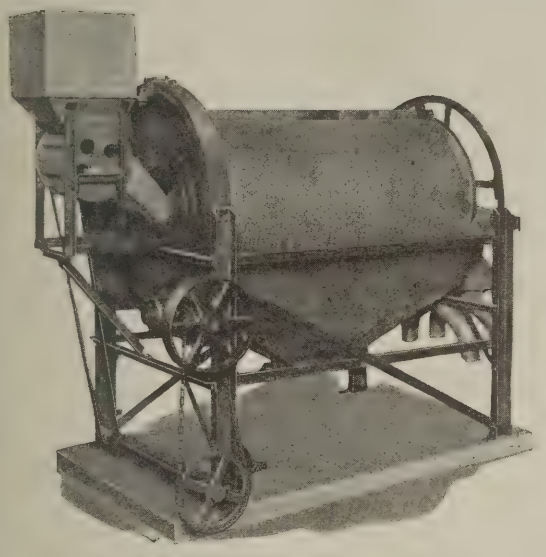
CENTRAL CANNING COMPANY
BY W. H. Christiansen, Mgr.

HANSEN CANNING MACHINERY CORPORATION, CEDARBURG, WIS.

Manufacturers of Hansen

Pea and Bean Filler, Corn Cooker Filler, Conveyor Boot, Sanitary Can Washer, Beet Topper.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

THE FLUSH SEASON

While you are checking up on your plant for the flush season it is well to remember the important part which the right kind of sanitary cleanliness plays in insuring every possible profit from every dollar you have invested.

Stale odors, fermentation, improperly washed equipment—the cause of flats and swells—are readily provided against by the use of

Wyandotte Sanitary Cleaner and Cleanser

Indian in circle

in every package

This pure, inorganic. natural, active cleaner is the deadly enemy of all objectionable matter, yet it is so mild that it does not attack the surface of canning equipment neither does it harm the hands of the user. It is a wonderful rinser; it removes quickly and easily all foreign matter, so that the rich, delicious quality of your pack is adequately protected against deterioration.

Ask your Supply Man.
It cleans clean.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

PEAS FOR MANUFACTURE

Forecast of Intended Acreage for 1924 Compared With Previously Published Acreage for 1920, 1921, 1922 and 1923

By Bureau of Agricultural Economics, United States Department of Agriculture, Division of Crop and Live Stock Estimates.

May 20, 1924.

State	Number of Firms Reporting 1924	Acreage Reported by Same Firms 1923	1924	Percent Increase	Intended Total Acreage for 1924
California	4	1,725	2,225	29	5,690
Colorado	2	2,385	3,134	31	4,820
Delaware	8	2,029	2,237	10	4,270
Illinois	8	9,431	10,670	13	11,520
Indiana	10	3,765	5,560	48	7,040
Maryland	12	3,594	4,210	17	9,420
Michigan	5	9,919	11,506	16	12,220
Minnesota	2	366	580	58	3,210
New Jersey	2	380	390	3	630
New York	32	12,868	16,328	27	42,490
Ohio	5	5,103	5,648	11	5,880
Pennsylvania	3	513	543	6	540
Utah	5	3,484	4,855	39	10,090
Wisconsin	68	61,456	70,369	14	103,920
Other States	8	3,465	4,992	44	5,010
Total	174	120,483	143,247	20	226,750

Total Acreage

State	1920	1921	1922	1923
California	2,770	2,360	3,970	4,410
Colorado	1,870	2,870	2,940	3,680
Delaware	5,130	3,630	3,960	3,880
Illinois	6,690	6,310	8,420	10,190
Indiana	5,010	2,280	4,100	4,760
Maryland	6,120	5,470	7,670	8,050
Michigan	9,860	8,530	8,780	10,530
Minnesota	1,030	650	1,410	2,030
New Jersey	720	760	700	610
New York	25,930	18,290	30,700	33,460
Ohio	5,070	4,040	4,530	5,300
Pennsylvania	340	290	360	510
Utah	3,540	3,680	6,660	7,260
Wisconsin	60,920	63,790	72,050	91,160
Other States	1,520	910	1,760	3,480
Total	136,520	123,860	158,010	189,310

SOME FACTS ABOUT THE STRAWBERRY OUTLOOK.

Acreage Reduced.

STRAWBERRIES may be less plentiful this year. Winter's dalliance in the lap of spring is the major factor menacing production just now. Shipments generally have been somewhat delayed.

A survey completed lately by the Crop Estimates Division of the United States Department of Agriculture in 19 states, rated as early, second early and intermediate, with relation to the maturity of their respective crops, gives reason to believe that the commercial area is about 113,250 acres, as compared with 120,710 last season—a reduction of (say) 6 per cent.

In the "intermediate" states, which include Delaware and Maryland, the total area planted to berries for harvest this season is 44,580 acres, against 46,770 in 1923, a decrease of slightly more than 2,000 acres.

Delaware is estimated to have 5,800 acres, against 6,100 last season; Maryland 10,800, against 10,420, while Virginia reports an increase of about 60 per cent—that is, 10,500 acres this year, against 6,500 in 1923.

Tennessee has the biggest acreage, 15,820. Louisiana is next with 14,280; Arkansas third, with 13,570; Maryland takes fourth rank with 10,800, and Virginia fifth, with 10,500 acres.

Shipments Behind Last Year—To April 26 only 1,421 cars moved from all producing areas, compared with 2,393 at the corresponding date a year ago. Louisiana is the only important state shipping heavily at the present time. Louisiana moved 730 cars to April 26, against 959 at the corresponding date a year ago. In the Hammond-Independence district of that state the crop was damaged to the extent of 5-10 per cent by March frosts occurring at the time of the first bloom and setting of the fruit. Louisiana acreage is about the same as in 1923.

Prices Cut to Growers—Under the rapid increase in carload movement towards the close of April and heavier arrivals, wholesale prices have slumped everywhere. Louisiana shipped during week ending April 26 as many as 452 cars, compared with 206 the week before and 43 two weeks before. And California's output is gaining. Alabama shipped 59 cars, against 2 week ending April 29. At Hammond, La., cash track prices were slashed to $3.20-$3.70 per 24-pint crate. This stock declined sharply in city markets to a range of $4-$4.50. Cincinnati quoted first sales of Alabama Klondikes at $6-$6.50 per 24-quart crate. A wide range prevailed for Florida berries, dealers in New York selling quarts at 20c-35c and Baltimore getting 50c-65c for the best quality.

JOHN S. DENNEE,
Agricultural Statistician, Division of Crop Estimates, U. S. Department of Agriculture.
Issued May 2, 1924, at Baltimore, Md.

NOTICE TO FRUIT PACKERS.

by Bureau of Chemistry Department of Agriculture.

THE Bureau of Chemistry has learned that there is an impression in certain quarters that the Government will tolerate moldy and decayed berries in fruit products up to 15 per cent. This is so at variance with the policy of the bureau that it feels called upon to state its position on the question.

Under the Federal Food and Drugs Act a product is deemed adulterated "if it consist in whole or in part of a filthy, decomposed or putrid animal or vegetable substance * * *." Failure to exclude moldy, decayed or insect-infested materials from food products, so far as reasonably practicable, will result in an adulterated article.

From factory and laboratory studies, the Bureau concludes that it is entirely possible for any careful packer to reduce the amount of objectionable berries to a negligible amount.

Packers are cautioned to use the utmost care to sort out and eliminate from their products all decayed, moldy or otherwise unfit fruit. Receipts of raw stock should be so regulated as to avoid gluts, which will cause delay in packing and consequent decay.

Ample provision should be made for handling the fruit expeditiously, and there should be sufficient help and equipment for the most careful sorting. Abundance of good daylight or good electric lighting should be available for every worker. Many packers fail to realize the importance of proper lighting for their employes. Respectfully,

C. A. BROWNE,
Acting Chief.

May 8, 1924.

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, MAY 26, 1924

WEEKLY REVIEW

Crop Outlook Not at All Encouraging—Cold Weather and Rain Hampering Everything—Government Crop Reports Show Peas and Tomatoes Behind—Corn Planting Backward—In Spite of Very Light Demand, All Canned Foods Are Strong, Some Advanging, Others Will Do So.

OUTLOOK NOT VERY FLATTERING—From a crop point of view, owing to the extremely backward spring, the outlook for 1924 is not very encouraging. The packs must depend upon the crops, and the crops can make no progress; in fact, in most cases are not in the ground yet, owing to the cold and unseasonable weather which has been experienced in almost if not every section. Light frosts in the upper Ohio Valley and along the lakes this late in May, with temperatures of 34 to 40 quite general over the heavy canners' crops sections, it does not require much explanation to show that progress on these crops is at a standstill. The dwellers in the big cities will say that such temperatures do not mean frosts, and that frost, therefore, have not injured the crops. Truth is, there has been a really wonderful absence of frost damage this spring. But there has been a too great amount in continuous supply of rain almost everywhere, and so the growers have not been able to prepare the soil for planting. And it is so cold that even where the rains have stopped the soil is unusually slow in drying out. So seeding of all kinds is far behind schedule, and what they were able to get planted has not had enough warmth to mature the seed. Here we are approaching June, and much of the pea planting remains to be done, and with the ever-present aphis, or pea louse, which formerly always come in destructive numbers when the crop was late and caught by the hot, dry spells of late June and early July, becomes a very evident danger to any crop that may result from plantings made after this date. But not only peas. Corn, which should be largely in the ground at this time, is waiting for the ground to be prepared, and must wait some little while yet before it can hope to take its turn. And then the distribution of the plantings will bring the last of it so late as to make that part of the crop a considerable hazzard. Maine is badly discouraged, for there frosts come pretty well on schedule, and that means that frosts will catch their crops from this late start.

And it is not mere histeria which prompts the prophecy that very hot and dry weather is likely to follow this over-abundance of moisture and coolness. Nature has a way of evening up things, or of giving a certain amount of rain and heat, and if either comes in lumps, crops suffer later for the want of the proper distribution. It will surprise no one to see a long period of hot, dry weather all during June and the first part of July, and if this happens, peas will be bunched and come in a rush to the canners so that they cannot be handled well. Corn may be able to stand it, provided it has been planted and started well, but tomato plants just set out will not make good progress. It takes an even distribution of rains, with sunshine and warmth, to produce good crops, and this we have not had, and even under the most ideal conditions from now on it is doubtful if the lost time can be recovered. The crop outlook is anything but encouraging as we write.

Evidence of this was seen in the reported acreage of tomatoes as given by the Department of Agriculture and published in these columns last week. And further evidence is shown this week in the report from the same source on peas. By whatever means they assemble these figures, it must be said for them that they are usually very correct, and certainly they are disinterested.

We have heard reports this week of peas on the lower Peninsula doing very well, despite the too much rain and not enough warmth, because the soil there is mainly sandy and drains quickly. On the other hand, the pea louse has already made its apearance on plants hardly six inches high. Peas ought to be about ready for the canneries now in this section, but it will be weeks before the factories can start up. And if the pea lice are beginning already, they may beat the canners to it in their favorite sections.

Corn planting is "way back" in this section, as it is, we understand in every other section. The result can only be a cutting down of the proposed acreage.

Tomato plant beds are in good shape, it has been shown, but they are not making the progress their owners would like to see; and those who counted upon getting an early start with tomatoes may find themselves fooled. The plants in the fields now do not look well; they are yellow and not sturdy-looking, as they should be at this time. But most of them are yet to be put out, and even the ground to be prepared. You can't prepare ground with a heavy downpour every other day or so. For the benefit of the man in town, let us say that they have had to close public golf courses because the turf was too soggy and wet. This may convey to them some idea of actual conditions in the farming sections.

Fruits are making good progress. The bloom has been wonderful, and there has been no frost damage reported, unless the most recent visitation, as we write, has touched New York State's fruit belt, although we are assured that the weather has been so backward there that the trees are not far enough advanced to be hurt. If that is so, then, but little can have ben done on any canner's field crops. But in the main, tree fruit crops give excellent promise. On the other hand, the strawberry crop has been hampered, owing to lack of warmth and sunshine. They should be plentiful and cheap in this market at this time, but they are hard to find, and then only at high prices.

THE MARKET—As you will see by reading the reports of all leading canned foods markets, the demand is dull and dragging, even when supplies are down to the vanishing point. The reports say that the retailers and wholesalers are finding business quite good, but they are covering any lack of goods by the purchase of the smallest possible quantity to tide them over from day to day. The jobbers now realize that spot tomatoes are gone—not a half million cases all told to supply practically three months, or a normal demand for over three million cases. Spot tomato prices are advancing slowly, but the buyers remain undisturbed. They pay the advance and refuse to extend their buying.

They want the better grades of canned corn which are extremely hard to find, and standards are now coming in for attention and better prices, but there seems always some corn canner willing to take lower prices, and this market lacks the snap and strength that nearly all other items show.

With spring the people want green peas, and the demand for the canned article is at its heaviest point, but the buyers cannot find the goods. It is now a matter of paying whatever price asked if the goods can be located.

String beans and spinach are also coming in for a good demand and are strong. The canners are trying to take care of the demands for spinach by buying the raw stock at high prices. They are paying more than they should for it, and more than it is worth. It is said California is through with its spinach pack, and that it is small. It will be some time before New York State can get busy on spinach, and this is one of the reasons why canners here are paying the prices they are.

Sweet potatoes, pumpkin, apples and all those items usually figured as specialties—that is, out of the line of staples—are down to the vanishing point in spot supplies, and mostly out of quotation.

With the exception of tomatoes, which are up from 5c to 10c all along the line, there are no changes to record in actual prices this week; but it is to be noted that the whole market is buoyant and strong. In face of the usually light demand, this is a strong feature in favor of the goods. If any buyer ever "busted loose" and bought a real block of goods, it would probably cause a small-sized panic in prices. And he might not be as foolish as this sounds, for present prices may seem very cheap next fall, if not before new goods are possible. All prices are much lower than they ought to be in face of actual conditions, spots and crop outlook. The market is dead, but full of interest and worth watching.

NEW YORK MARKET

Spot Buying Very Slow Despite Known Low Stocks—Yet Prices Are Stiffening—Spot Tomatoes Advancing—No. 3 Tomatoes at Wide Variances—Western Future Tomatoes Selling at High Prices—Inquiring for Spot Corn—Maine Corn Canners Are Taking No Further Business.

New York, May 22, 1924.

By "New York Stater,"

Special Correspondent "The Canning Trade."

THE Spot Market—Buying of spot canned foods has been a very slow affair in the local market during the past week, and the situation presents no fundamental changes. While buyers are undeniably short on many items of canned foods, they are nevertheless most conservative in their purchasing for spot delivery, and brokers in particular report that there is no "pep" in current operations, and consequently little in the way of commissions for them or sales for their principals. Buyers have been "in the saddle" for so long that they appear reluctant to let the canners rule the market for even the few weeks of the remainder of the season, and what normally would be a strong and advancing market for the canners is turned into a dull routine market, with no speculative interest noticeable. Despite these conditions, prices have been stiffening, and this affords a true index of the actual strength of canned foods today.

Southern Tomatoes—Maryland canners are awake to the strength of their position in the present market, however, as evidenced by the sharp advance which has been scored in prices. County canners are quoting $1.05 to $1.07½ per dozen on standard 2s, and it is difficult to locate any in Baltimore under $1.10. There is a wide range of prices heard on 3s, the market grading all the way from $1.35 to $1.50, but the quantity available at the inside price is not large. The future market, however, is rather unsettled, and has not advanced in proportion with spots. It is noticeable, however, that some of the canners who have been forcing the market and, incidentally, depressing prices have at last "gotten wise to themselves," as one factor phrases it, and are changing their tactics. Of course, if a canner wants to run his factory at a loss, that is his own business, until his friends can call in alienists; but he injures all of his competitors by underestimating costs and selling below production cost, and this is a matter of interest to all. It would seem that the time is opportune for the organization of a "Kanners' Kosts Plan," which can take the situation in hand, and give a few lessons in figuring costs to the ever-optimistic packer who thinks he can pack and sell for less money than anyone else in the game.

Western Tomatoes—Mid-Western tomato canners are no longer a factor in the spot situation, having cleaned up their stocks; but they are still getting business on futures, quoting the market on the following basis: Standard 2s, 95c to $1.00; 3s, $1.40, and 10s, $4.50, all per dozen, f. o. b. cannery.

Standard Corn—There has been a good inquiry for standard corn noted, and the spot market is steady to strong. Southern packers are quoting the market at 97½ cents per dozen, f. o. b., with extra standard held at anywhere from $1.05 to $1.10 per dozen. The market on Western is quoted firmer at $1.00 per dozen, f. o. b. cannery, with many of the canners well sold up. The Iowa and Nebraska canners are keeping close record of their future sales, which were well over the million-case mark by the first of May. The market on futures of Mid-West pack is held at 95 cents per dozen, with 10s at $6.00 per dozen, and 1s selling at 70 cents per dozen, all prices being f. o. b. cannery.

Maine Corn—Maine corn canners are not taking on any additional future business, and the protracted spell of rainy weather is giving them serious concern. Most of the packers sold very conservatively this year to avoid the necessity for pro-rating deliveries this season, and it is well that this precaution was exercised. The last business booked on futures was reported placed at $1.45 for fancy Crosby and $1.70 for fancy Golden Bantam.

The Weather—Weather conditions this spring have been anything but favorable for the growing of good canning crops, and buyers who have made ample provision for their early requirements by placing future business in fairly liberal quantities are now satisfied that they have made a wise move. Any material crop damage, which might be reflected in extreme pro-rating would certainly be reflected in sharp price advances, especially in view of the sold-up condition of the marekt on the 1923 pack, and higher prices, while benefiting some of the trade at the time, would later on react unfavorably upon the entire industry.

Salmon—Pinks are showing some strength in Seattle, and the market has been advanced to $1.30 per dozen in one or two quarters, although it is still possible to buy at $1.25. The market for reds remains steady to firm at $2.35, f. o. b. The pack of salmon in Alaska this year, because of expected stricter curtailment of fishing operations by the Government, is expected to be materially under that for 1923.

Spinach Firmer—The closing of the spinach canning season in California finds the market in a strong position, with very little in the way of surplus available. The California Packing Corporation has advanced its prices, and is now quoting as follows: Fancy 1s, $1.10; 2s, $1.30; 2½s, $1.60, and 10s, $5.00, all per dozen.

Sardines—There has been a little larger quantity of new pack Maine sardines available for prompt shipment, and the market is held at $4.35 per case for keyless quarter oils, f. o. b. Eastport, with the small stocks of old pack still available held at the same figure. Trading has been quiet, however.

Canned Prunes—The California Prune and Apricot Growers' Association expects a good pack of canned prunes this season, but is not taking future business. A short time ago the Association announced that it had abandoned the "pernicious" practice of s. a. p. and f. o. p. future selling, and announced that hereafter no future business will be booked by it.

Offer New Tuna Fish—New pack California striped tuna is now being offered for prompt shipment, the market being quoted at $4.00 per case for quarters, $6.50 per case for halves, and $12.00 per case for 1s.

Canned Fruits—The canned fruit situation is quite firm on spots, and considerable interest is being shown in futures. Many of the independent packers have announced opening prices on new pack fruits, while other packers are accepting business, guaranteeing their prices, when named, to conform with the prices of certain other canners, or to be a certain percentage under those of the California Packing Corporation for the same size and grade.

Trade Items—Frank E. Booth, president of F. E. Booth & Co., well-known California canners, with headquarters in San Francisco, is on a trip to the Orient.

F. Bauer, canned foods buyer for Jaburg Bros., bakery supply house, has resigned and will be associated with S. E. Comstock, well-known canner of Newark, N. Y.

Col. W. R. Roach, prominent canner of Grand Rapids, Mich., is here this week, stopping with his brokers, North & Dalzell.

Thomas G. Cranwell, president of the Continental Can Co., sailed for Europe today.

Lee Dingee, sales manager for the Fame Canning Co., and Wakefield & Co., is in the market this week.

Frank E. Gorrell, secretary of the National Grocers' Association, visited friends here this week. Mr. Gorrell is just back from a trip to the Coast, and stopped off at Dallas for the convention of the American Wholesale Grocers' Association there last week.

Albion Gill, president of the Chinook Packing Co., of Chinook, Washington, was in the trade this week.

Joe Diflo, spot canned foods buyer for R. C. Williams & Co., is seriously considering the purchase of a golf outfit this spring, and plans to go out and take the measure of some of the brokers who are always talking golf to him. It ought to be easy for a buyer to win from a broker just now, judging from current market conditions.

John M. Chapman, former representative of the J. K. Armsby Co., here, and canned foods buyer for Austin, Nichols & Co., many years ago, was visiting some of his friends along Hudson street this week.

CHICAGO MARKET

Weather Against Crops and Sales—New California Packs Being Offered—Snow in Wisconsin—N. C. A. and Wholesale Grocers in Town Next Week—"A Wheelbarrow-load Market."

Chicago, May 22, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

Too Cool—The weather is not "canned foods weather," neither for growing the crops, or selling the finished product. It is too cool for the seed to sprout, and not quite cool enough to inspire good, hearty canned-food-consuming appetites.

New canned foods of the 1924 pack are beginning to be offered on the market. California 2½ Royal Anne cherries have been offered of the 1924 pack at $3.25, f. o. b. cannery, for fancy grade, 50 cents per dozen lower than last year. California fancy Columbia River Chinook salmon has been priced for the new pack at about 12 per cent on the average as to sizes of cans and styles of container lower than the 1923 price, and Baltimore and some Southern localities are offering new-packed strawberries, for prompt shipment, at a price a little lower than the 1923 price, and canned spinach is now ready for shipment from California and from Maryland at prices just a little lower than last year, and the season of the new supply comes on apace, faster than we can realize.

A long-distance talk with the Fort Atkinson Canning Co., John A. Hageman, president of that good Wisconsin concern, gave the information that there was a light snow at that place May 19th, and that the Jefferson cannery belonging to the Fort Atkinson Co., a short distance from Fort Atkinson, had suffered from a fire. The damage was not very serious and will be immediately repaired. Some canned peas stored in the cannery were damaged by water, but the fire did not reach them.

I have heard that the directors of the National Canners' Association will meet in Chicago at the Hotel La Salle on Wednesday, May 28, 1924, at 10 o'clock A. M. I am not informed as to whether there is a special purpose for the meeting.

The National Wholesale Grocers' Association will be in annual session at the Hotel La Salle, Chicago, at that time, their dates for their convention being May 27, 28, 29, 30, 1924. It is possible that some important conferences between the wholesale grocers and the canners may be held during the convention. The grocers will have a big convention, I am told, as they have a fine program, and Chicago, being centrally located, usually draws good, big convention attendances.

It will be very plain to those who go to the trouble to read this communication that I am evading the issue which is to give news about canned foods. The truth is that there is no news about canned foods, as the market is in a rut apparently and cannot get out. It is a wheelbarrow-load market, and the wholesale grocer who said that he had a larger stock of canned foods in his pantry than in his warehouse, knew what he was talking about, and said a lot.

There will probably be a conference between the canners and the wholesale grocers in Chicago next week during the convention of the National Wholesale Grocers' Association for the purpose of organizing the big proposed advertising promotion, and undertaking to raise a fund of five hundred thousand dollars by co-operation between the wholesale grocers and the canners for the purpose of advertising canned foods over a period of three or five years.

The grocers seem to be in earnest about it, and if they can get the co-operation of the canners, they will put the proposition over, but they must have help from canners, supply concerns and brokers.

When you get the wholesale grocers interested in a plan or an undertaking that seems practical and shows a way of increasing business and profits, they will contribute liberally and do more than their share to put it across.

My friend, the editor of The Canner, of Chicago, is not a fundamentalist; he is one of those destructive critics that the Methodists are making so much fuss about recently. I wrote planting in this column recently, and the printer man set it up packing. It was about peas, and the editor of The Canner, of Chicago, drew attention to the error and "chuckled with glee" to think that I had stated that "packing of peas was proceeding rapidly."

Well, it is rather a compliment than otherwise for a critic to have to seize upon a typographical error in order to criticize one, but I forgive him. "Let the heathen rage! They can't hurt a Christian!" I am reminded of a story of an old-time negro preacher. He rose in the pulpit and said to his congregation: "Beloved brothers and sisters, I am gwine to preach a sermon to you today and I am gwine to divide it into three parts. In the fust part I am gwine to tell you what I am a-gwine to preach about. In the second part I am gwine to preach about what I told you about, and in the third part I am a-gwine to explain to you about what I preached about,"

He knew the mental limitations of his congregation, and that is why I am taking so much trouble to enlighten the editor of The Canner, of Chicago.

ST. LOUIS MARKET

Demand Better Than in Past Few Weeks, but Still Quiet—Wet, Cold, Backward Spring May Cut Down Acreages—Tomatoes Firm—Peas Strongest Item on the List—Hoping for Late May Shipments—Standard Corn the Best Mover Now—String Beans and Spinach in Demand.

St. Louis, May 22, 1923.

By "Missourian."

Special Correspondent "The Canning Trade."

The Market—There is a uniform quietness prevailing in all canned foods. There is a restricted demand, better, however, than there was several weeks ago. Hand-to-mouth buying still continues and in small lots or in medium-sized quantities, and the result is that there are no features. Owing to the prospective higher costs of canning, the absence of much future buying and other things, together with an almost complete clean-up of all 1923 lines, spot stocks should look good if there were better business conditions. There is an absence of speculative buying, and dealers will not take more than they can utilize in the immediate future. There does not appear any reason why spot goods should not be attractive, because weather reports state that unfavorable weather for the growing of vegetables and fruits prevails in many sections, where crops for canning purposes are grown. There has been a wet, cold spring that has retarded planting. For this reason there has been a backward start, and some of the best informed canners believe that there will be a big cutdown in acreage.

Tomatoes—There is a more general activity in tomatoes than there was. Strength has been given to No. 2s. No. 3s and gallons are not active, but there is a little freer movement in both. Prices are held firm at packing points. A report prevails that the big acreage that was expected in the South may not produce as big a yield as was expected, unless growing conditions become more favorable.

Peas—The strongest item on the list is peas. Stocks of standard 4s and 5s sweets are about cleaned up, both at canning points and in jobbers' stocks. There is a general demand, also, for smaller sieves and better qualities. Early deliveries from the South are attracting attention. Offerings for shipment in

the latter part of May have been taken up quite liberally. The movement of spot peas continues, and there is a demand for a greater range of sizes and qualities. There are some intermediate types which are available and which are now used when others cannot be had.

Corn—A quietness prevails in corn. Standard is the best mover, because fancy is cleaned up.

Miscellaneous—String and stringless beans are in excellent demand. Succotash, spinach and limas are attracting more attention than they did. Asparagus is having a fair call.

Fruits—The trade is awaiting word from leading California packers for their opening prices. However, they do not seem to be in any hurry to announce them. Spot fruits of all variety and grades are getting more scarce not only here, but on the coast. Standards No. 2½s cling peaches lead in the interest and are showing an upward trend. There is a scarcity of pears, and when found commands a premium. Cherries are steady. Apricots are well maintained because of a scarcity. Pineapple has been quiet. Apples are slow sellers.

Frank E. Miller, president of the Green County Bank, of Springfield, Mo., and H. G. Geyer, an attorney, of Neosho, Mo., have become interested in the development of a 2,700-acre tract of land in the western part of Howell county, Mo., near Siloam Springs, where grape growing will be undertaken on a large scale by a colony that will be placed on the tract.

The market prices are as follows:

Canned Corn

No. 2 Fancy Country Gentleman, f. o. b. Minnesota	$1.35
No. 2 Golden Bantam, Fancy, f. o. b. Minnesota	2.00
No. 2 Standard Evergreen, f. o. b. Minnesota	1.10
No. 2 Extra Standard Evergreen, f. o. b. Minnesota	1.10
No. 2 Standard, f. o. b. Illinois	1.00
No. 2 Standard, f. o. b. Iowa	1.00

Canned Tomatoes

No. 2 Standard, f. o. b. Indiana	1.25
No. 3 Standard, f. o. b. Indiana	1.75
No. 10 Standard, f. o. b. Indiana	5.40

Canned Peas

No. 1 Alaska, Fancy, f. o. b. Wisconsin	2.55
No. 2 Alaska, Fancy, f. o. b. Wisconsin	2.25
No. 3 Alaska, Fancy, f. o. b. Wisconsin	1.70
No. 2 Alaska, Extra Standard, f. o. b. Wisconsin	1.00
No. 3 Alaska, Extra Standard, f. o. b. Wisconsin	1.50
No. 4 Alaska, Extra Standard, f. o. b. Wisconsin	1.30
No. 2 Sweet, Extra Standard, f. o. b. Wisconsin	2.25
No. 3 Sweet, Extra Standard, f. o. b. Wisconsin	1.90
No. 4 Sweet, Extra Standard, f. o. b. Wisconsin	1.60
No. 1 Sieve Sweets, Extra Standard, f. o. b. Wisconsin	2.00
No, 2 Sieve Sweets, Extra Standard, f. o. b. Wisconsin	1.60
No. 3 Sieve Sweets, Extra Standard, f. o. b. Wisconsin	1.40
No. 4 Sieve Sweets, Extra Standard, f. o. b. Wisconsin	1.45

MAINE MARKET

Cold, Damp Weather Causes Sadness Among Canners—Many Acres Not Even Plowed Yet—Impossible to Find Any Futures—Stringless Beans Also Sold Up—Lobster Season Discouraging—Sardines Too Scarce to Keep Plants Running.

Portland Me., May 23, 1924.

Special Correspondent "The Canning Trade."

By "Maine,"

COLD, Damp Weather—The writer has called this morning upon several Maine canners, and has heard from each one the same sad story of the serious effect on this continued cold, damp weather. This is the very time when about all vegetables should be in the ground, and today there are many acres not yet ploughed because the land is so wet. Farmers are wondering if their acreage might not be better used this season for other crops. Canners are endeavoring to fix their faith in the promise of "seedtime and harvest."

Corn—Corn sold well at the beginning of the season, and for the past month has been offered sparingly, owing to the adverse weather. It is now about impossible to find futures in any amount, and there is every evidence that a possible carry-over by those not sold out will be valuable property in October. While in the earlier sales the Golden Bantam predominated, later demand is for Crosby corn, both future and spot.

Stringless Beans are sold out, and the canners are now trying to hold their planters to raise the full amount of acreage agreed upon. It is discouraging to both grower and canner to have the season open up so slowly. The acreage this year was increased considerably over the past volume, but does not promise to produce any more bushels unless the weather improves.

Lobster—The lobster season is also very tardy, and discouraging to the canners. At current prices the fishermen can only be paid about half of their former rates; this discourages them from work and makes the supply of fish uncertain. The ice has not yet moved from the harbors, and no work of any account can be done in the factories.

Clams are practically done for this year, though one or two canners hope to run the limit of the season, June 1st. For the most part the fishermen are getting interested in other work, and the factories are not receiving sufficient supply to warrant operations. Practically all contracts are filled, with a very small surplus to care for the usual summer demand.

Several of the sardine factories in the eastern end of the State opened work early in the month, but have now been obliged to let up again, owing to the lack of fish. One harbor down the coast did show quite a run of fish, but these were soon used up, and no more have appeared.

Blueberries are growing in importance, to the canner and to the trade, and it is hoped that a good production may be enjoyed this season. The early promise is of a fair yield, canners are preparing to improve their methods and extend inspection, and it is anticipated that the quality of the product may be built up to the same high standard as is enjoyed by other lines of Maine canned foods.

CALIFORNIA MARKET

Tentative Prices on Cherries Lower Than Last Year—Spot Salmon Higher—A Good Demand for Spot Fruits—Good Quality Apricot Crop—New Prices on Figs Are Attractive—Coast Notes.

San Francisco, May 22, 1924.

Special Correspondent "The Canning Trade."

By "Berkeley,"

CHERRY Prices—Tentative opening prices on cherries have been named by the California Packing Corporation to try out the market, and considerable interest is being taken in this fruit by buyers, since prices are materially lower than those named a year ago. These prices are guaranteed against formal opening prices to be announced later, and are as follows: Choice No. 1s, $1.85; No. 2s, $2.35; Uo. 2½s, $2.85, and No. 10s, $10.75. Standard No. 1s, $1.50; No. 2½s, $2.45, and No. 10s, $9.25. Seconds No. 2½s, $2.10; Water, No. 2½s, $1.95, and Solid Pack Pie, No. 10s, $5.25. These prices are based upon 6½ cents a pound to the grower, as compared with 10 to 12 cents last year. Last year No. 2½s standards opened at $2.85, as compared with $2.45 this year. The entire cherry list is quoted at marked reductions from last year's prices, but it is believed that it will be the only fruit to be lower. The California Cherry Growers' Association has placed a minimum price of 6½c a pound, net to growers, on this year's crop. Last year the minimum was placed at $8.75. The lower price set this year is due to the carryover of the canned products from last year.

Salmon—Several Pacific Coast packers have advanced prices on holdings of pink salmon, and very little is being offered for less than $1.30. Some lots are available at $1.25, but some of the stock offered at this price comprises reconditioned lots packed during the war period. Packing operations are commencing in Southeastern Alaska, and new pack fish will shortly be available. There is quite a noticeable demand for California white-meat tuna fish, but stocks are very light.

Fruits—The demand for spot stocks of California fruits has been quite good of late, and it is estimated that forty per cent of the carryover reported on April 1 had been moved by May 15. Standard cling peaches have been closely cleaned up, and with the possible exception of cherries all stocks of fruits will likely be out of first hands before the new canning season commences. Even cherries may be cleaned up under the stimulus of lower prices.

Apricots—While the California apricot crop will be much less than that of last year, the quality promises to be good, as nowhere are the trees overloaded. Every effort is being made to secure water for irrigation, and orchards are being cultivated carefully. Few buyers are in the market for canning stocks, and prices have not been definitely established, but these will range well above those of last year. The crop in Alameda county will probably be less than one-half that of last year, and that

of Santa Clara county will also show a falling off. The outlook for canning peaches remains unchanged, with the crop in Sutter county promising to be about half the size of that of 1923. In the San Joaquin Valley the output will be closer to normal.

Figs—The opening prices on California canned figs, put out recently by the California Peach and Fig Growers' Association, have attracted considerable attention. Canned figs are becoming quite popular, and with the acreage devoted to this fruit increasing at a very rapid rate, figs will soon be an item to be considered in the California canned fruit pack. Three canneries will be operated this year by the Association, and the output is expected to be much larger than that of last year, when an early rain caused damage to the crop. The opening prices on the Association's "Purple Ribbon" brand of Kadota figs in syrup is as follows:

No. 10—Large	$19.00
No. 10—Medium	20.00
No. 10—Small	21.00
No. 10—Petite	21.00
No. 2½—Large	6.00
No. 2½—Medium	6.00
No. 2½—Small	6.00
8 oz.—Medium	1.85

California figs in syrup are quoted as follows:

No. 10—Jumbo	$10.25
No. 10—Large	10.75
No. 10—Medium	11.50
No. 2½—Jumbo	3.10
No. 2½—Large	3.40
No. 2½—Medium	3.60
No. 2½—Small	3.70
No. 1—Large	2.10
No. 1—Medium	2.10
No. 1—Small	2.10
8 oz.—Medium	1.25

A pack of Kadota figs in water is made, and there are also preserves, solid pack pie figs and other grades of both Kadotas and Calimyrnas.

Coast Notes—Ground will be broken shortly at Ripon, Cal., for a condensed milk plant to be erected by the Meyenberg Evaporated Milk Co., of San Francisco. The plant, which will be ready for occupancy in the fall, will cost about $100,000.

What The Brokers Say.

Aberdeen, Md., May 21, 1924.

Tomatoes—We are having a better demand for spot tomatoes, and the No. 2 size has advanced to $1.10 per dozen. Strange to say, 3s have not advanced in sympathy with 2s, and they are still available at $1.35 per dozen, either packers' or buyers' labels. In looking up our old records we find that this time last year No. 3 tomatoes were selling at $1.75 per dozen and the future price was $1.22½. Now spot No. 3 tomatoes are $1.35 and futures $1.25. There are always some tomatoes packed from the early Jersey crop prior to the regular packing season, but these are mostly packed in the smaller sizes. There will be no 3s packed worth mentioning until the latter part of August, which means that there are virtually three months in which to sell the small surplus of spot 3s tomatoes. With 2s getting pretty well cleaned up, we expect to see a better market on 3s in the near future. Watch this size. We can still buy 1s at 60a62½c, and 10s at $4.25a$4.50.

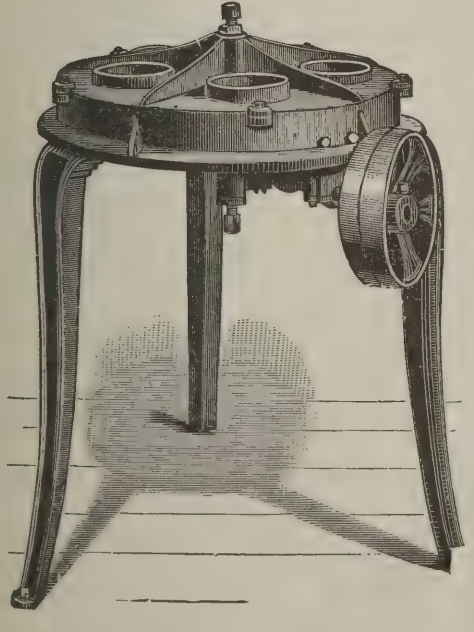
The market on future tomatoes is unchanged. Most jobbers have contracted for a fair portion of their requirements, and the market is temporarily at a standstill. We are having a very backward spring in this section, and from present indications the season is going to be late. We quote, subject to confirmation, No. 1 standard tomatoes, 55c; 2s, 85a90c; 3s, $1.25a$1.30, and 10s, $3.90a4.00, all f. o. b. respective shipping points for shipment when packed.

Corn—We are having a good demand for the better grades of crushed sugar corn. Extra standard quality is getting pretty well cleaned up.

We are booking orders for future corn at $1.15 for standard shoepeg, $1.25 for extra standard shoepeg, $1 35 for fancy shoepeg, and 90a95c for standard crushed sugar corn, all f. o. b. respective shipping points.

C. W. BAKER & SONS.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

What Canned Foods Distributors are Doing

Wholesale Grocers' and Canners' Difference Thing of The Past, Says McLaurin—More Talk of Merger of Two Organizations—Coast Cooperative May Amalgamate—Canned Foods Advertising Campaign Plans Still Hanging Fire.

About Swells—Wholesale grocers generally are satisfied with the adjustment on "swells" arranged for last February, and the canning and wholesale grocery trades are now working in very close harmony, according to J. H. McLaurin, president of the American Wholesale Grocers' Association.

Discussing this problem at the annual convention of his organization, held in Dallas, Texas, May 13-16, Mr. McLaurin said: "The temporary arrangement concluded in February last with the canners concerning an allowance for swells appears to have met with the approval of wholesale grocers generally. The quesiton is, perhaps, one of the most difficult with which buyers and sellers of canned foods have had to deal. The question as to the most equitable and satisfactory plan by which for a canner to protect his customer against losses resulting from swells or the packing of imperfect products is rendered unusually difficult because it deals in a very large sense with a hidden defect, and one that may develop either in the jobber's warehouses or on the retailers' shelves.

"It is a pleasant thing to say that the work of the special committees of canners and jobbers dealing with this question was very much facilitated because the men on both sides were able to approach it with complete confidence in the desire of all parties to bring about an understanding or plan that would prove mutually fair and through the operation of which no improper nor undue advantage would accrue to either buyer or seller. We have perfect confidence in the fact that the officers and members of the National Canners Association indulge the very sincere desire, and likewise the very earnest purpose, to protect the interests of the buyer against swells or spoils, and we take this occasion to express to the canners our appreciation for the splendid attitude assumed, not only in this matter, but in other questions which we have found it necessary to discuss with them.

"No report of the work of the special committees of the National Wholesale Grocers Association and the American Wholesale Grocers Association in connection with the adjustment of swell allowances, would be complete without special reference to the effective efforts put forth in these meetings in behalf of wholesale grocery interests by Arthur P. Williams, of the well-known institution of R. C. Williams Co., wholesale grocers of New York city. Mr. Williams attended all meetings of the special committee working on this matter, and was by far the leading spirit in the discussions and adjustment of the question. As a leading wholesale grocer, a large buyer and a student of food distribution, he is well qualified to render the yeoman service which he has rendered in connection with this question. He is entitled to, and I am sure will receive in connection therewith, the fullest appreciation of the wholesale grocery trade of the United States."

One Big Selling Organization—Wholesale grocers and chain store buyers are greatly interested in a revival of the plan to merge the leading California cooperative fruit associations into one big selling agency, to cut overhead of marketing and to give greater control over the market situation. The Sunland Co-operative Sales Association, formed recently ostensibly to act as sales agents for the Sun Maid raisin growers, was believed at the time to be the groundwork for one big agency to handle the fruits of all of the growers, and it is believed now that the former theory was not misplaced. Further developments will be watched with interest.

Canned Foods Advertising—Nothing further has been done in the plan for a national advertising campaign for canned foods. The preliminary plans of the sponsors for the campaign have been approved of, and an attempt is now being made to work out the financing of the movement with a minimum expendtiure of time and trouble to all concerned. Canners, brokers and wholesale grocers have endorsed the movement, and it is probable that a real campaign will grow out of the recent meetings held in Chicago and New York on this subject.

Canned Foods Week—The Canned Foods Week Committee of the National Wholesale Grocers Association will hold a special meeting at Chicago on May 30, in conjunction with the annual convention of the National Wholesale Grocers' Association, and it is probable that the co-operation of the wholesale grocery trade in the movement next year will be much more spontaneous and widespread than was the case this season.

The Two Associations—There has been nothing definite done as yet looking towards amalgamation of the American Wholesale Grocers Association with the National Wholesale Grocers Association. It is known, however, that practically all of the personal differences which have hitherto acted as a bar to such amalgamation have been eliminated, and members of both organizations are favorable to the idea. One prominent wholesale grocer, an official of the National Wholesale Grocers Association, discussing the plan with the representative of The Canning Trade today, said: "Nothing definite has been done on the merger idea, to my knowledge, but I think the plan is a good one, and I am heartily in favor of any such action which will unite all elements in the wholesale grocery distributing business." It is probable that representatives of the two organizations will meet in executive session in Chicago late this month and definitely bury the hatchet, although actual merger of the two associations may not be accomplished immediately. It is to the credit of both associations that the proposed merger comes at a time when each organization admits candidly (although of course not in public) that it has tested the mettle of its rival and found it good, so the merger, if it comes, will come not as a surrender of either organization, but rather as the result of a desire on the part of both interests to adopt a more conciliatory attitude towards the views and aims of the other, to the end that the entire trade of the country may be fused into one powerful organization.

Chicago will be the mecca for many wholesale grocers, manufacturers and brokers this week, when the annual convention of the National Wholesale Grocers Association gets under way.

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Pedigreed Strains

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BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN **TELLS**

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We also manufacture and distribute:

Copper Steam Jacket Kettles
Kern Lightening Finisher
Indiana Pulper
Indiana Chili Sauce Machine

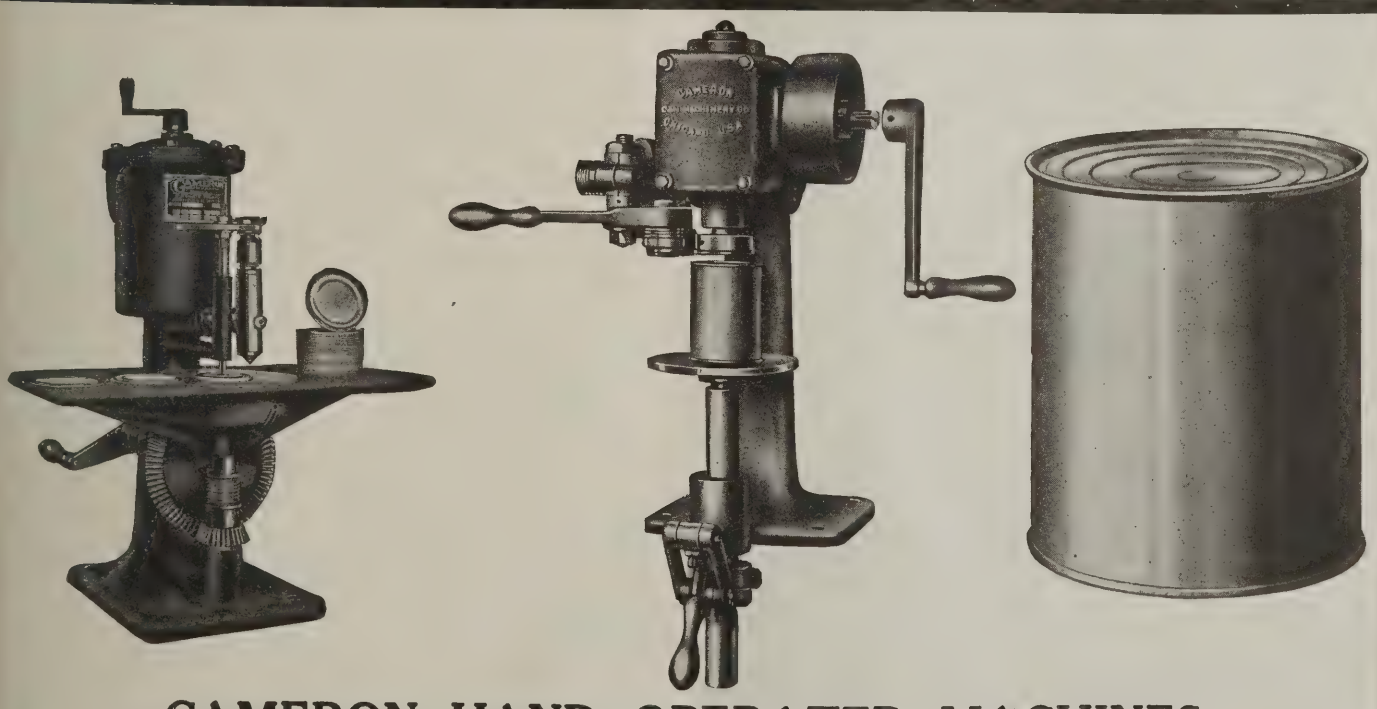
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CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. **240 N. Ashland St., Chicago, U. S. A.**

LABELS

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Many sales over the counter are decided at the moment of purchase by the appearance of the label. Does your package really help sell your product?

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SMILE AWHILE

STUNG

"Money makes the mare go,"
Is an ancient saw;
But there is an exception
Unto every law.

I went to the races
And backed a mare to show,
And now I know it is the mare
That makes the money go. —E. D. K.

A NEW VERSION

Jane—John, you've been drinking!

John—Hic—not 't all, m'dear.

Jane—John, don't lie to me! You're staggering, and I smell it on your breath!

John—Honest, m'dear, didn't drink a drop. It froze, an' the bottle broke. So I ate it.—Chanticleer.

TELL IT TO THE—BOSS

He—Didn't I telegraph you not to bring your mother with you?

She—Yes, that's what she wants to see you about.

SH-H-H

"Hey! That's the third time I've told you 'No Smoking Allowed.'"

"Ain't I smoking quietly enough?—Exchange.

THE FEMALE OF THE SPECIES

She—I think the automobile has made the present generation more profane than ever before.

He—Why?

She—Well, everyone I bump into with my new car swears terribly.—Exchange.

"IN THE SPRING A YOUNG MAN'S FANCY"

"So you want to get off tomorrow afternoon to attend your grandmother's funeral?"

"Yes, sir, if it doesn't rain."—Pointer.

FIRST—LAST—ALWAYS

Professor—That star is Venus; it was named after a very beautiful woman.

Small Voice in Rear—Was that the star the wise men followed?—Pit Panther.

ABSOLUTELY

Visitor—Is this a dry town?

Citizen—Be you a stranger?

Visitor—I be.

Citizen—It is.—Penn. Punch Bowl.

BETWEEN TWO FIRES

Josie—He said he'd drown himself if I refused to marry him.

James—So he's between the devil and the deep blue sea.—London Opinion.

HIGH LIVING

"He lives on the fat of the land."

"What does he do?"

"Manufactures flesh-reducing medicine."—Puppet.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor
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Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, JUNE 2, 1924 No. 41

EDITORIALS

PATERNALISM RUN RIOT—It can very easily be recalled when America's real patriots, men of mental vigor and ability, warned against our Government becoming too paternalistic; pointed the dangers in the bureaucratic drift; said plainly that too many laws would breed disrespect, and that morality cannot be compelled by legal enactment. As if to show their superiority to these great men of the past, but in fact merely displaying the smallness of their own abilities, the present Congress has been and is busy doing the very things which these great men warned against.

Our own Senator Fernald, speaking in the Senate, warned his fellow-senators against the danger of increasing bureaus, with all their additional employes and added costs to the taxpayers, and the Senate went right on, faster than ever, adding new jobs for new jobholders, both men and women. The soldier bonus recently passed, with its added billions of dollars to the taxpayers' burdens, is bad enough, but it immediately calls for the appointment of a new bureau, with thousands of clerks and appointees, and not only at Washington, but in every individual state, doubling again the tax upon the country. Were things sensibly administered by these representatives at Washington, the country would rejoice in the advance of pay for our mailmen, for they deserve it; but the added millions on top of the squandered billions tend to irritate and annoy the people.

And now, as if further to harass the business man, they will pass another amendment to our Constitution regulating child labor, and setting the limit as high as 18 years. It avails nothing to point out the unreasonableness of such a thing, for the one thing that that gang cannot understand is common sense. Despite all the quackery one hears, employers do not want children about their factories, but a boy or girl of 18 is not a child. This matter has been quite well worked out by industry in general, and is in good position today, where each case is judged upon its own merits, the fit youth employed, and employment given to the youth whose parents need and must have his or her help in the struggle for existence. But now will be passed this further amendment, a further distortion and disspoiling of our once sacred Constitution, and with its passage the appointment of an enforcement law, with another horde of enforcement agents. The prohibition law made this enforcement feature infamous for all time, with its horde of grafters, blackmailers and thugs, until today we are presented with the nauseating spectacle of a land with a million stills and daily growing worse. And this last enforcement horde will not be one whit better in their quest for graft and what money they can make out of the factory operators. There is no need for this amendment, as the States can and will take care of this child-labor problem, and vastly better than the Government can possibly do. But they think they are catering to the labor vote, and they are buying votes now, not looking to the interests of the country or business.

Next they will pass the farm-loan bill to reimburse the farmers for any losses on wheat or other crops, and if they do they will soon have to pass similar legislation to reimburse all business lines for losses, for if the farmer is entitled to this, so is every other industry, the canners, for instance, who can the farmers' products. Then we will have reached the real heights of paternalism, and we can all sit back and let the Government furnish us what money we need or require, and it will be just as well, for there will be no business to conduct.

What a sad mess we have come to! And it will only grow worse in this presidential election year.

A TASK FOR BUSINESS MEN—This all brings home to us what has so often been said, and that is that the business men of this country must stir themselves, take a hand in these political matters, and sweep out of the halls of Congress these business incompetents, these politicians pure and simple, and replace them with business men. Men who will sit as a board of directors in this greatest business on earth, and administer it as they would their own business, bringing to it all their business ability, and no more hesitate to kick out of the doorways of Congress those Pharisees who insist upon the letter of the law and pay no attention to its spirit or intent than they would if these attempted to enter their own offices. There is no use appointing strong men and competent men to the presidency if they are to be handicapped by an incompetent, politics-for-politics-sake Congress. That les-

son should be so plain to all the country that it needs no repeating. Business men must take a hand and clean out this mess and put things into their proper shape again.

N. C. A. HOLDS SPRING SESSION—The Board of Directors of the National Canners Association held its regular spring meeting in Chicago this week, and as the matter of reduced dues was one of the principal things to be acted upon, the industry will read an account of the meeting with much interest in our next issue. The National Wholesale Grocers Association was in convention in Chicago at the same time, and the opportunity was undoubtedly taken advantage of to further iron out any litle kinks that may still remain in trading between these two important factors. This, too, will be looked for with interest.

BOTULINUS POISONING AN ACCIDENT—One of our good friends out in California has just written us a rather interesting letter, in which he says:

My Dear Judge: I thought the attached might be of interest to you. This follows upon the result of eating—olives. (The following clipping was enclosed:)

"Death by Poisoning Held an Accident.

(Special Dispatch to The Chronicle.)

Hanford, May 17.—Death as the result of botulism is construed as an accident by accident insurance companies, it was shown today, when the general agent for a well-known accident insurance company delivered a check for $7,500 to the widow of Banker O. D. Canaday, whose death occurred in Coalinga a few weeks ago, when he and a half-dozen others were poisoned from eating some articles of food at a dinner given in the oil town by the Growlers' Club. O. D. Canaday was one of two who died, and the diagnosis of physicians was 'botulism.'"

By the way, you will be getting in bad one of these days for being so plain spoken about the name-on-the-label law. Don't you know the —— canners buy their peaches out here, put on their own label and to all intents and purposes are—[the Eastern State] peaches. And others do likewise.

We know how it feels to have an opinion of our own and to express it; but on the head of it could not get a job in Hell-ifax selling ice-cream cones."

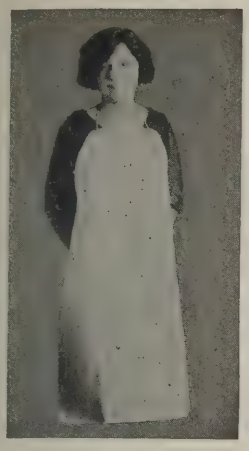
We would like to submit that interesting letter without further comment, as it contains several things that ought to make you think. But we have to admit that the news about the peaches is not entirely new. We have even known that thousands of cases of Maryland canned tomatoes went into other states and later appeared as the products of these states; even as much Baltimore packed spinach appears on the market garbed in the labels of a state famous for fine spinach. And the funny thing about it is that most of these canner-buyers scoff at Maryland canners and canned foods! And a lot of these good and holy buyers fairly froth at the mouth when they consider the scofflaws of the prohibition enactment. Ain't nature funny?

GEORGE N. NUMSEN,

President, Wm. Numsen & Sons, Inc.;
Former President, National Canners Association;
Former President, Baltimore Canned Goods Exchange;
Distinguished citizen of Baltimore;
A scholar and a gentleman.

DIED MAY 24, 1924.

IN the death of George N. Numsen the canning industry of Maryland, but more particularly of Baltimore, has suffered a severe loss. He knew, and no man better knew, the story of Maryland canning, for he remained to the close of his busy life a diligent student of canning and of canning problems. And who knew better than he knew the possibilities of Maryland canning, which possibilities he strove to promote with an unwearying persistence. George Numsen was a citizen of Maryland, and was always mindful of his duties and obligations as such; he would serve the state, nor could he better serve it than by dedicating his life to the development of its industrial energies; and so he would give abundantly of his rich resources of mind to the great business of canning, which during many years has been indigenous to the soil of Maryland. He was one of the founders of the Baltimore Canned Goods Exchange, and his interest in that oldest of canned foods organizations remained, to the very close of his busy life, unchanged of its early zeal and fervor. He was a shrewd observer of men and of events. He pleaded for co-operation among canners, for oneness of aim and of purpose; he believed in organization. The canning industry of Maryland had upon many an occasion honored him, just as the State itself had honored him, and just as the city of Baltimore, in which he was born and in which he spent all of his long and honorable business career, had honored him; for George N. Numsen was indeed a man among men. He was a gracious and kindly man, unfailing, gentle and soft spoken. And yet he was a man of action, a vigorous and aggressive man. He was a man of high principles, which he would never allow himself to compromise. His life was a full life, full of opportunities for service to his fellow-men, and full of the splendid compensations which come as the reward of right thinking and of right doing. And what pity it is that his life was not fuller of years, for there remained much work for him to do. But he has finished his course, leaving behind him the heritage of a spotless name and an unblemished reputation. The canning industry can ill-afford to lose its Numsens—it needs their vision and their idealism; it needs their counsels and their admonitions; it needs the fine quality at their leadership. During all his life George N. Numsen shed lustre upon the great business in which he was engaged; he enriched and dignified it. The Maryland canning industry today is all the poorer because of the death of one of its chief spokesmen and the most valiant champions—George N. Numsen.



Do You Know

— that PROTEXU CANNERS APRONS will save you money because they are **low in price, unusually durable,** and afford **greater protection** for your employee?

Scientifically constructed of fine, strong fabric, amply coated with tough, elastic, **wear-proof rubber,** Protexu Aprons are especially designed for all canning operations. Hundreds of canners use them exclusively, finding them **most economical.**

Moreover, Protexu aprons are **soft, flexible, lightweight** and extremely **comfortable** to wear. Made in any standard or special size, with or without bib.

COLORS: Black or White
30" x 38" — $12.00 dozen
38" x 44" — $15.00 dozen

Send trial order TODAY — and learn how much apron service you can buy for your money. **Maximum protection** at **minimum expense guaranteed.** In ordering, please mention style and size desired. Samples of fabric, showing quality, on request.

BEAR BRAND APRONS, another popular style (grey), **large in size,** and weighing only **16 ounces,** cost **$15.50 dozen.**

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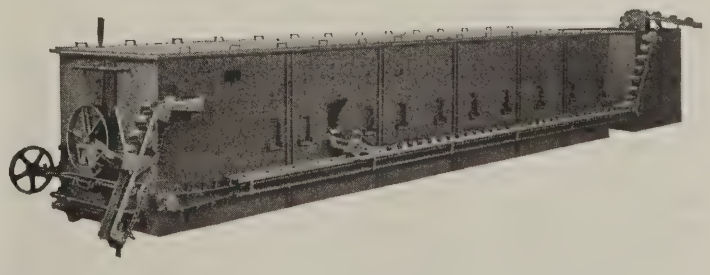
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PLANT PATHOLOGY

Some Wisconsin Exepriences and Prospects of Interest to Canncrs.

By R. E. Vaughan
University of Wisconsin

IN your preliminary program this subject was scheduled for discussion by Prof. L. R. Jones, head of the plant pathology department, University of Wisconsin, but, owing to the spring meeting of the National Academy of Science and National Research Council at Washington, D. C., found it impossible to be with you. Since I have been in close touch with canners' problems in Wisconsin since 1911, Professor Jones suggested that some of our experiences and prospects would be of interest to you.

It used to be said that blights, rusts and rots were unpreventable, and that when they attacked our plants there was nothing to be done. Under that philosophy diseases flourished for hundreds of years; but outside of pagan lands a man who would teach that philosophy today would be a fit subject for an insane asylum. Diseases of plants, like diseases of man and animals, are slowly yielding to the pressure of the philosophy based upon scientific knowledge that health is normal and diseases abnormal.

Pea Diseases—Pea diseases have increased with the increase in the pea canning business. The most important disase was first called blight, but has since been more properly termed root rot, because of the important and striking symptom of rot on the roots. At first root rot was supposed by canners to be due to weather conditions alone, and hence thought impossible to control. It was a common practice among the earlier canners to own their land and grow peas year after year on the same soil. For awhile this practice was attended by increasing yields, but after a few years it was noticed that the yield was falling off. Where over 200 cases per acre had been the rule, less than 100 cases were coming in, and these of inferior quality.

The failure of pea crops was thought by some to be due to depleted soil fertility. It was thought that peas took something out of the soil which, if it could be discovered, and returned, would restore profitable production. Tests were made with different fertilizers, which in some cases resulted in crop increase, but where root rot was present little benefit could be seen. As was to be expected, the addition of phosphoric acid, potash and lime gave best results. Experiments along this line are being conducted by Professors Whitson and Musback, of our Soils Department.

Upon the examination of some root-rotted vines, the late E. W. Duckwell observed that no nodules were present. It was his opinion that the peas grew as long as they were able to obtain nourishment from the soil, and then, not being supplied with their proper amount of nitrogen, they began to wither and die. His suggestion for control was to purchase pure cultures of nitrogen-fixing bacteria and soak the seed before planting. Our experience in Wisconsin has been that pure cultures of nitrogen-fixing bacteria serve a definite purpose, but are not a significant factor in the control of root rot. These cultures give beneficial results when used on soil new to peas, on soil which has not raised peas for several years, where the soil has a tendency to be acid, or where for any reason there may be a deficiency of these specific bacteria present. Considerable research is being conducted in Wisconsin by our Agricultural Bacteriology Department under the direction of Prof. E. G. Hastings and Dr. E. B. Fred. Recently Dr. A. L. Whiting, formerly of Urbana, Ill., been added to our staff. The effect of inoculation on different soil types and in different rotations is being studied, and a large number of Wisconsin canners will report results at the end of the season.

In 1910 the Plant Pathology Department was established in the College of Agriculture of the University of Wisconsin, with Prof. L. R. Jones in charge. One of the first problems to be solved was that of pea blight, and Professor Jones visited the Columbus Canning Co. in late June. On July 1, 1910, he wrote to Mr. Andrews as follows: "The chief trouble is with the rot at the base of the stems and the upper part of the root, just below the ground. This rotting gradually cuts off the water supply and the tops dry out."

"This base stem rot is a disease found in the older pea growing sections near Ohio and New Jersey, in America, and is also found in Europe. As I explained to you, the evidence from practical experience in the laboratory at experiment stations in these sections is to the effect that germs of this blight may be introduced from the seed, and when once in the soil may persist for at least two years. I can find no further evidence as to whether they may pass through the silo and into manure. Personally, I should not expect that there would be serious danger from this source, however.

"The seed infection comes from spots which appear on the surface of the pod and eat their way through into the seed, in some cases discoloring the seed. I found no such spotted pods in your field, and think that if the weather continues dry and hot until your seed crop matures there will be little, if any, such pod spotting. If, however, it should turn wet, this might be expected, since the disease passes from the base of the stem upward along the stem and leaves, and reaches the pods last.

"The only practical remedial measures lie along the two lines of care in securing healthy seed and in rotation of crops.

"Regarding crop rotation, it has been found that continuous cropping with peas tends to bring on this disease through accumulation of the infection in the soil; that change of crop for a single year is insufficient, but that if other crops are put on the land for at least two years the trouble may be largely avoided."

Wisconsin experiences since 1910 have shown that the observations of Professor Jones were all right as far as they went, based on the information at hand, but that they did not go far enough because information was lacking. However, subsequent reaserches have shown that one of the chief fungi associated with the cause of pea root rot is not carried by the seed, but is present in any soils in varying amounts. Dr. F. R. Jones has been for a number of years studying pea root rot, and has found this fungus widely prevalent in Wisconsin soils and those examined from other pea-grow-

An Open Letter To Canners:

4 years has proven— The Long, Low Temperature Exhaust after 4 years of Pioneering by us—has proven to many canners to be just what they needed to reduce Pinholing, Puffs or Springers, retain the Color, Shape and Flavor—thus reducing Swell Allowance.

A Pre-Cook— What Canners now have in mind—is to install the Long, Low Exhaust in the same space they now use for the Short, High Heat Exhaust per line and so increase their Cooker capacity by reducing the final cook and so speed up their lines.

Floor Space Capacity Our Rotary Aluminum Exhauster solves this difficulty as in the same floor space now used by the Short, High Heat boxes, our Rotary Exhauster will hold from 2 to 6 times as many cans and gives 2 to 3 times the length of exhaust, as any other box.

Costs less per can The price per can of our Rotary Aluminum Exhauster including Aluminum tank, roofs over cans, Bronze Bushings, Gears, Steam pipes, etc., is less than any other box giving the same number of cans per minute, same length of exhaust and in the same floor space. The comparison being, as 3 is to 5, or 3 is to 6, or one-half the cost per can.

No Steam Fog Our "Under Feed" Rotary Exhauster used practically all the steam—as no steam can be seen escaping, until you get close up to box. This is due to the fact that the cans enter and discharge at bottom of tank. This accounts for the "No Steam Fog" in Cook room, as compared with the fog made by water or other steam Exhausters.

Uniform Heat Treatment— Every can gets like heat treatment, because the cans are carried by the horizontal shelves around the circle. This Rotary movement through the steam applies equal heat to all parts of the cans—Top, Bottom and Sides and the positive feed for every can—gives the same time of exhaust to all cans.

No Drippings in Cans The Roofs over each 2 rows of cans on each shelf, circulates the steam and prevents driping and dirt entering the open tops of cans.

Few Parts— Having only ten shelves inside the box reduces bearings to the minimum—The shelves swing so little that there is practically no wear on the Bronze Bushings and only 20 Grease Cups to fill, once a week or less. This Freedom from any parts is what makes our Rotary Aluminum Exhauster cost so little for Upkeep and so easy to keep clean.

Sanitary Self-Cleaning— The tank or cover being round, causes all Dripping and slopping to flow to the bottom and thus keeps the interior Sweet and Clean—while other Water or Steam Boxes collect these, which calls for constant cleaning to keep sanitary.

In case of trouble If for any reason a "Shut-Down" is necessary during the day's run—it is only a matter of closing the steam valve and the heat is cut off instantly, but this cannot be done with the Water Exhaust, except by removing the cans or turning in cold water.
The claim that exhausting cans in water—heats the contents more quickly than in steam—is not borne out by fact or experience.

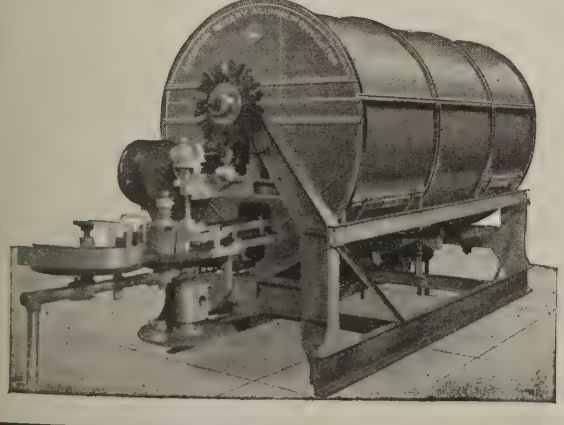
Dr. Bigelow says: Dr. Bigelow, of the National Canners' Association, in his answer to a Canner's inquiry—in the Canning Trade, August 20th, 1923, as to whether Water heats more quickly than steam, said: "Water does not transmit heat to the can any more rapidly than steam at the same temperature."

Dr. Bitting says: Dr. A. W. Bitting, in the Canning Age, January, 1924, regarding water cookers of the Dixon type, said: "The large radiating surface made all such open tanks extravagant of fuel and heated the factories unduly."

California Canners Several California Canners have made tests to determine whether or not water heats faster and is more economical than steam and found by test that more time and heat was required than in steam.

Perfect Circulation— This proves that steam is better than water, when properly distributed, as we do, by the manner of introducing the steam in the bottom of box, so that the live steam does not hit the cans direct and is circulated by the action of the rotary shelves and the Natural Law of heat rising, which makes for perfect circulation at low temperature (from 150 to 200 deg. F.).

World Wide Use— Many of the largest canneries in California, Washington, Alaska, Hawaii and Australia are now giving the Long, Low Exhaust by the use of our Rotary Aluminum Exhausters. We will be pleased to send full details on request.



ANDERSON FILLING MACHINE CO.

Alameda, Calif.

The Complete Line—

Filler for Tomatoes, Spinach, Kraut, etc.
Syrup or Briner.
Rotary Exhauster.
Non-Agitating Cooker and Cooler.
Salter—Always works.

ing sections of the country. This root rot fungus belongs to the class of water molds and becomes most destructive when the drainage is deficient. The pea root being soft and succulent, with a fishy sheath surrounding a group of vessels at the center, forms a favorable place for fungus development. Furthermore, once the soil is thoroughly impregnated, an interval of two years between pea crops is not sufficient for subsequent pea crops to escape the disease. In fact, an interval of eight or ten years or more is sometimes necessary. All of this experience goes to show the necessity of rotating crops from the first, and never allowing the root rot fungi to become established.

Pea root rot may be produced by several different fungi, which makes the solution of the problem more difficult. Some of these fungi do damage at higher temperatures or different moisture content than others. It is the consensus of opinion that the more intensively peas are grown on a soil the greater the amount of destructive fungi which develop. Even on soils in which peas have been placed for the first time root rot fungi may be present. This increase in knowledge of the habits of root rot fungi has led to important changes in canners' practice. Companies owning their own farm land have been largely superseded by companies renting land for a year or two or securing farmers to grow peas on contract basis. It is practically impossible to maintain a satisfactory rotation on a specialized farm, while on a dairy farm peas may be grown once in four to six years without much danger from root rot.

There is no strict rule in regard to the best rotation of peas. However, our farm crops and soils departments advise not to have two cultivated crops follow each other. A rotation which has proved itself satisfactory in many places is: Peas, clover, grain and corn. In such a rotation as this the corn is heavily manured and little or no fertilizer added to the other crops. Alfalfa is sometimes used instead of clover, in which case the rotation would be longer.

Since pea root rot fungi may be so widely present, it is highly important that canners learn to recognize the early syptoms of disease, and thus be in a position to avoid unfavorable conditions in the future. This question was raised at the Short Course for Canners, held at the Wisconsin College of Agriculture in December, 1923. The discussion was led by Prof. L. R. Jones, who explained the lack of funds for new lines of work, and put forward the challenge that if the canners wanted a "speed up" campaign of education they should provide an industrial fellowship similar to that which had been previously provided by kraut and pickle men for their particular problems.

This challenge has been met, the funds voluntarily provided on an acre basis, and the new assistant will be on our campus about May 15. The man selected is M. B. Linford, of the Utah College of Agriculture. He gives every promise of being a live wire, comes with training under a man from our department, will have the benefit of personal contact with Dr. F. R. Jones, who has done the preliminary work on root rot, and will give his whole time and attention to this problem. After the field season Mr. Linford will continue research work in our laboratory on some phase of pea root rot. This field survey by Mr. Linford will be supplemented in the rush season by Dr. F. R. Jones and the speaker as far as opportunity permits.

In the studies on pea diseases which have been carried on attention has always been given to the possibility of securing new strains or varieties which would show disease resistance. The breeding of peas has been in charge of Prof. E. J. Delwiche, of our Agronomy Department, located at the branch experiment station, Ashland, Wis. Many crosses and selections have been made. Most of these have naturally been rejected, but one, the Horal, a cross between the Hasford and Alaska, has been retained as worthy of multiplication. This new selection combines a fair degree of disease resistance with uniform heavy yield of small sized peas. A holding company has been formed among Wisconsin canners so that this may be multiplied in quantity and given a wide test before it is released to the trade. Another disease resistant selection of promise is Rice's "330," developed by Wilbur Brotherton, Sr., of the J. B. Rice Company. It is possible that further breeding work with this strain may be necessary before it meets the exacting needs of canners. In any case there is need for other resistant strains, and any canner finding such will confer a favor on himself and fellow canners by letting the fact be known.

Cabbage Diseases—The only mention that will be made at this time regarding cabbage diseases is the success which had attended the development of yellows resistant Hollander and All Seasons. The development of the later variety, which is valuable for making kraut, has been made possible through the co-operation of the National Kraut Packers' Association. The Wisconsin Experiment Station, with the United States Department of Agriculture co-operating, has survived the production of mother seed and inspected the growing commercial crop with gratifying results. Experimental work is now in progress looking toward the production of resistant strains of Copenhagen, Glory and All Head Early. While it is true that the type of disease in cabbage is different from root rot in peas, the same general result may be hoped for. With increased knowledge will come changed practices for meeting the situation.

Cucumber Diseases—The cucumber disease that has been of greatest interest to truck growers and canners is the cucumber mosaic. The control of this disease has been found not in rotation of crops or in selection of resistant varieties, but in eradicating from the vicinity of the cucumber field certain weeds, such as wild cucumber, physalis, milkweed and pokeweed, which are wild hosts and carry the trouble.

One of the outstanding and favorable observations about the research that is being conducted at Wisconsin on plant diseases and related lines is the spirit of co-operation which exists. This spirit has made possible the cordial relations which obtain between the college on the one hand and the pea packers, kraut packers and pickle packers on the other.

We confidently expect that the researches on plant diseases, under way or contemplated, will add to our fund of knowledge on canners' problems and pave the way for advance in the future as they have in the past. Wisconsin is known as a progressive state, and will keep in the lead with regard to plant health.

A NEW FEATURE IN INSURANCE.

TWO hundred employes of the C. A. Durr Packing Company, in Utica, N. Y., have joined with their employers in acquiring group life insurance protection at a low wholesale cost.

The group policy, placed with the Metropolitan Life Insurance Company, involves a total insurance of $220,000 and provides protection of $1,000 for each em-

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The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

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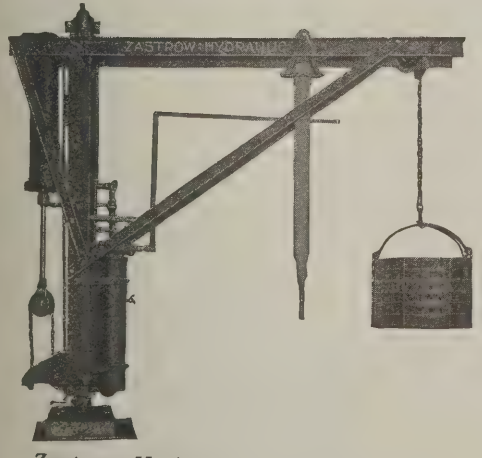
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Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.
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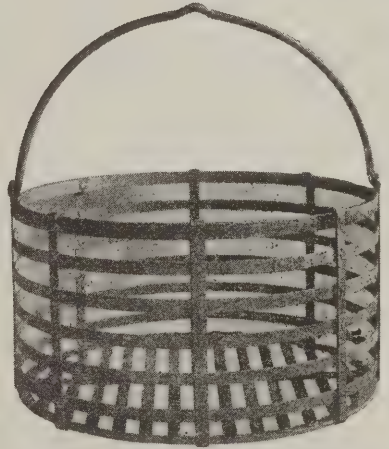
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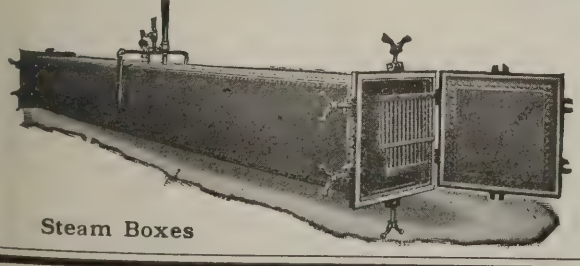
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ploye. Foremen and executives are protected for amounts of $1,500 and $2,500, respectively. In addition to the life insurance protection, the policy also provides for accident and illness benefits of $10 weekly, to be paid to disabled workers.

Utica is one of the more than four thousand cities and towns in the United States in which the Metropolitan Life maintains a visiting nurse service, and the arrangement under which the Durr employes were insured also provides them with such attention without cost. The Metropolitan nurse will assist in the care of any insured employe who is ill and will advise with the patient's family on the proper carrying out of the attending physician's instructions. The employes also will receive at frequent intervals the Metropolitan publications. These, dealing with health and sanitation subjects, are compiled by experts, and are distributed without cost to the insured.

SPINACH YIELDS.

By the Soil Improvement Committee of the National Fertilizer Association.

One of the most important vegetable problems in Northern New Jersey and elsewhere has been the "yellowing" of spinach. At the request of the Passaic County Board of Agriculture, Prof. L. C. Schermerhorn, New Jersey Experiment Station, started investigations last summer at Richfield to determine, if possible, the cause and remedy of the disease. Since the Norfolk Truck Experiment Station had reported malnutrition as a distinct cause of "yellowing" in Virginia, a series of fertilizer tests were included in the work.

Yields of Spinach in Fertilizer Tests.

Treatment.	Series A Yield per Acre Bushels	Series B Yield per Acre Bushels	Average Yield per Acre Bushels
400 lbs. 9-8-3..... At Planting.	349	592	470
800 lbs. 9-8-3..... At Planting.	359	626	492
1,200 lbs. 9-8-3.....	595	610	602
1,600 lbs. 9-8-3..... At Planting.	613	917	770
Average Yield of Checks	198	236	217

"The stand," says Professor Schermerhorn, "on all the check plots was noticeably poorer than on any of the plots which received plant food. The average yield on the four check plots was 216.5 bushels, as compared with an average of 594.2 bushels for the fertilizer plots."

The investigations indicated that from 1000 to 1600 pounds of a high-analysis fertilizer, applied before planting on the late fall crop, may be recommended.

THE LARGEST BARTLETT PEAR ORCHARD IN THE COUNTRY.

Not in California, Not in New York State, but at Betterton, Md., and Owned by a Canneress, Mrs. Evelyn Harris.

SOUNDS funny, doesn't it? But it is a fact, nevertheless, for our well-known friend, Mrs. Evelyn Harris, lady advocate of better canning, sweet singer and noted demonstrator of food products, says that she was told by both the Extension Bureau of Maryland and by the U. S. Department of Agriculture that hers is the largest orchard in the East, if not in the United States. And she goes on: "We have 10,000 Bartletts about ten years of age and nearly 2,000 which are around 50 years of age. We have 500 Seckels, some Mannings, Duchess and Lecount, and around 8,000 Kieffer trees." And she explains that all of this fruit has been well taken care of, is regularly sprayed, and this season has a fine crop set.

Mrs. Harris' object in writing us was to tell us the sad news that her husband died last month, leaving this big orchard, the farm and the cannery, which, together with her large, but young, family, is a task to look after a little too big for even her remarkable energy. She wonders if there is not some canner who would welcome the opportunity these splendid Bartlett pears affords. There have never been enough good Bartlett pears put into cans; never enough such Bartletts to can. This orchard and farm are right in the heart of the Peninsula's best fruit section, on the Chesapeake Bay, where the peaches which once made Maryland famous for their size, and particularly their quality, grow to perfection. The value of the Bartlett is not in its size, its appearance or its shape, but in its wonderful flavor and aroma, which seems to be enhanced by canning, and which forces "ah's" of appreciation from the consumer when the can is opened. These Maryland Bartletts are famous for this flavor, and if there are not canners anxious to avail themselves of this opportunity, then we underestimate the quest for real quality by the canners.

This orchard is so famous that the photogravure sections of the great Sunday newspapers carried pictures of it in blossom and showing the spraying outfits at work. Little by little Maryland's pre-eminence in food products is silencing the unknowing tongues of her detractors. Immense orchards of supreme quality fruits; corn canners with capacities of whole states of the West; lima bean canners who speak of 200,000 cases as ordinary work; tomato canneries that pack more tomatoes than dozens of others can do. These things make Maryland not a state of small things, but of the great, leading things.

MILK CANNERS FORM OWN ASSOCIATION.

We take this from the most recent issue of the Interstate Grocer:

"Representatives of almost all of the evaporated milk manufacturers of the country recently met in Chicago and organized the Evaporated Milk Association. L. R. Hardenbergh, of the Carnation Milk Products Company, was elected chairman; C. T. Lee, of Nestles Food Co., vice chairman, and E. G. Annell, Oatman Condensed Milk Company, treasurer. Other members of the executive committees are W. T. Nardin, Pet Mlik Sales Corporation; C. S. Parsons, The Borden Company; H. C. Carr, Libby, McNeill & Libby, and J. F. Enz, Danish Pride Milk Products Company.

The Association will inaugurate a campaign of education directed to the housewives of America, featuring the wholesomeness of evaporated milk and the economy of distributing a billion quarts of milk each year in tin cans.

It has taken more than thirty years of painstaking effort to bring this method of marketing milk to the present high state of perfection. The new, handy, sanitary tin can now in use makes possible the distributing of milk of the best quality to millions of homes, combining purity with freshness and high quality with lowest possible cost.

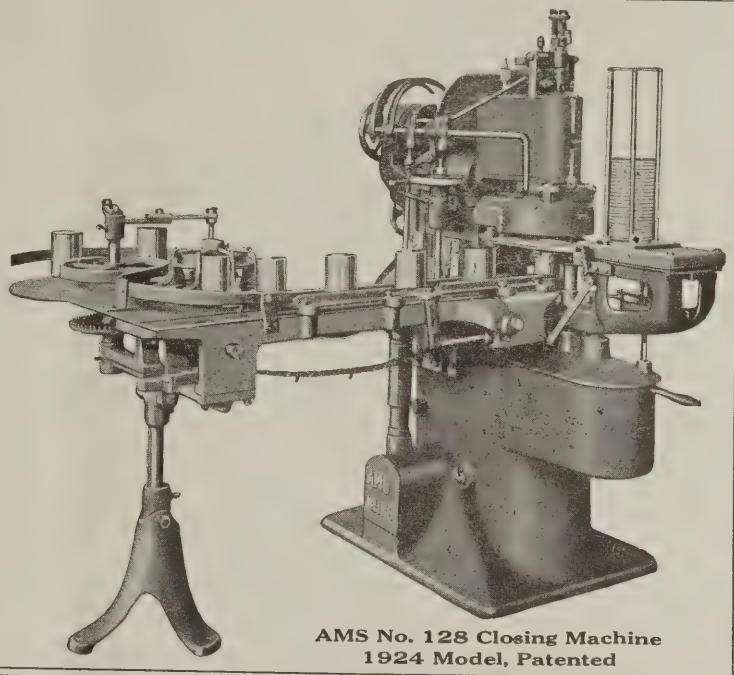
Herbert C. Hooks, well known throughout the milk industry, and a member of the committee representing the industry in the Food Administration during the war,

MAX AMS Closing Machines

Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

AMS built the First Closing machine and still builds the Best.

There is an A M S Closing Machine for every can closing need.



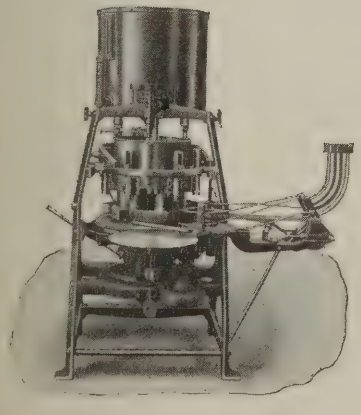
AMS No. 128 Closing Machine
1924 Model, Patented

The Max Ams Machine Co.
101 Park Avenue
New York

BRANCHES: Chicago and London, England.

Corn, Pea and Tomato Canning Machinery

"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer*

HARRY R. STANSBURY, *Vice-President*

has been selected as secretary to conduct the activities of the new Association.

Hooks has been active as a manufacturer of evaporated milk since 1906, when he became identified with the Hires Condensed Milk Company at Philadelphia. Having served in all the departments of a rapidly growing business, Hooks became general manager in 1911, continuing until 1918, when the Hires Company combined with others to form Nestles Food Company. He recently resigned the treasurership of this company in order to administer the work of the Evaporated Milk Association."

EXPORTS OF CANNED FOODS IMPROVING.

THE most noteworthy item of the export trade in canned and dried foods during the past month was prunes. Decreases occurred in the other dried fruit products, but compared with the corresponding month of the two preceding years, very large increases appear. During the last ten months 261,000,000 pounds of dried and evaporated fruits were exported, an increase of almost 100,000,000 pounds over the same period ending April, 1923. The demand from Germany and Central Europe was the cause of this activity. An improvement was shown in the exports of canned fruits during April, as compared to last April, but the exports during the past ten months are decidedly below those of the same period a year ago. Since April is a dull month in the export trade in canned fruits, not much significance can be attached to this condition.

Canned vegetable exports show a large gain over the March exports, and are larger than the amounts exported during the two previous Aprils. It is believed that these statistics show that the increasing exports of canned vegetables during the past two years are indicative of the trade tendencies in these commodities.

Canned, condensed and evaporated milk exports, taken together, are about equal to the exports during April, 1923, although less than in April, 1922. There has been a marked decrease in canned milk exports since January of this year, but this was to be expected, as during the closing months of 1923 and of January, 1924, the exports were unusually large.

Exports of canned meats show a fair increase during April, and the rate of increase is comparable to that during the past ten months.

The fact that, taking these products separately, compared with April, 1923, increases of exports appear in all items but canned salmon, is an indication of a healthy condition in the export trade in canned and dried foods.

DESERT WASTE.

F. H. Bilderback, Bristol, Pa.

Deserted in the desert,
In a glaring desert waste,
No verdure gleamed around me,
No dessert could I taste.
My dessert waist kept shouting,
For some viands grand,
But the desert waste kept taunting,
There's no dessert here but sand.

CLIFFORD BROKERAGE MOVES.

We announce the removal of our offices from our present location, 425 South Seventh street, to 711 Clark avenue. The new location is in the branch postoffice building at the corner of Seventh and Clark avenue.

Our new offices are very advantageously located right in the heart of the wholesale grocery district. Another advantage is that we will be located on the street floor.

We exend a cordial invitation to call upon us at our new location any time after June 1, 1924.

STRAWBERRIES!

The Crop Everywhere Is Late This Season.

STRAWBERRY movement is in full swing.

A 50 per cent increase brought the total shipments of last week (May 11-17) to 2,256 cars, of which Tennessee furnished 743, North Carolina 661, Arkansas 442, and Louisiana 238.

This, however, was still 500 carloads less than the output the corresponding week last season.

The peak of shipment is passed in Louisiana, and Florida is through.

Total strawberry shipments to date are 1,864 cars short of the 1923 volume to this time.

Prices are generally higher than a year ago because of the lateness of the season.

The crop in Maryland and Delaware and Virginia is unusually late, Maryland is just beginning to ship, and only 21 cars have rolled from Virginia.

In 1923 season, to May 19, the Norfolk section of Virginia had moved 296 cars, and in 1922, to same date, 213 cars, while the eastern shore section of Virginia had moved 441 cars to same date in 1922.

In 1923 Maryland had shipped 52 cars to May 19, and 441 cars to same date in 1922.

Allowing average growing conditions from now to harvest time, Maryland and Delaware may be expected to produce a bounteous crop this season.

Growers expected shipments to begin to roll between May 20-25th from Maryland, and about June 1 from Delaware.

At the present time the plants in these states are fruiting nicely.

According to common carriers' reports to this Bureau, in 1923 Maryland shipped a total of 1,920 cars Delaware 895, and Virginia 1,110.

Maryland, though fifth in acreage, was second in shipments, exceeding all other states excepting Tennessee.

(Just previous to the above this Bureau had issued the following, and it is reproduced here because it is as true of the week of May 26th as it was before—the rains continue.—Editor.)

LEAKY SKIES INJURING THE CROPS.

Saturating rains during the past fortnight, accompanied by persistently cool weather.

And they are exerting a depressing effect in the rural sections of Maryland and Delaware—harassing and hindering field work and crop growth.

In the flat, low regions many fields resemble miniature lakes, and the roads are muddy.

In the mountainous areas of Western Maryland, floods from the Potomac devastated lowlands, doing some crop damage.

The vagaries of weather have the farmers in the doldrums.

Crops in general are making slow progress.

Wheat is showing up well, good stands and color; excepting on the lowlands the crop is poor. In southern counties wheat is heading.

Rye for the most part is in good shape. Some of it coming into bloom.

Haylands and pasture are looking good to excellent. Crison clover and alfalfa could hardly be better.

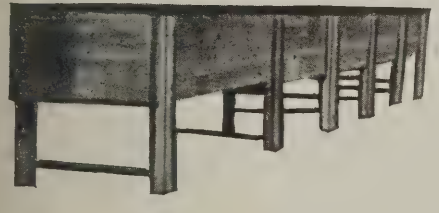
ARTISTIC LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

TANKS--TOWERS--WATER SYSTEMS



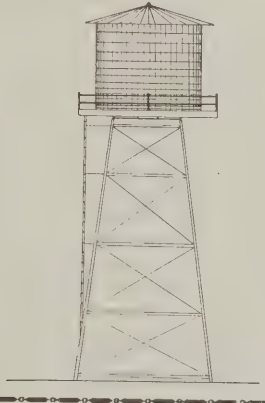
TANKS

Wood or Metal
Any Size, Any Shape, for

Blending — Pulp
Storage — Mixing
Washing — Pasteurizing
Fire Protection — Water Supply

TOWERS

For
Tanks
Bells
Flags
Transmission
Radio



Wood Stave Pipe--- Silos

THE BALTIMORE COOPERAGE COMPANY
BALTIMORE, MARYLAND

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784

BRISTOL, PA.

The area to be devoted to corn this year promises to be larger than in 1923, because of the land held out from wheat last fall. Very little corn has been planted so far. Corn will be quite late this year in getting a start.

Oats where sown and up are looking good, but growing slowly.

Indications are for an increased acreage of barley in Maryland.

Tobacco plants in beds are looking good, and are about ready to be set out.

Some acreage intended for planting to early truck crops has been abandoned and will be seeded, perhaps, to corn and forage crops.

Large increases in acreage of soy beans are looked for in both states.

Early potatoes on the Peninsula are late in coming up. Stands cannot be determined yet—not enough up. Some rot in the fields reported. Aside from lateness, the prospect appears fairly good.

Tomatoes may develop a 5 to 10 per cent increase in acreage for canning on the Eastern Shore. Present indications in Delaware are for an acreage equal to or slightly under last year. On the whole, the growing season is backward; some plants have been injured by heavy rains, and the crop will go out unusually late. Quite a portion of the intended acreage is still uncontracted. Plants in beds are doing well.

A decrease in acreage of green peas for canning is indicated in Caroline and Dorchester counties, two of the heaviest-producing counties of the Eastern Shore. In Delaware the area devoted to peas this year is several hundred acres short of last year. Recent heavy rains destroyed some peas on low lands, and aphis is working.

Asparagus acreage is incresing substantially in both states. The crop is unusually late this year. Small shipments are moving from Maryland and Delaware points at this time. Cantaloupe acreage in Maryland will be about the same as in 1923, when 1,200 carloads were shipped out. Strawberries are fruiting in central and southern counties, and blooming in the mountainous regions. Shipments from the Eastern Shore counties are expected to commence May 20 to 25, and from Delaware about June 1. Indications are for a bountiful crop. But the growers are inclined to be pessimistic on prices, owing to backwardness of the season.

Orchardists are optimistic. The condition of tree fruits leaves little to be desired. And unless something untoward happens a bumper crop is looked for.

Farm animals are showing improvement in condition with the better conditions of pasture. With many farmers there has been a shortage of feed.

Issued by John S. Dennee, Agricultural Statistician for United States Department of Agriculture, Bureau of Agricultural Economics, Division of Crop and Livestock Estimates.

FOOD OFFICIALS SEIZE CANNED SALMON SHIPMENTS.

Press Service of the U. S. Department of Agriculture.

THE seizure of five hundred cases of canned salmon on the ground that the product consisted in part of decomposed fish, which was recently contested in the Federal Court at Montgomery, Ala., resulted in the condemnation of the product by the court as being adulterated in violation of the Federal Food and Drugs Act. This seizure is part of a campaign to stop the packing of salmon which have been held so long out of water as to be wholly unsalable in a fresh fish market, say the officials of the Bureau of Chemistry, United States Department of Agriculture.

This seizure, tried in Montgomery, involved a shipment of salmon packed by the Southern Alaska Canning Company, of Seattle, Washington. It took the jury but fifteen minutes after hearing the evidence to render a verdict for the Government.

A seizure action contested recently in St. Louis involved more than 1,500 cases of canned salmon containing in part decomposed fish packed by the North Pacific Trading and Packing Company, of Klawack, Alaska, and San Francisco, Cal. Another seizure action tried in Seattle involved approximately five thousand cases of canned salmon packed by the Alaska Herring and Sardine Company, of Port Walter, Alaska. Still another seizure action contested in Portland, Ore., included about 800 cases packed by Jeldness Bros. & Co., of Astoria, Ore. The verdict of the jury in each case upheld the main charge of the Government, which was to the effect that part of the canned salmon was decomposed and was spoiled at the time it was canned.

Fifty-eight Seizures Effected.

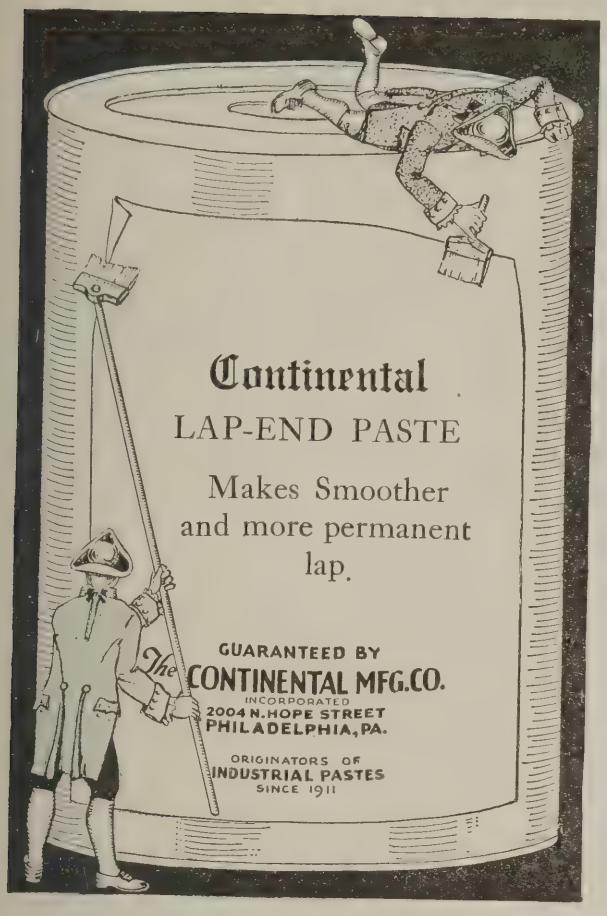
Fifty-eight seizures in all have been effected during the current fiscal year of shipments of canned salmon. Some of these seizures have been adjudicated without contest. Others are still pending in the federal courts.

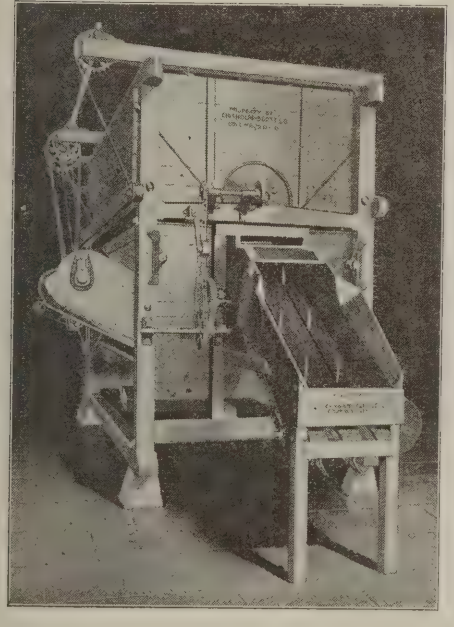
The Government charged in effect in the various seizures that a portion of the salmon was decomposed at the time it was canned. This form of adulteration is due not to decomposition after canning, but to putting in the can fish that is then rotten. The food officials say that with reasonable care in sorting the packing of bad fish can be avoided.

It has been contended by some packers of salmon that it is impracticable to eliminate the canning of some spoiled fish, and that the Bureau of Chemistry has been too rigid in its examinations and in its recommendations for seizure. Practical salmon packers have testified for the Government that the spoiled salmon can be eliminated by proper sorting, and that in those canneries where reasonable care is taken in sorting spoiled salmon can be eliminated. The winning of these recently contested cases will do much, in the opinion of the officials of the Bureau of Chemistry, to settle this issue.

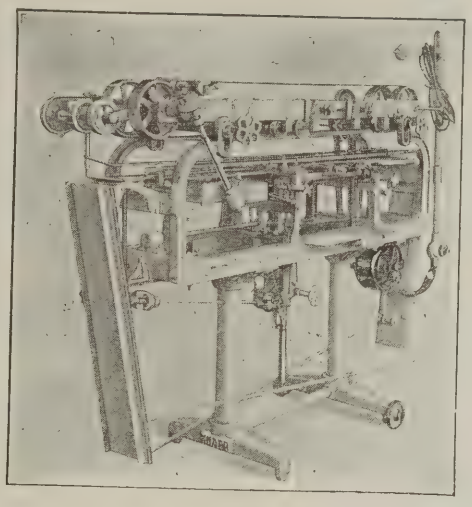
Practice of Packing Spoiled Salmon Persists.

The canning of spoiled salmon by a few packers has persisted, notwithstanding the efforts of food officials and of the better element in the canning trade to eliminate the practice, which violates not only food laws, but in some instances shows insufficient regard for the principles of decency, say the food officials. They are of the opinion that the recent court condemnations will have a deterrent effect upon those packers who have, either deliberately or through carelessness in sorting, canned rotten salmon. They believe that a continuation, if necessary, of such action as has been taken will either induce the salmon canning industry itself to take more effective steps to stop the canning of spoiled fish or compel those salmon canners who do not realize the harm they are doing the industry to reform their practices.





GREEN PEA VINERS
Viner Feeders
Under Carrier Separators
"Ask the men who use them."
CHISHOLM-SCOTT CO.,
387 E. Broad St., Columbus, Ohio.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.
LABELING, WRAPPING and BOXING MACHINES

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Knapp Euipment can also be secured through
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A. K. Robins & Company,
Baltimore, Md.

WHAT THE BROKERS SAY

Milwaukee, Wis., May 24, 1924.

Factory, Central Southern Wisconsin—Pea prospects are very uncertain right now. With four hours of snow Monday, May 19th, and ice that night. Plants are not growing much. Plantings made on April 8th are now only 8 to 10 inches high, and we are very much afraid the cold weather will turn hot at the critical time. Plantings are bunching a good deal, so we look for difficulty at packing time.

Factory, Eastern Southern Wisconsin—We were able to get our seed into the ground in ideal shape; in fact, we mapped out our planting schedule early in the spring, and the excessive rain aided us in carrying out this schedule. In other words, just about the time we would get one week's quota into the ground, it would rain three or four days and help us in keeping other farmers from planting. Peas grown in such weather have not shown much growth above the ground, but they are making good, strong, heavy root, which means that they will not be affected by a drought later in the season. In other words, we feel that our early plantings are safe, even though we do not get another rain between now and packing season on account of the excessive moisture in the ground and the long root the peas have.

We predict a good crop of peas, but on account of the bunched planting we doubt if canners are going to be able to get them into the can as quality peas. We feel that quality peas will sell at higher prices, and we doubt if standards will hold their own.

Factory, Western Southern Wisconsin—We commenced planting on April 7th, and we were obliged to lay up on account of rain only two or three days. We will finish planting on the 20th or 21st. Early peas at the present time look very promising, although the weather is too cool for rapid growth. We have some mighty nice fields and should have a good crop.

Factory, Extreme West Central Wisconsin—It is a bit early for predictions. Our seeding is all done. The weather has been cool, but the peas seem to be growing all right.

Factory, Lake Shore Section Wisconsin—The present outlook of the crop is not very good. The cold weather and rains have delayed our sowing program about three weeks. We have sowed some peas earlier, about twenty-five per cent of our entire acreage, and while these fields are now up, yet they are irregular since the lower spots have been drowned out by the excessive rains. We look for only about eighty per cent of our normal crop.

Factory, Central Northern Wisconsin—Up to date we have done but little planting, so little, in fact, it is hardly worth talking about. We are very much disappointed with the backward weather we are having, and hardly know when we will be able to continue planting schedules. The prospects at the present time are not very bright.

Factory, Lake Shore Section Wisconsin—The cold rains and weather are sure playing havoc with our planting schedules, and certainly these elements will have some effect on the crop. We have planted only about 25 to 30 per cent of our peas, and our neighbors report about the same conditions in their territory.

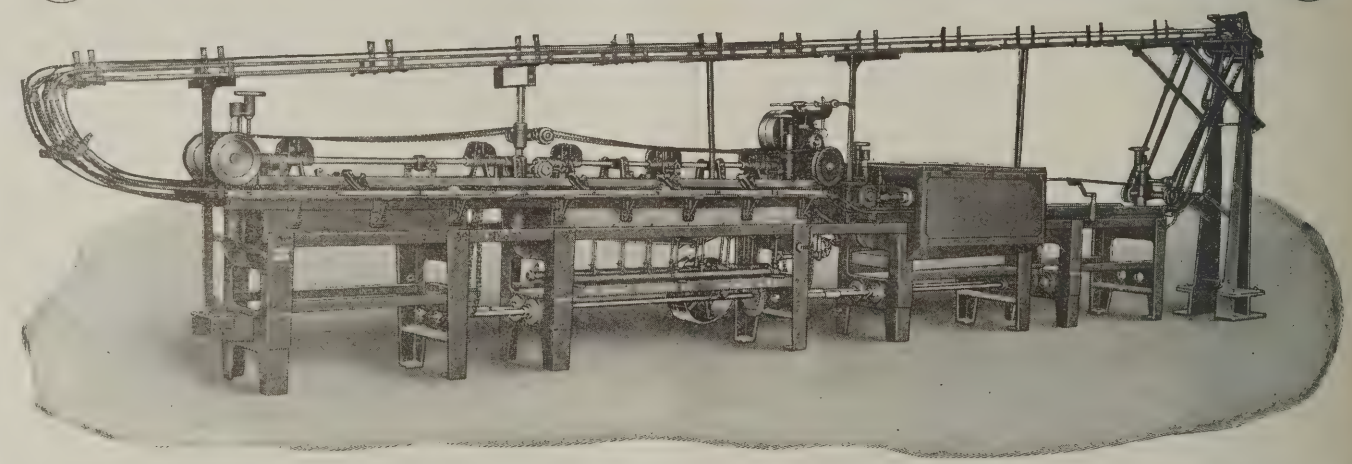
Note—Each year at this time we receive favorable and unfavorable crop reports, and, of course, these reports have some effect upon the market.

The situation at the present time is none to comfortable. There is no denying that the planting season is late (this condition is general throughout the State), and that the present weather is not favorable; however, we can safely assume that the weather conditions will soon change for the better.

Warm weather and sunshine—and plenty of it FROM NOW ON— should bring the crop in in good shape, and our little job now is to forget about the bad start we have had and look forward to the future.

We have always had a pea crop, and we will have a pea crop this year, perhaps not as large as expectations and perhaps larger. It is still a bit too early to worry about what hasn't yet happened. FRANK A. INBUSCH COMPANY.

Automatic End Soldering Machine With Wiping And Cooling Attachment.



The many unique features of this specially designed machine have proven very efficient for soldering and wiping the ends of all sizes of round cans. This machine is equipped with single drive pulleys for operating the entire machine except conveyor chains. The drive for can conveyor is independent so that the cans will not remain in soldering mechanism if the operation of the remainder of the machine is discontinued.

One of the essential features is the method employed in soldering, whereby the solder is applied to side only, leaving the end bright and free from solder, adding greatly to the appearance of the can. The runway guides in wiping attachment are hinged so as to allow quick removal of wiping brushes. The soldering rolls may be adjusted while machine is in operation.

The machine is supplied complete as shown, including elevator and runways.

Let us show you how to improve the appearance of your cans.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue . Chicago, Illinois.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

Indianapolis, Ind., May 22, 1924.

Gentlemen:

Continuing Saturday's bulletin. Five canners in the district north of Indianapolis have telephoned in to us that ice over an eighth of an inch thick formed Tuesday night, May 20th, which killed their tomato plants. This freeze was ten days later than the freeze of 1923.

We find there has been some corn planted north of Indianapolis which has rotted in the ground and will have to be replanted. Now is the time to go after business on corn and tomamatoes before there is a further stiffening of prices in Indiana, as we have several similar reports from New York, Wisconsin, Michigan and the Tri-States.

BERT C. KEITHLY COMPANY.

P. S.—Since going to press we have word of a freeze on Wednesday night, May 21st. A temperature of 30 above zero was recorded east of Indianapolis and 28 above zero on the southern outskirts of Indianapolis. Canners state that plants were frozen stiff in their fields.

The United States Weather Bureau advise that a heavy frost last night, May 21st, went as far south as Columbus, Ind., and even down to Paoli, Ind. From telephone advices we have canners north of Indianapolis who lost most of their tomato plants in the freeze of last night.

There is an acute shortage of tomato plants in Indiana, and many canners will have to look to Georgia for plants to reset. The unseasonably cool, rainy weather in Georgia has greatly curtailed the normal supply there. Advices from Wisconsin and Michigan report snow and low temperature, with similar advice from New York and the Tri-States, with all canning crops far behind.

Our advices from Maryland this morning show nothing but abnormal weather, including heavy downpours of rain, with very low temperature. Reports of these conditions, which apparently extend through Indiana, Wisconsin, Michigan, New York and the Tri-States, are coming to buyers' attention, as there has been quite a bit of covering on future corn in the last day or so, and tomatoes are again beginning to receive attention.

With favorable weather from now on, corn and tomato planting will be at least three weeks late and an early frost will be disasterous.

Green beans are very late, and the pack will probably not be on before the middle of July. Indiana peas appear to be doing very nicely.

Wausau, Wis., May 24, 1924.

Another week has rolled by. No doubt considerable seed peas went into the ground. While there was no rain to speak of until yesterday, it was cold and cloudy all week. The seed cannot germinate under these conditions. It would be just as well off, practically, in the warehouse. It rained all day yesterday, which will delay all farming operations for a few more days, at least.

The first of June is only a week away. Ordinarily all the seed peas should be in the ground by that time. This year 50 per cent of the acreage will be unplanted on that date. There are packers who have been unable to plant an acre to date. There is just one answer to this—the anticipated acreage will be very materially reduced.

The far-seeing buyer will not delay anticipating his additional requirements on future peas. We are able to book orders for a few cars of standards on the basis of one-third standard No. 3 Alaskas or No. 4 sweets at $1.25, and two-thirds standard No. 4 Alaskas or No. 5 sweets at $1.15. Better get in on these. We can also place orders for most any assortment of fancies or extra standards at opening prices.

N. F. BROKERS' STANDING COMMITTEES FOR 1924

The following standing committees have been appointed for the year:

Arbitration—Walter B. Timms, New York, chairman; Milton S. Moore, Milwaukee; H. F. Martin, Roanoke; W. E. Kingsbury, Dallas.

Commerce and Transportation—O. R. Armstrong, Oklahoma City, chairman; William A. Mann, Boston; N. L. Waggoner, Los Angeles.

The Kiefer Catsup Filler

The new Kiefer Catsup Filler, having conclusively proven its worth last season, presents advantages which no catsup bottler can afford to overlook.

It fills without slop or waste and will not deposit catsup in broken bottles.

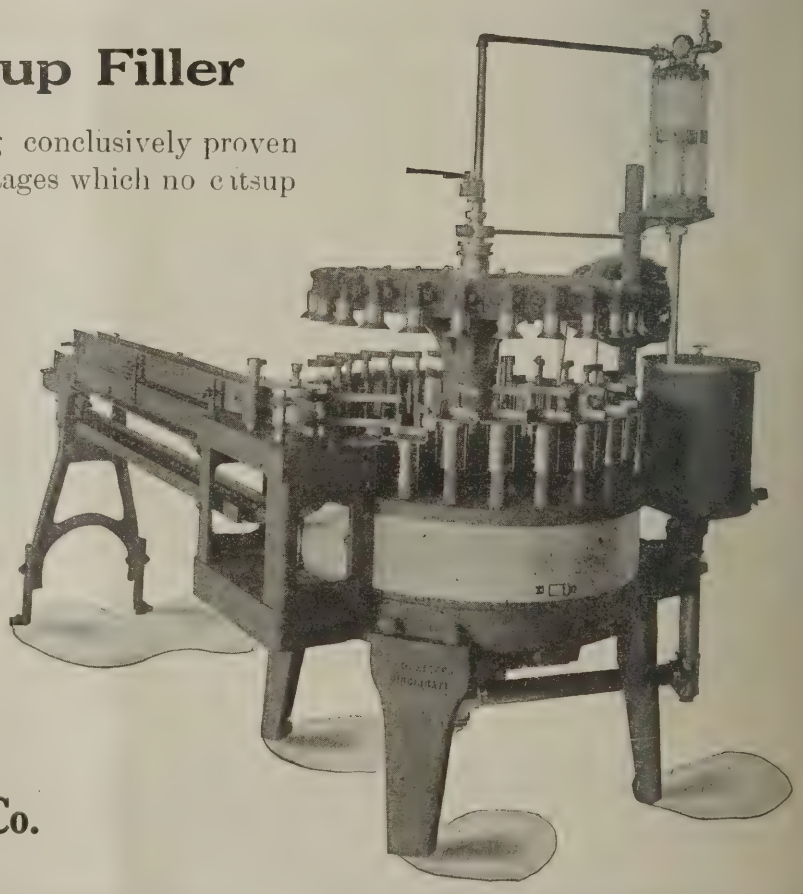
There is no perceptible loss in temperature when filling.

Metal contact is reduced to a minimum.

Nothing to take apart when cleaning at the end of the day's run.

We are willing to prove these things to you in your plant. Many manufacturers have already placed their order for this season.

Get your order in before it is too late.



The Karl Kiefer Machine Co.

Cincinnati, Ohio.

PEERLESS PULP FILLER



Fills Uniformly

The Peerless Pulp Filler is the only filler that fills uniformly—every can filled to the proper level—no more—no less.

The reason that the "Peerless" is the only filler that fills uniformly is its valve. It is correctly designed and proportioned to permit rapid filling of even high specific gravity pulp.

For full particulars address
SPRAGUE-SELLS CORPORATION
500 N. Dearborn Street, Chicago, Ill.
Successor to
Sprague Canning Machine Co., Hoopeston, Ill.

PEERLESS

DEPENDABLE CANNING MACHINERY

Conference—Joseph Kline, Cleveland, chairman; Walter A. Frost, Chicago; H. A. N. Daily, Philadelphia; Paul E. Kroehle, Cleveland; Joseph Keevers, Peoria.

Ethics—H. A. Fleager, Seattle, chairman; J. O. Crawford, Los Angeles; Allan T. Bacon, New York.

Finance—Gilbert S. Bacon, Chicago, chairman; William S. Craig, Indianapolis; H. G. Blaffer, Houston.

Legislative—Charles H. Clarke, Seattle, chairman; Bird W. Housum, Cleveland; Walter J. Townsend, New York.

Membership—Walter B. Timms, New York, chairman, and all State Directors.

Resolutions—P. J. Murphy, Chicago, chairman; Luman R. Wing, Jr., Chicago; John J. Maloney, Chicago.

State and Local Organization—W. T. Love, Oklahoma City, chairman; Eugene M. O'Neill, San Francisco; George T. Lewis, Richmond.

The Committee on Resolutions, appointed as a standing committee this year for the first time, will give consideration throughout the year to matters which should be covered by resolution at the annual meeting. Such matters should be referred to the Committee through the Secretary's office.

TOMATO FERTILIZER TESTS GIVES CONVINCING RESULTS.

RESULTS of three years' work with the fertilizers on tomatoes have just been published by the New Jersey Experiment Station. Yields produced with twenty-one different complete fertilizers, each containing a total of over 16 per cent plantfood (ammonia, phosphoric acid and potash) were compared with each other and with yields of unfertilized tomatoes.

The fertilizer was applied at the rate of 1000 pounds per acre, 400 pounds several days before planting and the balance three weeks after planting.

During the three-year period, the combined average yield of the seven highest yielding plots was 12 tons of tomatoes per acre, 4.8 tons more than the average yield of the unfertilized tomatoes. All things considered, a 2-8-6 fertilizer proved the most economical under the conditions governing the test.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

TRADE MARKS

Danish Pride—No. 188409. Danish Pride Milk Products Co., Sheboygan, Wis. For condensed milk and evaporated milk.

Dromedary—No. 192914. The Hills Bros. Co., New York City. For canned grapefruit.

Emerald Bay—No. 191271. Charles A. Landers, San Diego, Cal. For canned fish.

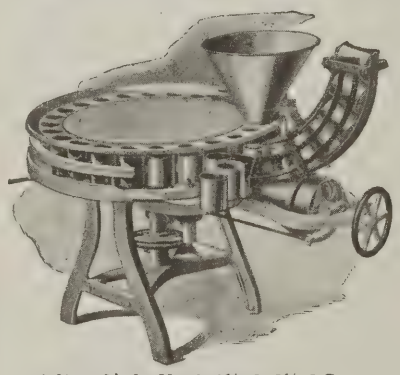
Clover Valley—No. 186116. Eagle Grocery Co., Pittsburgh, Pa. For canned vegetables.

Farm Queen—No. 194207. Wm. Numsen & Sons, Inc., Baltimore, Md. For canned vegetables.

HANSEN FRUIT AND VEGETABLE FILLER

Fills Practically Automatically But Produces Hand Pack Quality

Beets, String Beans, Tomatoes, Cherries, Berries, Kraut, Etc.



Adjustable for No. 1, 1½, 2, 2½, 3 Cans. Machine also made for No. 10 cans.

Rockfield, Wis., Nov. 26, 1923.

We are glad to advise that we are very well pleased with the Beet Filler which we purchased from you and used throughout the season. It is a great labor saving device. We used it in connection with No. 2 and No. 3 cans and it gives a good fill. We can only say the best for it.

ROCKFIELD CANNING COMPANY
BY A. J. Klumb.

Sturgeon Bay, Wis., Dec. 1, 1923.

Allow the writer to congratulate you on your Hansen Fruit and Vegetable Filler. As you know, we have been experimenting for the past five years with mechanical fillers for filling No. 2 red sour pitted cherries. Up to this year when we installed two of your fillers, we had never found anything that would operate satisfactorily on cherries but since the success we have had this year with your new filler, we feel that you have a machine which will work very satisfactorily indeed.

The machine operates very smoothly without the jamming of cans and the accompanying loss of fruit and turns out a very uniform fill. We believe your estimate of capacity which you stated was 70 cans per minute to be very conservative, for we know this machine will operate very satisfactory on 95-100 cans per minute on cherries. We expect to put in more of these machines as the necessity arises and you may rest assured that we are perfectly satisfied with their operation.

FRUIT GROWERS CANNING COMPANY
BY Edw. S. Reynolds.

Colby, Wis., Nov. 27, 1923.

We wish to advise you that we are more than pleased with the hand bean filler, or rather as you call it, the Hansen Fruit and Vegetable Filler.

We were rather doubtful as to its capabilities until we tried it out. Wish to advise you that your filling hopper on same does not need attention, and with one girl supervising the fill of cans was all the help we needed in the canning of cut beans.

We have been complimented on the uniform fill of our beans and all we can say is we lay it all to your machine.

If you have any skeptics as to the capabilities of your filler, wish you would refer same to me or my superintendent at this plant and am sure we could soon change their opinion.

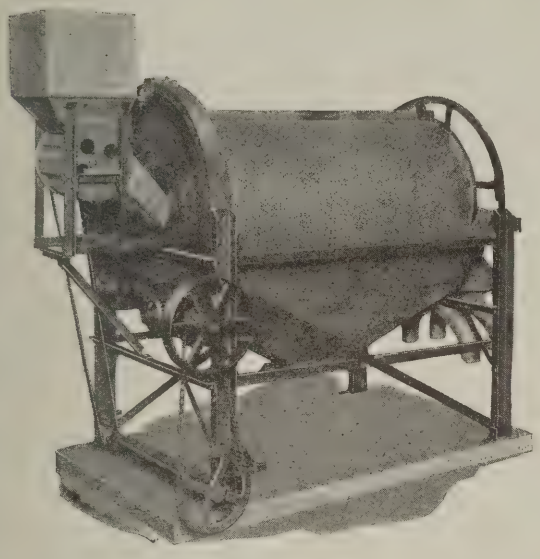
CENTRAL CANNING COMPANY
BY W. H. Christiansen, Mgr.

HANSEN CANNING MACHINERY CORPORATION, CEDARBURG, WIS.

Manufacturers of Hansen

Pea and Bean Filler, Corn Cooker Filler, Conveyor Boot, Sanitary Can Washer, Beet Topper.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

BUILDING BUSINESS

All business is built on confidence inspired not by promises but by performance.

Likewise the constantly growing demand by particular canners for

Wyandotte
Sanitary
Cleaner and Cleanser

is the result of a cleaning service which more than equals the claims made for this distinctive product.

Ask your Supply Man.
It cleans clean.

Indian in circle



in every package

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

Gardener—No. 190123. Morris & Jones, Ltd., Liverpool, England. For fresh, canned, bottled, dried and preserved fruits, including peaches, pears and apricots.

Libby's—No. 174172. Libby, McNeill & Libby, Chicago, Ill. For fresh, prepared pickled and canned beef, veal, mutton, pork and poultry, sausage, etc., canned fruits, vegetables, evaporated milk, etc.

Loyal—No. 184186. Republic Food Products Co., Chicago, Ill. For canned meats in glass.

Red Seal—No. 184185. Republic Food Products Co. Same as above.

Mello—No. 189892. The Great Atlantic & Pacific Tea Co., Jersey City, N. J. For canned fruits of all kinds.

Utah Maid—No. 192869. The Utah Canning Co., Ogden, Utah. For canned tomatoes.

Moore—No. 105361. O. J. Moore Grocer Co., Sioux City, Iowa. For canned fish, canned fruits, canned vegetables ,cornstarch, evaporated milk, poultry food.

Pierce's—No. 192867. The Utah Canning Co., Ogden, Utah. For canned tomatoes, hominy, sauerkraut, pumpkin, soup, etc.

Sun-Kured—No. 164926. Kings County Packing Co., Armona, Cal. For canned fruits.

El Portal—No. 191028. E. Marre & Bros., Oakland, Cal. For canned fruits, canned vegetables, fish, oysters, etc.

Madonna—No. 191508. Riverbank Cannery, Inc., Riverbank, Cal. For canned fruits, vegetables, tomato paste, butter, etc.

Dalesown—No. 193775. William J. Marshall, San Francisco, Cal. For canned fruits, canned vegetables, dried fruit and canned fish.

Valleysown—No. 193778. Same as above.

Sunsown—No. 193777. Same as above.

Sunpakt—No. 193776. Same as above.

Frency's—No. 189624. Auguste Jacquemoux, Miami, Fla. For candied fruits.

Sunny Garden—No. 171944. National Packing Corp., Ogden, Utah. For canned vegetables.

Sunny West—No. 190124. Morris & Jones, Ltd., Liverpool, England. For fresh, canned, bottled, dried and preserved fruits, including peaches, pears and apricots.

IN OLD NEW YORK

Business Is Good—Business among wholesale grocers and chain store distributors at this time is excellent, and it is expected that the industry will make a very favorable showing when the year's totals are in. Recent financial statements of the leading chain store organizations show very satisfactory sales and balances, and it is reported that the wholesale grocers are in just as good shape. Peculiarly enough, the canners are also rather prosperous this season, and the outlook favors continued prosperity for all, always providing, of course, that inflation is stringently guarded against.

Notes of the Jobbers—The business of the Mt. Sterling Grocery Co., of Mt. Sterling, Ky., has been purchased by the Hodgkin Grocery Co., of Winchester, Ky., and merged with the latter concern.

C. Y. Early is now vice president and general manager of the Walker Smith Co., wholesale grocers of Brownwood, Texas.

George C. Cochran, president of the Cochran Wholesale Grocery Co., of McAlester, Oklahoma, died at his home there recently. He was one of the pioneer wholsale grocers of the state, establishing his business in 1897. He was 84 years at the time of his death.

Brantley, Lowe & Co., wholesale grocers of Tullahoma, Tenn., have liquidated their business and retired. Henry King & Co., also of Tullahoma, purchased the stock of Brantley, Lowe &Co.



No. 44—with adjustable steel back. Same stool without the back is No. 4. Heights: 18-20-22-24-26 inches.

ALL STEEL STOOLS

for

CANNERS and PACKERS

Here is just what you want—a real honest-to-goodness stool that will not wear out and is economical—priced right. They are all steel with baked on enamel finish. Very well made throughout.

EASILY WASHED - SANITARY - DURABLE.

Turn the hose onto them.

All heights carried in stock for instant shipment.

ANGEL STEEL STOOL CO.

PLAINWELL MICHIGAN

Canning Machinery Dealers handling these stools:

A. K. ROBINS CO. Baltimode, Md.
F. LANGSENKAMP Indianapolis, Ind.
SPRAGUE-SELLS CORP. Chicago, Ill.

Our Branch Offices Located.

9 So. Clinton St., Chicago
98 Park Place, New York City.
406 Renshaw Bldg. Pittsburgh
608 Lincoln Bldg., Detroit
Bourse Bld., Philadelphia
320 Market St., Newark, N. J.

Look up your Telephone Directory.



No. 440—with adjustable steel back. Same stool without the back is No. 40 Heights: 18-20-22-24-26-28 inches.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90
BEETS†		
Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.85	....
Std. Crushed, No. 2, f.o.b. Co.	.85	.85
Ex. Std. Crushed, No. 2	.90	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	....
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.00
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25
OKRA AND TOMATOES‡		
Standard, No. 2	Out	Out
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b. factory	....	Out
" f.o.b. Baltimore	2.00	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.40	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.50	¶1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	Out	....
" f.o.b. Baltimore	1.45	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3, factory	1.25	1.25
Standard, No. 10	Out	....
Squash, No. 3	....	....
Squash, No. 10	....	....
SAUERKRAUT‡		
Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50
SPINACH‡		
Standard, No. 2	1.00	1.15
Standard, No. 2½	1.40	1.50
Standard, No. 3	1.45	1.60

CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.25	4.25
California, No. 2½, f.o.b. Coast	....	....
California No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡	Balto.	N. Y.
Green Beans, Green Limas	Out	...
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	Out	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	...
Standard, No. 10, f.o.b. County	4.25	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	...
Standard, No. 3, f.o.b. Baltimore	1.35	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	1.07½	....
Standard 2s, f.o.b. Baltimore	1.05	...
Standard, No. 2, f.o.b. County	1 05	1.05
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.60
Standard 1s, f.o.b. County	.57½	.60
TOMATO PULP‡		
Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*		
Maine, No. 10	....	....
Michigan, No 10	....	....
New York, No. 10	....	....
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	Out
Maryland, No. 10, f.o.b. Balto	3.25	Out
APRICOTS§		
California Choice, No. 2½	2.75	....
BLACKBERRIES§		
Standard, No 2	....	....
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....
BLUEBERRIES		
Maine, No. 10	9.00	9.25
Maine, No. 2	....	....
CHERRIES§		
Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.60	9.60
Standard 2½s	2.85	....
GOOSEBERRIES§		
Standard, No. 2	....	1.65
Standard, No. 10	8.50	8.75
PEACHES*		
California Choice, No. 2½ Y. C.	2.45	2.45
California Stand., No. 2½ Y. C.	2.10	2.10
PEACHES†		
Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.00	¶2.10
Pies, Peeled, No 10	Out	....

CANNED FRUITS—Continued PEARS†	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	...
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	Out	Out
Bahama Grated, Extra, No. 2	....	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.80	2.85
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	....	....
Eastern Pie, Water, No. 10	Out	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	Out	....
Red, Water, No 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	2.10	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.65	....
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1 30
Standard 2½s	....	....
Standard, Water, No. 10	7.50	6.00

Canned Fish

HERRING ROE*		
Standard No. 2 Factory	2.20	2.20
LOBSTER*		
Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	....
Flats, ¼ lb	....	....
OYSTERS§*		
Standards, 5 oz	1.60	1.60
Standards, 4 oz	....	....
Standards, 10 oz	3.00	3.00
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70
SALMON*		
Red Alaska, Tall, No 1	2.45	2.35
Red Alaska, Flat, No. ½	....	....
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	1.35	1.30
Medium Red, Talls	Out	....
SHRIMP*		
Wet or Dry, No 1½	....	3.00
Wet or Dry, No. 1	....	1.95

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	5.00
¼ Oil, Key	....	5.50
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	....	....
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.00
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	....
California, 1s, Striped	....	15.00

THE $10.00's WORTH

In
The Newly Revised and Enlarged

"A Complete Course In Canning"

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The presses are now "pounding out the pages," on fine paper, large type, easily read: all to be bound in lasting style.

Ready by June 15th 1924

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PUBLISHED AND ENDORSED BY
THE CANNING TRADE
BALTIMORE, MD.

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 2, 1924

WEEKLY REVIEW

Little Else Than Rain, Cool Weather, Hampered Crops and Planting—The Problem Grows Daily More Complicated —Indiana Loses Its Tomato Plants by Frost— Maryland Will Make a Record for Late Pea Packing—The Market All in the Canners' Hands.

THE WEEP OF MAY 25-30, 1924

It rained on Sunday.
It showered on Monday.
I poured on Tuesday.
It sprinkled on Wednesday.
It poured on Thursday.
It showered on Friday.

All in this City of Baltimore, and in this general territory, but also in most other Atlantic seaboard sections and far back into the country; in fact, almost everywhere, except in the far Northwest, where just the reverse conditions are being experienced. In almost every section of the country there has been a heavy over-supply of rains and cold weather, and it needs no hint that crops are being held back, plantings delayed and the prospects made extremely dubious through such conditions. If this were a mere local condition, the trouble would be bad enough, as other sections might come to the relief; but if there is any section, where canners' crops are heavily grown, not now suffering from the peculiar spring, we have yet to hear of it. From up in Maine, down through the Eastern and Southern, out through the Central West, and up into the Wisconsin-Minnesota regions the season is from two weeks to a month late, plantings far behind, and what crops have shown up are not in the best of condition, as may be supposed.

You will see elsewhere in this issue that Indiana reports ice and the loss of many tomato plants by freezing, complicating an already late situation there. Reports from Wisconsin are a mixture. Some regions have been able to make fair progress with their pea plantings, and are fairly well up to an average; others have about half normal, and still others have been able to do but very little. Others say that practically the same conditions existed last season, and that the State came through with a good crop and will do so again this year. It all depends upon which way you look at it—the buyers waive their hands in a contemptuous way and say we have always heard such things, and they always have a big crop and pack; the canner who has sold heavily of future—and most have done so—are hoping and not anxious to believe that conditions are bad, because that will not help their position, but, in fact, they are merely hoping that future good weather will make amends for the past. And, of course, it may, but the brand of weather so far served this year does not promise much for the future.

They should be packing peas here in the East, or, as it is generally referred to in market parlance, the South, and there are a few "steamboat peas" coming to Baltimore, and being handled by the canners, but the real pea-canning season is quite a ways off as yet. Over on the Peninsula they are often able to begin canning peas the last days of May and are generally done by June 10th, or thereabouts; but they will not have begun by that time this year, and the indications are that the season will run into July, an unheard-of thing for this section. Fortunately, the rains have not been a driving, tearing kind, and have not torn up and blown about the pea vines; but there has been too much water, even for the sandy soils of the Peninsula. And so it is not surprising to learn that root rot is showing, that other vines are "damping off," and Professor Corey, of the Maryland Agricultural Experiment Station says it is just the kind of weather to propagate the pea louse or aphis, as the rains and damp, cool weather kill off the natural enemies of this pest and leave it a clear field. So we are hearing much of this trouble. Pea growing has extended into the counties and sections north of Baltimore in the past few years, and there the soil is heavy, the water lays long on the fields, and the plants now look yellow and sickly. But this condition is reported even from Anne Arundel county, south of Baltimore, where the soil is nearly all sand.

This latter country supplies the string beans for early packing, and they are looking anything but well under this deluge of water and particularly because of the cold.

Strawberries which also should be beginning their heaviest time are a scarcity, and what are coming in show the effects of washing. The crop is reported in good condition and well blossomed and fruited, but it cannot ripen without bright sunshine and heat, and it has had none of this this spring.

We have said that the Indiana tomato growers have had thouble with their tomato plants freezing, and have been forced to seek new plants to replace them. In the East the plant beds are said to be doing nicely, with only small losses due to the water or floodings. It has not been possible to set them out, except in rare instances, and the plantings are, therefore, far behind. This promises to reduce the acreage, as the season is getting so late that many growers are despairing of this crop and turning to others.

The canners of Baltimore have been considerably exercised this week because the Government has established a quarantine on tomatoes out of Philadelphia. Growers in Jersey work to get their tomatoes upon the fresh markets of Philadelphia and New York, and there often forms at this distributing point gluts of these tomatoes. Commission merchants buy these up and ship them in carloads to the Baltimore canners, who use them to fill early orders for new packed tomatoes. The Government in its fight against the Japanese beetle has put a quarantine upon Philadelphia, and these tomatoes will not be allowed to come

into this State. The men in charge of this work say that Southern Jersey, which is the heavy shipper of early tomatoes to Baltimore, will not be interfered with from present indications, although they admit the beetles are not yet at work and may become so troublesome that protective measures may have to be taken.

The corn growers and canners are becoming discouraged. What corn was planted and sprouted looks sickly and ready to die; but not a great deal of it is yet in the ground, and it cannot be put there. The rains come every day and keep the ground unfit for corn planting. And this condition seems pretty general throughout the sweet corn canning regions.

THE MARKET—Just read the brokers' reports of conditions as given in this issue, and note that they warn the buyers to get their orders in now before the advance in prices begins. There is the real indication of the market, and if you sell before the market advances, it will be your own fault. You ought not to need more advice than this.

Spots are cleaning up so rapidly that they are becoming entirely nominal as to prices—that is a matter of agreement between the owner and the buyer who must have them. Another chance for the canner to show himself a business man, if he has any spots. Peas have advanced from 5c to 20c all along the line in this city. Tomatoes have so advanced in the hands of wide-awake holders, though a sleepy canner breaks this spell once in a while. Tomatoes can go to any price the holders choose to name, but it rests with the holders. A whole lot is being made of big blocks of tomatoes held here and there; they are mainly, if not entirely, myths. But the broker uses this club to get the goods at a better price for his friends, the buyers.

Prices mean but little if you have the goods and have the "guts" to ask the price. The same might be said of all futures in the face of growing conditions. The whole market is in the hands of the canners, and they should take advantage of it.

NEW YORK MARKET

A Quiet Week—Sales Light—The 70 Per Cent Spinach Pack in California Put Interest in Market—New Cherries Offering—A New Sardine Company — A Contrast in Future Tomato Prices—Spot Tomatoes Strong—Shortage of Spot Corn —Canned Fish—Notes.

New York, May 29, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

QUIET Week—The Decoration Day holiday, combined with the absence of many prominent members of the trade at the convention of the National Wholesale Grocers' Association in Chicago this week, has made for a quiet market. While Saturday will not be observed as a holiday by all in the market, many of the brokers will observe a double holiday, remaining shut down from Thursday evening until Monday morning.

Sales Light—Buyers have been confining their purchases to small lots, and there appears to be no desire to purchase beyond immediate requirements, even on items which have been very scarce. Jobbers are operating on a replacement basis, and are passing along each increase in cost to the retailer grocer, and altimately, of course, to the consumer.

Coast Spinach Pack—With the spinach canning season over in California it is reported that the pack is only about 70 per cent of that for 1923, which would make this year's production slightly under the million case mark. Most of the canners have disposed of their entire pack, but a few small lots are being offered at prices over the opening basis.

Offer New Pack Cherries—Opening prices on new pack California cherries have been named by many packers. The following table of opening prices on choice cherries, independent and corporation pack, give a line on the market this season:

	Indep.	Corp.
No. 1 Tall.....	$1.70	$ 1.85
No. 2 Tall.....	2.15	2.35
No. 2½s	2.75@$ 3.00	2.85
No. 10s	9.75@ 11.50	10.75

All of the above prices per dozen, f. o. b. cannery. The corporation price, which is of the tentative variety, is 40 cents per dozen under the 1923 opening. This is doubtless explained by the fact that there is quite a substantial carry-over of cherries in Californina this year, although stocks of other fruits have been well cleaned up by recent buying.

New Sardine Company—It is reported that a new company has been organized to take over the packing interests of the Seacoast Canning Co., in Maine. The new company is headed by Robert J. Peacock, and is composed exclusively of Maine business interests. It is further added that the new company, the name of which has not yet been chosen, takes over seven sardine canneries, two in Lubec, four in Eastport, and one at Robbinston, together with a mustard plant shook mill, fertilizer plant, and several hundred thousands of dollars worth of stock.

Sardines Are Lower—With the new pack of Maine sardines now on, the market has sagged somewhat, and offerings are reported down to $4.00 per case, ranging upward to $4.25 per case, as to brand and seller. The demand is holding up fairly well.

The Pea Situation—Southern canners in a position to get out an early pack of peas this season should find no difficulty in disposing of their pack at a good price. Seeding is being seriously delayed in Wisconsin and other mid-Western States, and jobbers are eagerly awaiting early shipments, as spot stocks, particularly of standard quality, are very close to the vanishing point.

Tomatoes—The market for future mid-Western tomatoes is held at 95 cents per dozen for standard 2s, $1.35 to $1.40 for 3s, and $4.25 to $4.50 for 10s. Contrast this with the future prices quoted by Maryland and Delaware canners, 85 cents for 2s, $1.25 for 3s, and $3.85 for 10s, and it is evident that the Southern packers are still averse to making up some of the losses they have sustained in price declines of the past few years.

Spot Tomatoes—There is a strong market for No. 2 standard tomatoes for prompt cannery shipment, and $1.10, f. o. b factory, continues the inside figure in most instances. No. 1s for immediate shipment are quoted at 70 cents, f. o. b.; 3s at $1.30, and 10s at $4.25, also f. o. b. cannery. Buying has been rather quiet for the week, however.

Future Corn—There has been no change in the future corn situation for shipment from Southern canneries. Packers quote 1s at 65 cents, 2s at 90 cents, and 10s at $6.00, all for standard quality. There is a shortage of corn on spot, particularly fancy quality, and distributors who have hitherto been handling only Maine and Minnesota packers' products are now distributing Illinois and Indiana corn, with a little fancy Ohio corn also being handled locally.

Canned Fish—Demand for the general line continues disappointing. The lateness of the season has held back the seasonal stocking of the distributors, both wholesale and retail.

News of the Local Trade—"Jim" Kenny, the well-known broker, has just returned from a Western sales trip.

James D. Dole, president of the Hawaiian Pineapple Co., is expected to visit the trade here next week.

Wm. Ely, of R. C. Williams & Co., is taking in the convention of the National Wholesale Grocers' Association in Chicago this week.

Arthur P. Williams, president of R. C. Williams & Co., is receiving the condolences of friends over the death last week of his mother, who died at an advanced age.

Royal F. Clark, president of the National Canners' Association, stopped in to visit friends here while en route from Washington to Chicago for the convention.

Edward M. Kuschbert, of the Fred C. Mansfield Co., milk canners, of Johnson Creek, Wis., was a visitor in the trade.

The California Prune and Apricot Growers' Association is packing dry prunes in 2½s this year. A shipment is now due in this market.

NATIONAL KRAUT PACKERS TO MEET

The National Kraut Packers' Association will meet at Clyde, O., on June 12th at 10 A. M., Hotel Nichols Inn. Clyde is well situated on three railroads and many electric lines, and the crowd is expected to be there.

CHICAGO MARKET

Jobbers Cleaning Out—Wholesale Grocers at Their Convention Seem Optimistic—Cherries Good in Michigan—A Large Crop of Apples Promised — Large Holdings of Fresh Apples in Storage—Little Standard Corn Left in West—Tomatoes Cleaning Up—Situation Satisfactory.

Chicago, May 29, 1924.

Special Correspondent "The Canning Trade."
By "Wrangler,"

MOVING Slowly—The canned foods market is moving along quietly, like a ship with but little ballast and with no wind in its sails, which is to say that there are very few goods for immediate delivery to be had in canned foods, and that there is no opportunity for speculation in the market.

A big convention of wholesale grocers is being held in Chicago this week by the National Wholesale Grocers' Association, and many canned foods buyers from various parts of the country are attending the convention.

Some of them have brought lists of surplus canned foods with them, copied from their stock books, and are instructing their brokerage correspondents in Chicago to close the goods out. This is preparatory to the receipt of new 1924 pack of canned foods which will soon be arriving.

All these offers are welcome to Chicago and other parts of the country by wholesale grocers who are short of stock, and in this way stocks owned by the wholesalers throughout the Central West are being adjusted and equalized. The principal difficulty in making sales of such goods is that they are either under canners' labels or the jobbers' labels who own the goods, and if the buyer wants the goods for his private label, they will have to be relabeled, entailing some expense.

There is an optimistic sentiment among the delegates to the big convention, and all the wholesale grocery buyers seem to feel that the outlook for business the last half of the year is good.

You know, in the wholesale grocery business the profits are all made in the last half of the year. If a wholesale grocer can break even on his operating and expense account for the first half of the year, he considers that he has done well, depending upon the profits of the business from July 1 to January 1.

He has been busy all summer selling canned foods and other products for future delivery, and these deliveries are all made in the fall. Sales are, therefore, large and profits are large in the last half of the year.

Michigan is going to have a good crop of red cherries this season and is making a price of $8.50 per dozen for No. 10 cans of red sour pitted cherries, f. o. b. Michigan canneries.

It also appears that a good crop of apples is likely from all localities that have been heard from, and I predict that there will not be many apples canned, from the fact that a large crop of apples is going into cold storage and will be used by the pie-makers, who are the only customers who can be relied upon to use No. 10 canned apples. Canners were very wise and very fortunate this season in not packing very many No. 10 apples, and the supply now is pretty well sold out.

The cold-storage warehouses throughout the country are still filled with apples in barrels, and the owners or holders of them are holding them at high prices and not permitting them to go into consumption.

This will entail, a little later along, heavy losses to the owners. I have inspected several varieties of apples which are on sale at the retail stores in Chicago, including Winesaps, Johnathans, Northern Spies, Baldwins, Greenings, Ben Davis and several other varieties, and they are not keeping well in cold storage. They have turned brown in the center and are pretty badly specked on the surface, and this means that they will not keep over until next year, but must be sold and consumed or entirely lost. There has been a large exportation of fresh apples in barrels this year, but not enough to reduce the stock to a point where it can be consumed in this country.

Samples of new pack 1924 canned strawberries have been received from Baltimore from D. E. Foote & Co., and the samples opened up nicely as to fill, syrup and handling.

Some Baltimore canners do not pack strawberries in enamel-lined cans, and are, therefore, at a disadvantage in competing with Michigan and Oregon canners who do pack in the enamel-lined ones, as buyers are under the impression that the enamel on the inside of the cans protects or holds the color of the berries, and prevents pinholing, but I have conversed with well-posted Baltimore canners a number of times, and they hold that the opposite is the result, and that, though the enamel-lined cans help hold the color for a while, yet that they increase the danger of pinholing and cause much loss and spoilage.

Canned corn of standard quality is pretty well cleaned up in the Central West. There are only a few cars in Ohio, only a few thousand cases in Iowa, and I understand that Wisconsin, Illinois and Indiana are all sold out. The new pack of canned corn will come in on a bare market.

There is nothing to say especially about canned peas, except that negotiations and transactions are now almost entirely confined to dealings between second-hand holders, as the canners have no stock worthy of mention.

News from the pea-planting districts in Wisconsin and elsewhere is to the effect that too much wet weather is delaying the planting and the sprouting of peas, and is almost sure to run the early crop into the period of the late crop canning, thereby causing confusion and inconvenience.

Tomatoes—It is reported that No. 2 canned tomatoes are about sold out in the East, which report may or may not be true. At least, there are indications that such is the case from the fact that the price on No. 2 canned tomatoes in Maryland and the East has advanced to $1.05 and $1.10 per dozen, f. o. b. canneries. There is some pressure apparently from the East to push the sale of No. 1 size canned tomatoes and No. 3 size, but No. 3s are not wanted, while No. 1s are selling very freely.

The exports for canned foods for 1924 for a period of 10 months ending May 1 show quite an increase not only in value, but still a larger increase in number of cases or volume. Prices were somewhat cheaper this year than in 1923, and the proportionate increase in quantity is greater than that in dollars and cents. Every item in canned foods has increased in export from the United States to every country in the world, except canned fruits. All vegetables, salmon, meats and milk have had a large increase in volume. The total increase in value of exports for 1924, as compared with 1923, is about five million dollars. The falling off on exports on canned fruits amounts to about that much, and this is accounted for, so I am told, by the fact that canners, in California especially, paid too much for the raw fruits and had to put their prices too high in 1923 beyond the ability of the foreign countries to buy and consumers to use.

This probably may be remedied, however, this season, as the canners are not paying so much for fresh fruit in California as they did last year, and I notice that 1 or 2 items on which tentative prices have been named are priced from 10 to 15 per cent lower than they were priced in 1923.

Altogether, the canned foods situation is somewhat satisfactory. The pack of 1923 is nearly sold out of everything, and the pack of 1924 has been largely sold ahead for future delivery, and it looks as if canners are destined to have a very profitable year providing they do not come to the conclusion that they must fight over the business and each contend for more than is his fair share of the sales. If they maintain their nerve and their prices, they will have a splendidly profitable season. Production is going to be good and the output large, but there is a demand and will be a further demand for all the canned foods that can be produced.

The fact that canned foods are being exported widely to all the other countries of the world is indicative of the fact that the market for canned foods in the United States is being expanded and enlarged, and that in a year or so canners in this country will not have to depend upon domestic consumption so greatly as they have in the past, but will have the wide, wide world for a market.

ST. LOUIS MARKET

Brokers Trying to Find Wanted Stock—Backward Season Beginning to Make Itself Felt—A Moderate Demand for Standard Corn—Tomatoes Are in Fair Call—Had Hoped for Early Deliveries on Peas—Asparagus Well Sold Up—Spinach Firm—Consumers' Taking Fruits.

St. Louis, May 29, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE Market—A quietness prevails in the canned foods market, but there are always turnovers, which is showing the general shortness of all 1923 pack spot goods. One reason why conditions are so quiet is owing to the fact that there is so little of a working stock. Brokers are daily trying to obtain items that some of their customers want, but which cannot be bought because their ideas of values cannot agree. There is more or less substituting going on to reduce the less desirable grades and sizes, as there is a tendency to go into the 1924 season with as little as possible on their shelves. Futures in various packs are being taken to some extent, but contract buying is less than normal, and as a rule is only to cover part of a dealer's needs, to obtain stocks for his own label. The backwardness of the packing season in many districts, because of continued rains and cool weather, will undoubtedly make itself felt in the 1923 pack shipments.

Corn—Corn is only taken when required and is not being given much attention. Fancy corn is not to be obtained except at a premium. There is only a moderate demand for standard.

Tomatoes—Spot tomatoes are having a fair call. Distributors are showing much indifference as to future Southern tomatoes. The prospects are that there will be more orders placed for future No. 2s than for No. 3s, because the former has sold better the past season. Gallons are easy and are not much in demand.

Peas—A firmness prevails in standard and fancy grade of peas. Others are closely held. Canners are much concerned on account of the backward and unfavorable growing season. They say it is about as it was last year, and yet in spite of this fact there was a record production. Southern advices indicate a backward start, and pea canners will probably begin to can late. The same condition exists in Wisconsin, according to reports received. Early deliveries from the South were wanted this season and extra prices were paid by some buyers. The shortage of spot peas and the demand for early deliveries will probably hurry the canners up so they can get their pack on the market as soon as possible.

Asparagus—Brokers of asparagus packers have been informed by the packers that they are well sold out of all popular grades and little surplus over contracts is expected. The quality is fine this year, it is stated.

Spinach—Southern spinach is firm at factory. There is only a fair volume of buying being done. California packers are through and packers are firm in price. There will be little left over after contracts are filled.

Miscellaneous—String and stringless beans and limas and succotash are having a fair call. Stocks are held close. Futures are attracting but little attention.

Fruits—More buying by consumers is reported, and this is causing an active market. Wholesalers are selling their already light stock and are replacing in a conservative way. Peaches are the firmest item, and prices on standard No. 2½s are going up, and indications point to a strong market for 1924 pack peaches. Old packs of peaches, apricots and pears are in good demand. Peaches are cleaning up rapidly. There is a little future business being done. Northeastern tree fruit and berry packers will not quote prices until they know the extent of the recent frost damage.

Milk—Condensed and evaporated milk are irregular in price. The demand is hand-to mouth, and is largely from domestic sources. The situation does not warrant a heavy make, and packs are being kept down by packers.

According to the Missouri Department of Agriculture, there will be a 10 per cent increase in minor crops this year, such as strawberries, watermelons and canning tomatoes. The 1924 crops are valued at $6,600,000.

The estimate of the strawberry crop in the Arkansas-Missouri district along the Frisco Railroad, made by the Frisco Agricultural Department, is 1,020 cars. This compares with 1,417 cars last year and 1914 in 1922. For the movement of this crop the railroad company inaugurated on May 1 what it terms "The Strawberry Special," a daily fast service of through refrigerator cars, the running time of which from Monett, Mo., to St. Louis is 16½ hours. These trains arrive in St. Louis at 10:30 P. M., and after being re-iced are forwarded to the market center previously ascertained to be best for a particular shipment.

CALIFORNIA MARKET

Opening Prices on Fruits May Be Late—But Little Buying of Canning Stocks as Yet—Buying Cherries Quite Well—Asparagus Yield and Pack Satisfactory—Spinach Pack Below 1923—The prices for Pears—Increased Business to Cuba Is Looked For—Notes.

San Francisco, May 29, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

PRICES May Be Late—The trade is showing considerable interest in what the probable opening prices on California fruits will be, but it would occasion no surprise if these were not announced until the packing of apricots is under way, some time in June or even July. Some purchases of canning stocks have been made, but these have not been large and operations along this line have not been general enough to enable packers to figure definitely on costs. The tentative opening prices on cherries, named on May 10 by the California Packing Corporation, have started business off on this line and sales have been quite satisfactory. These prices are well below those of 1923, and being guaranteed against the formal opening list, when named, are meeting with general approval. Apricots are now making their appearance in the fresh fruit markets, plums will soon become plentiful, and it will be but a comparatively short time until packing operations will be under way in this State.

Asparagus—The output of canned asparagus is proving quite satisfactory despite the lack of rain, and a pack larger than that of last year is promised. Cool weather is being experienced and this will undoubtedly lengthen the season. Canners have secured a larger proportion of the crop than usual, but there promises to be little of the pack unsold by the time canning is at an end; at least of the grades mostly in demand.

Spinach—The canning of spinach has come to a definite end and the outlook is that the pack will be in the neighborhood of one million cases. This is well below that of last year which set a new record, but is larger than seemed likely when the packing season commenced. The prospects of a lighter output resulted in quite a volume of early business and well informed operators declare that practically everything that has been packed has already been disposed of. A few canners have some stock to offer, while others are oversold. Considerable of the acreage devoted to spinach failed to produce a crop, owing to the drought.

Duty on Sugar—California canners are much interested in the announcement that Great Britain has made a reduction on the duty on sugar. The duty has been reduced in such a way that products in which canners use sugar in the process of manufacture will be affected. The change goes into effect the first of July and is a reducton from two and three-quarters pence a pound to one and one-quarter pence. A splendid export business from California to the United Kingdom has been done of late and this is expected to show a marked gain when the new ruling becomes effective.

Pears—The California Pear Growers' Association, which controls a considerable portion of the acreage in this State, has named prices on the 1924 crop, which will commence to move about the middle of July. Prices on No. 1 canning pears will be $55 a ton to canners and $52.50 net to growers while No. 2 pears will be delivered to canners at $31.50 a ton, and for these growers will receive $30. This organization is taking a firm stand for the production of high-grade fruit and is doing much effective publicity work to increase the consumption of this fruit in its fresh, dried and canned forms. Last year the opening prices of growers were $50 for No. 1 pears and $30 for No. 2, but much of the stock purchased by canners later on was on the basis of $35 for No. 1 and $25 for No. 2. Shipments of fruit to the fresh fruit markets netted growers good returns and quantities were disposed of through this channel. Canners anticipated paying higher prices this year than in 1923, but it remains to be seen whether they consider the payment of $55 a ton practical or not.

Exports to Cuba—San Francisco business men have been making a special study of the possibilities of greatly increasing the volume of exports to Cuba and it is believed that quantities of canned foods can be disposed of in that country if properly featured. It is estimated that approximately seventy-five per cent of the canned fruit consumed in Cuba passes through the port of San Francisco, so that the real problem is to bring about a heavier consumption rather than a greater share of the business already developed. Canned pears and canned peaches enjoy a much greater sale than any other fruits. There are now frequent sailings from San Francisco to Havana and shippers are enabled to lay down their goods at that port within twenty-one to thirty-one days. Local business men have received many inquiries from Cuban firms of late seeking to form connections and an immediate increase in export business is expected.

Coast Notes—Prof. E. J. Lea, for years director of the Pure Food and Drugs Laboratory of the California State Board of Health, and well known to canners throughout the State, has tendered his resignation. No successor has been named as yet, but his duties are being cared for by Walter M. Dickie, secretary and executive officer of the board. Prof. Lea has worked hard to uphold the standards of food products in this State and his work in connection with canned tomatoes and tomato products is particularly noteworthy.

Under the direction of Walter G. Mathewson, California State Labor Commissioner, an investigation of labor conditions in the asparagus growing and packing districts of the State has been completed and he announces that there is no child labor employed. The labor bureau is preparing to continue its investigation to cover every important vegetable and fruit crop in the State.

The Irvine Company has leased property at 381 Fifth Street, Oakland, Cal., and will engage in the handling of canned fruit lines in a jobbing capacity, as well as in the manufacture of flavoring extracts.

The annual picnic of the employes of the California Packing Corporation was held at the Mt. Diablo Country Club, near San Francisco, on May 21. The offices of this concern were closed for the day to enable all to attend the outdoor gathering.

What Canned Foods Distributors are Doing

National Wholesale Grocers' Association Met in Chicago Last Week—Reports Relations With Canners Excellent—Observers Sees Psychological Force In Present Curtailed Buying in Grocery Field.

The Grocers' Convention—With an indicated attendance of well over 2,000 wholesale grocers, manufacturers, canners and brokers, the annual convention of the National Wholesale Grocers' Association was held in Chicago this week, headquarters being maintained at the Congress Hotel.

The program for the convention this year eliminated much of the old long-drawn-out formal convention routine, and there was more of a tendency on the part of the jobbers to get down to fundamentals this year.

The ever-present problem of specialty sales work again came up for discussion, and there was a tendency on the part of the jobbers to declare openly that they were more in favor of marketing of their private brands and that they resented many of the practices of the specialty salesmen. The discussion around the convention hotel lobby was in line with talk heard by jobbers attending the specialty manufacturers' convention in Minneapolis last September—in brief, that the specialty manufacturers are not giving the wholesale grocers adequate profits on their lines, and that, therefore, the wholesale grocer is forced to concentrate more strongly on his house brands.

Differences between canners and wholesale grocers have been ironed out successfully, the report of the canners' conference committee indicated, although there are still a few minor difficulties to be settled. With the American Wholesale Grocers' Association having shown the same conciliatory spirit in its dealings with the canners, it appears that the various squalls which have upset the tranquility of the wholesale grocer-canner relations during the past several years are now at an end, for the time being, at least.

In its report the arbitration committee reported 57 controversies settled during 1923. Of these, 51 were on canned foods, on dried fruits. In the decisions, 34 favored the buyer, and 3 were in favor of the seller.

Several meetings of allied associations were held in Chicago during the week. The Illinois Wholesale Grocers' Association held a one-day meeting here, the National Food Brokers' Association held an informal gathering, the American Specialty Manufacturers' Association had a luncheon, and the canners' conference committee also met here during the week. The Canned Foods Week committees of the jobbers and canners also conferred informally during the week.

Arbitration—Wholesale grocers in all parts of the country have lined up in support of H. R. 646 and Senate 1005, two bills designed to provide for the adjustment of commercial disputes by arbitration.

Use of American Flag or Emblem—No doubt it is already understood by wholesale grocers and other business men that under the laws of many of the States it is forbidden to use the American flag or emblem in connection with labels or with advertising matter of any kind. A new and somewhat different question seems now to be presented. The National Wholesale Grocers' Association has been asked whether it is proper to offer or deliver an American flag as a premium in connection with the sale of any merchandise. There is no Federal law dealing with the use of the flag in this way, but merchants contemplating such use are advised to first consult their own attorneys and the statutes of their respective States.

Moving to Washington—The American Wholesale Grocers' Association will remove its headquarters to Washington, D. C., on July 1. Commenting on the change, J. H. McLaurin, president of the Association, says: "In this change of the Association's headquarters will be recognized another forward movement whereby the American Association will be offered opportunity for a greatly increased service to the food interests of the country.

The H. A. Marr Grocery Co., wholesale grocers, of Salt Lake City, have purchased the business of the Murphy Wholesale Grocery Co., of Ogden, Utah. It is reported that the consideration involved was $100,000.

Adjusting Spoilage Claims—The American Wholesale Grocers' Association, in a current bulletin, says: "We have found occasion during the past few weeks to engage in some interesting and pleasant correspondence with the Holmes Company of

Robbinston, Me., concerning spoils and swells on sardines. Following such correspondence we are now in position to state that if those wholesale grocers who have been having trouble in the way of spoils and swells on sardines bought from the Holmes Company of Robbinston, Me., will make out bills against that company for the spoils and swells on hand and send to this office to be forwarded to the Holmes Company, we have assurance that such bills will be promptly adjusted."

Now General Superintendent—M. H. Hedrick has been appointed general superintendent of the Economy Stores, Inc., Connecticut chain store grocers. Mr. Hedrick, who has been serving as buyer at the Waterbury headquarters of the company, was formerly in the New York brokerage field, and was for a time a buyer for R. C. Williams & Co.

Adams Leaves Association—E. L. Adams, secretary of the American Wholesale Grocers' Association for the past six years, has resigned his position, effective June 1st. Mr. Adams is entering the chain store grocery business for himself at Jacksonville, Fla.

Salmon Bill Amended—Wholesale grocers join with the salmon canners in rejoicing over the action of the Senate in modifying the Alaska salmon fisheries bill, to meet some of the objections advanced by the canners, and to make the law less stringent. Of particular importance is the change which will permit the Secretary of Commerce to advance by not more than 12 hours the opening and closing period applying to salmon fishing each week. The bill in its original form provided for a 36-hour closed period from 6 o'clock Saurday evening until 6 o'clock Monday morning each week.

Psychology and Groceries—Considerable discussion is heard in grocery circles over the present curtailed buying policy of the jobbers. One well-posted observer, commenting on this situation, has the following interesting comment to make: "A suspicion of autosuggestion arises, a conclusion that many business men have become obsessed with the thought that a slump is inevitable and have assumed that a period of depression already exists. There seem to be too many buyers as ready now to quit because the rapid progress of the past year has not been universally maintained as they were reluctant to believe some two years ago that progress was at all possible. There is now, within the United States, the greatest financial strength, the richest offering or resources, the largest potential consuming capacity that this or any other country has ever known. Analysis and investigation indicate that inventory stocks in the hands of distributors are in very few cases excessive; in fact, they are in most cases quite low because of the growing practice of avoiding the "freezing" of capital by accumulating unnecessary reserves and of eliminating the speculative factor of long forward commitments, outside of the usual future canned foods purchases. It is true, to an extent, that production in certain lines has become rather large, but this is not general. The buying power of the consumer, however, has not been impaired, so that there is no sound economic reason why the volume of trade in general should not continue on the basis of the volume experienced last year, at least. The fact that there has been a falling off in the past six weeks or so forces the conclusion that business psychology has become influenced by a malignant complex. Some reason for the disturbing state of mind which obtains in the trade just now is to be found in the uncertainty of the political situation. This is not a matter of the approaching national conventions and presidential campaign. It arises in the exhibition of "practical politics" now being staged in Washington. Politicians must have their posturing. Business men have no remedy after the fact of election. They do have a potential preventive, however. But it will avail them nothing so long as the politicians are elected to office by politicians. Officeholders, in practice, owe their first allegiance to those who put them in office, and a play of politics is the tribute most appreciated by the politician electorate. If business men want a business administration of public office—and the Lord knows it is sorely needed—they must elect the officeholders. There is no question that fundamental economic conditions are the most important determining factors in business. But they are not alone; if they were, business would be excellent today. Daily bank clearings this month have averaged some $81,000,000 above those in May, 1923. Governmental figures show that the wholesale prices of farm products (a really fundamental factor of trade) are but two points lower than they were a year ago, compared with a drop of 11 points for all commodities. Industry is encouragingly free from labor troubles. The present state of trade is fundamentally secure. Why should it be psychologically unsound? The man who lets go is the man who slips. In his falling he carries down with him many others whose grip on their business is not so firm as it should be, because they, too, are psychologically wavering. A few more slipping, a few more being carried down, and business will have lost all that it has gained since 1920. It will have to recover again—first, the will to go forward; then, the ground which it has lost. Is that a cheerful outlook? Does it justify persistence in pessimistic psychology? It should spur everyone in the industry to redoubled efforts to hold what has been gained; to go forward."

SH-H-H!

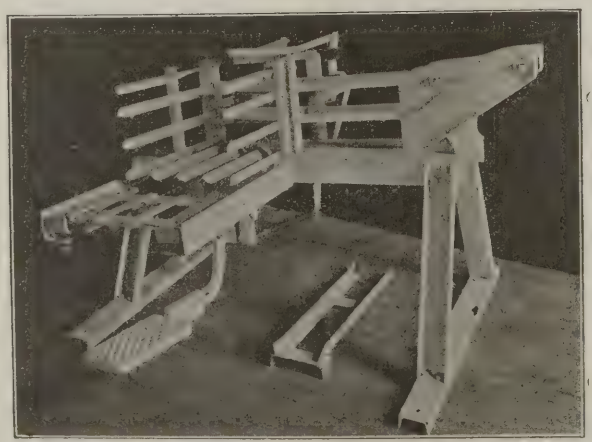
An old lady of a somewhat rustic appearance bustled up to an express clerk in New York and laid down a package for shipment.

"What does it contain, madam?" he asked.

"Do you have to know that?" she inquired tremulously.

"It's customary."

"W-w-ell, I'll tell you then, but I'd like for you to keep it a secret, as it's a surprise for my son."



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We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

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Westminster Machine Works

Westminster, Md.

Rogers Bros. Seed Co.

Breeders & Growers
Pedigreed Strains

PEAS---BEANS---SWEET CORN

BLOOD ROGERS BROS. SEED CO. 1876 PEAS, BEANS & CORN **TELLS**

Trade Mark Registered.

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1924 Chili Sauce
Will be made with the use of

The Indiana Chili Sauce Machine

By the progressive canners of the land.

We also manufacture and distribute:

Copper Steam Jacket Kettles
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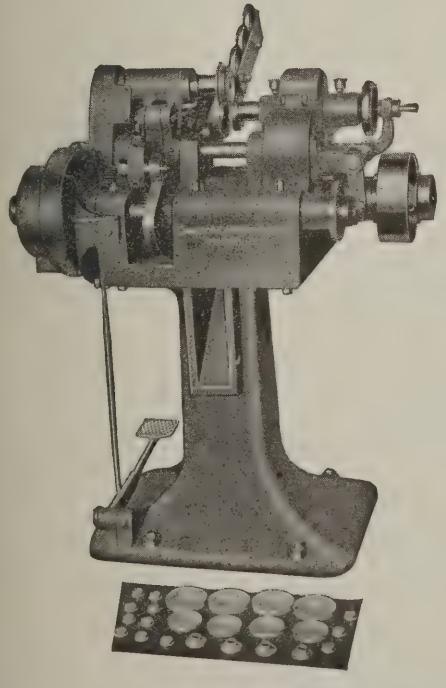
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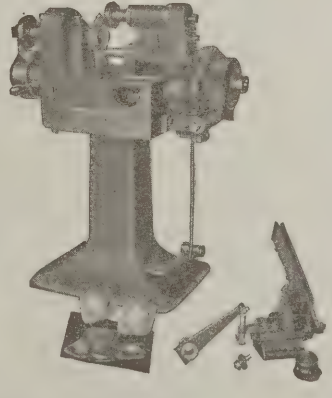


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This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Your label is your salesman

Putting your product on the dealers shelves does not complete the sale. Why not help the dealer sell your goods by using labels that will create a favorable impression?

Labels should suggest that the contents are dainty and tasteful. We make labels that do this. Write us for particulars.

Consult our Trade Mark Bureau before selecting a new brand name—it may save you from conflicting with brands already in use.

The United States Printing and Lithograph Company

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55 Beech Street

BALTIMORE
439 Cross Street

SMILE AWHILE

FISHERMAN'S LUCK

I fished for several hours;
In fact, I fished all day,
Until the night came stealing
Across the gleaming bay,

And yet, despite my patience,
Thus candor bids me tell,
I didn't catch a thing until
I reached home and caught
(finish it for yourself.)

—E. D. K.

TAKING NO CHANCES

Click—I never knew such a fussy man.
Clack—What's he done now?
Click—He sold his plot in the cemetery because they buried a man who died of a contagious disease too near it.

THE INSULTING THING!

She—What are you thinking about?
He—The same as you.
She—Sir!

HOORAY!

Daughter—Yes, mother. I hear that just because I broke our engagement he has started drinking.
Mother—The brute! Openly celebrating!

DOING HIS BIT

Lecturer—What have any of you done to save our timber?
Voice from Rear—I shot a woodpecker once.—Punch Bowl.

TOO MUCH FOR HIM

Smith—How do you destroy the evidence around your place?
Jones—I keep a goat and he eats all the empty bottles.
"Good idea, but don't they disagree with him?"
"No, but he was terribly sick the other day. I left a little in one of the bottles by mistake."

WISE GUYS

Mike—Oh, yes! Tell 'em all you know; it won't take long.
Ike—I'll tell 'em all we both know; it won't take any longer.—Sigma Kappa Triangle.

Victim—Wow, that razor does pull!
Barber—Oh, that's all right. I'll get the whiskers off if the handle doesn't break.—Pelican.

FLASHY

First Lightning Bug—Bill Firefly got run in last night.
Second Lightning Bug—Was he full of shine?
First—No. The cop got him for not having his tail light burning.

AT THE BALL

Lightly-garbed Maid—And you say you object to my costume?
John Law (at door)—Not personally, ma'am, only professionally.—Phoenix.

POOR MAN

Josie—He said he'd drown himself if I refused to marry him.
James—So he's between the devil and the deep sea.—London Opinion.

PROBABLY GOING TO YELL

Sheem—"What are your habits at night?"
Heem—"Pajamas!"

—*Jester.*

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, JUNE 9, 1924 No. 42

EDITORIALS

BUYER WANTS SECONDS OR WORSE—"What have you to offer in seconds or worse, just so that the cans are clean?" That inquiry was made of one of Baltimore's old canners by a brokerage firm of good standing, and the canner became indignant, and wouldn't you? If you would not you are a poor specimen of a canner and ought not to be in the business of producing foods for human consumption. We have heard the old excuse—and it is and has nothing but an excuse—that the retailers must have some cheap goods; they have a trade for it. And so they do, but they do not mean trash, "just so the cans are clean;" they mean that part of every food crop which has ripened too far for the prime grades, or in some manner falls short of the finer food qualities which every article put into cans should have or not be touched for canning, but which is good food, and they do not mean trash. The tough parts of the beef are not to the liking of the dilitante diner, but they are, nevertheless, good food; the too ripe pears or peaches do not produce the kind of fruit in the can, in appearance, that the jobbers demand, though they are the best flavored and most tasty of all; there are peas which have grown large and mellow and meaty and contain more food value than the halfgrown, immature, though extremely tender ones, and it is such foods that should be put into what are understood by "cheap goods" when the buyer wants something to meet the demands of the families who must make every penny count, and therefore are first of all able to be cheated. The man who packs stuff that should not be used and then tries to palm it off for other than it is is a contemptible cheat, only exceeded if possible by the broker who helps find a market for it, and by the wholesaler who buys it. If the canners of the country had the right conception of their calling they would never permit such goods to go out in cans; they would never permit it to become known that such goods are canned, because that fact must inevitably reflect upon all canned foods. They tell the world, during Canned Foods Week and at other times, that only fine, fresh, wholesome fruits, vegetables, meats, etc., are allowed to enter the cans—and then a wholesale grocer seeks the kind of trash this wholesaler is seeking, through this reputable broker! You will find the letter of the broker to the canner, and the canner's answer elsewhere in this issue. We would like to hear what you have to say of such a thing.

We talked with this canner, and he was indignant with his broker that such an offer should have been made him. And let us say here, that the offer came from out of town. We know the broker and we regard him highly, and cannot any more understand his attempting to fill such an order, instead of flinging it back in the face of the wholesaler, than can the canner. And so we are not naming this broker nor his residence. The names are not of such great importance; it is the incident we wish to emphasize, and, if it is a practice, to scotch this practice.

There is possibly in this an insight into human nature that is not very inspiring, to say the least. There are canners so short sighted, and so forgetful of the good of their entire business, that they cannot bear to throw away the culls and discards which inevitably come in the products delivered them under contract or in buying; or can it be that they are so greedy for the small penny in sight that they will endanger the loss of their entire business, for the sake of the few cents that would be saved by using these products which should go into the waste pile? No grower of any crop ever expects to gather all of it in prime condition; there must always be some waste and inferior stuff—that is any grower, apparently, except some tomato growers, whom we have seen bring under contract to the canner the very scrapings of their fields. Possibly the canner who tries to use it all is this same grower graduated to the business of canning. And then there are brokers, who, for the sake of the insignificant commission they will make on the sale of this unfit stuff, will try to sell it; and, in turn, a wholesale grocer, so remiss to his duty to the consuming public as to pass it on to the retailer, and again a retailer who will cheat these poorest of his customers, who least of all can afford to spend their hard earned money and not get full value. It does not make a very pleasant consideration, and we trust that any canner who receives such a request as this will follow the example of this Baltimore canner,

and fling the letter back in the face of the one who tenders it—with appropriate trimmings.

MORE PLEASING THOUGHTS—That deduction of 25% in taxes, and deductible from this year's Income Tax bills, must feel quite comfortable to the many lucky canners who have such taxes to pay. It is said Wall Street rejoices because it sees in this about $100,000,000 which may find its way to that street; but we rather think that business men will see in it a slight relief and a further opportunity to get just that many more small bills paid and out of the way—among them, for instance, the little subscription bills we recently sent out.

* * *

And even in our own industry there has come another saving of 25 per cent. You will note the Board of Directors of the National Canners Association, at their meeting in Chicago last week, and reported in this issue, reduced the dues 25 per cent., and now want but 3/8 of a cent per case where the dues were one-half cent per case heretofore. This comes from the increased membership, and is in line with the desire and hard drive of the last president of this association, "Jimmie' Anderson, who contended that as the association was in fine fettle, they could reduce the dues by increasing the membership. President Clark has been in whole-hearted sympathy with this, and has labored hard and long, and been able to bring to fruition, as we see, the claim first made. They now have approximately 600 members, and if the good work can be kept up, as it should be, they can still further reduce the dues by increasing the number of members. Thus a canner can help himself by becoming a member of this big and aggressive and progressive association, as he should be, and help fellow members at the same time by reducing the dues. There are "helps" which this association furnishes it members which are not written in these pages. A word to the wise.

* * *

And we notice that the courts at Washington have granted the appeal of the California canners who asked for a re-opening of the Concent Decree, and that this whole matter of the big meat packers dealing in canned foods will be aired again, and we venture to predict with entirely different results from the last time. If these big buyers, but particularly good distributors, of canned foods are again added to the list of customers of the canners, it will mean a new day for canned foods consumption. Remember that the main complaint against these big meat packers was that they were too good distributors; that they used their tremendous facilities for rapid and intense distribution, to the detriment of the wholesale grocers and their limited, and too often mossgrown, methods of distribution. The valiant knights of the benighted wholesale grocers arose in the Senate of the United States and claimed that these big meat packers were too efficient and therefore they must be destroyed. And they tried to destroy them. But it was too unnatural, too un-American to punish efficiency in this way and it could not last. And now the decree will be relegated to the dump where it belongs.

> "You can fool some of the people all the the time; you can fool all of the people sometimes, but you cannot fool all of the people all the time.'"

And yet another cause for rejoicing may be found in the fact that the greatest fiasco ever attempted by our Government has been narrowly averted. The daily papers assure us that there is no chance to pass the McNary-Haugen Farm Relief Bill or a substitute for it, and the country is spared this capital mistake. When our Government begins to guarantee or to stand behind any business, whether that be farming or making shoes, or anything else, then every other line of business would have the right to demand equal support and protection, and we would soon have rampant socialism in its worst form. It would mean the end of individual effort or initiative; a mere laying down on the Government for support.

THE NEW TAX LAW AND THE BROKERS.

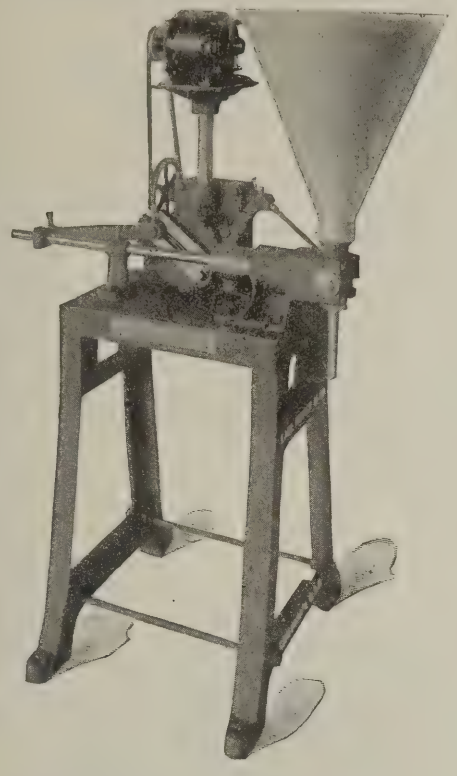
By Paul Fishback, National Food Brokers Association.

THE daily press reports that the Revenue Bill, agreed to by the Conference Committee and passed by the Senate and House of Representatives, was signed by President Coolidge and has become a law.

Aside from the general relief from oppressive taxation on all business, our members have two special reasons for gratification for the provisions of the new law.

The first is the great saving to every food broker by the elimination of the war time tax on telephone and telegraph messages. The provisions of the 1921 Revenue Act, which taxed rapid communication, were omitted from the bill submitted by Secretary of the Treasury Mellon, left out of the bill by the House of Representatives, put back in by the Senate Finance Committee, voted out again on the floor of the Senate by amendment, and the amendment approved by the Conference Committee. Since 1918 15% of your long-distance telephone and telegraph bills has been tax. The total has been a tremendous amount collected from the members of this Association alone, Treasury Department estimates showing that approximately $34,000,000 annually was collected from all business through this tax. In accomplishing the repeal of this item of taxation the Association was co-operating with about 250 trade associations of business men.

The second relief to food brokers was the specific exemption of "brokers exclusively negotiating purchases or sales of produce or merchandise" from that section of the bill which assesses an occupational tax of $50 per year on all brokers. This provision becomes effective July 1, 1924, which means that the occupational tax need not be paid this year. The saving of this tax, which seemed to rankle our members more than all other items of taxation, is for this and future years, but is not retroactive. Those who have paid the tax in the past cannot expect to get a refund, as under previous laws brokers selling produce and merchandise were subject to the tax. One reason this tax was so distasteful to our members was that it was not equitably administered. Some brokers successfully set up the claim that they were manufacturers' agents and were exempted from payment of the tax, although their businesses and methods were identical with those of others who were classed as brokers and compelled to pay the tax. The tax is out now. Your Association will endeavor to keep it out for all time.



Mono - Piston Filling Machine

for Mustard - Salad Dressing, Mayonnaise, etc.

A wonderful little machine that admirably fulfills the need for a satisfactory filler, of moderate price, for the above products.

It fills a solid pack from the bottom up.

Quickly adjusted for different size containers and readily cleaned for different products.

It is a precision filler of minute accuracy and this accuracy is *permanent* regardless of wear.

Made of monel metal.

Write for full details.

The Karl Kiefer Machine Co.
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REDUCE COOKING HAZARDS

A-B Continuous Agitating Cookers are entirely automatic—time of cook governed with absolute accuracy—each can rolled evenly and continuously producing quick, uniform heat penetration, guaranteeing unfailing perfect sterilization.

Output in quality has never been surpassed—in quantity exceeds all other systems or devices for the space occupied, fuel, power and labor consumed.

Write for particulars.

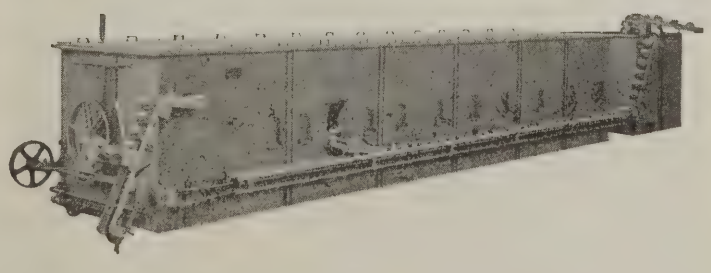
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CHICAGO
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A. C. Caldwell
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N. C. A. Board of Directors Meets

Hold Memorable Session in Chicago—Dues Reduced to ⅜ of one cent —Membership Growing.

THE National Canners Association at the Buffalo Convention presented to its membership a most creditable statement, showing the Association to be in sound, healthy, growing condition. It is needless to emphasize the success of the Buffalo Convention, but there was a sentiment freely expressed there that every possible effort should be made to increase the membership of the Association and thereby lower its annual dues.

Immediately after the convention, President Clark appointed a special committee on membership, and has devoted practically all of his own time and attention to the inauguration of what has amounted to a personal canvas among non-members to induce them to become supporters of the Association. Today the Association has 599 members—an increase of 72 since the Buffalo Convention. In that time it has lost 20 members, 4 on account of discontinuance of business and 16 for various reasons, largely financial. This loss of 20 members would not aggregate more than 125,000 cases total.

As is well known, the membership dues are based on the previous year's output of each member. In some lines there was a short pack in 1923, and this cut down the total output of the membership very close to 50 million cases for 1923; 46,350,316 cases of seasonal products and 6,757,787 cases of non-seasonal products, making the present membership output total 53,108,103 cases. These are rock bottom figures and the Association is optimistic enough to feel that there is a chance during the next few months to increase the membership to substantially larger figures.

It will be remembered that the principal topic of discussion at the convention was the negotiations which were then pending between the canners Conference Committee and the distributors committees representing the National Wholesale Grocers' Association, the American Wholesale Grocers' Association, and the National Chain Store Grocers' Association. Subsequent to the convention these committees held two meetings, one formal and one informal. The formal meeting was held in New York City on February 16th, 1924. This was the first time that all three of the distributors' organizations formally sat in conference with representatives of the National Canners' Association. While every State organization had endorsed what is known as the warehouse plan of handling swells as being good, sound business, it was found in practice that some canners and distributors indicated a desire for a cash allowance in lieu of a full guarantee of canners for all spoilage losses. To meet these conditions a temporary agreement was finally and unanimously reached which gave buyer and seller the option of either plan.

The members of the N. C. A. have received copies of the recommendations which were unanimously agreed to that day and it is not necessary to incorporate the same in this report. It should be borne in mind, however, that the National Canners Association has an organization at the command of its membership to be used in the identification and destruction of all spoiled canned foods when requested by the canner to render such service. Should any canners wish to avail themselves of this plan, they will find the details fully outlined in Bulletin 94-A.

It will be recalled that the Association of State and National Dairy and Food Commissioners appointed a committee to look into this plan from the standpoint of law enforcement, both National and State. This committee made a report to the Executive Committee of that Association. After full consideration of the matter the Executive Committee of the food officials have recommended that the plan be given a "thorough and fair trial" as applied to goods in wholesalers' hands, in order to facilitate removal of spoiled foods from channels of trade and insure their proper disposition; also, to give the canning industry an opportunity to study causes of spoilage and, if possible, to overcome them, and permit proper identification of the product.

The committee urges frequent destruction of swells in retailers' hands and proper coding of all canned foods.

It is presumed that no official action will be taken on this report of the Executive Committee of the Association of National and State Dairy and Food Officials until their convention next August.

The Secretary has just returned from a trip to California, where the Association has a strong representative membership. Nearly all the members of the Association were visited personally and several meetings were held at which topics of interest to the industry were discussed.

It is pleasing to note that the Association still retains the interest and practically unanimous membership of canners of the staple foods produced in the State of California.

The investigation of alleged poisoning cases shows a steady increase. Up to May 24th the total number of cases handled since the Buffalo Convention is 74, as compared with 59 for the same period in 1923. These cases are classified as follows:

Fruits	11
Vegetables	34
Sea Foods	15
Soups and Condiments	8
Meat Products	2
Milk	2
Plum Pudding	1
Unidentified	1
Total	74

During this same period there have been suits filed in 11 cases. It is not necessary to state the outcome of the investigation of these cases because it is the old, old story.

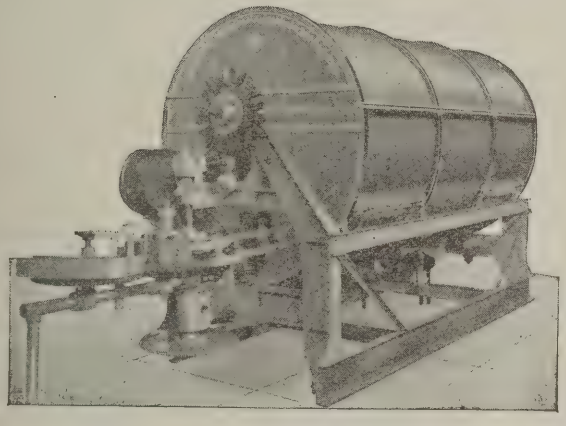
There have been some 35 or 40 letters written relative to correcting the literature on canned foods, 18 of

You Will Be Pleased

With Our Leasing Plan

For

Tomato, Spinach and Kraut Fillers and Exhausters



THE LONG, LOW EXHAUSTER

The much desired LONG-LOW EXHAUST, at high speed. Of a size to suit your needs, handling from No. 1's to No. 10's. Tried and approved by the most careful canners.

A FILLER that handles Spinach, Kraut, Tomatoes, String Beans, Pumpkin Etc., at 200 cases per hour and fills uniformly. Another highly endorsed machine which you will welcome when you know it.

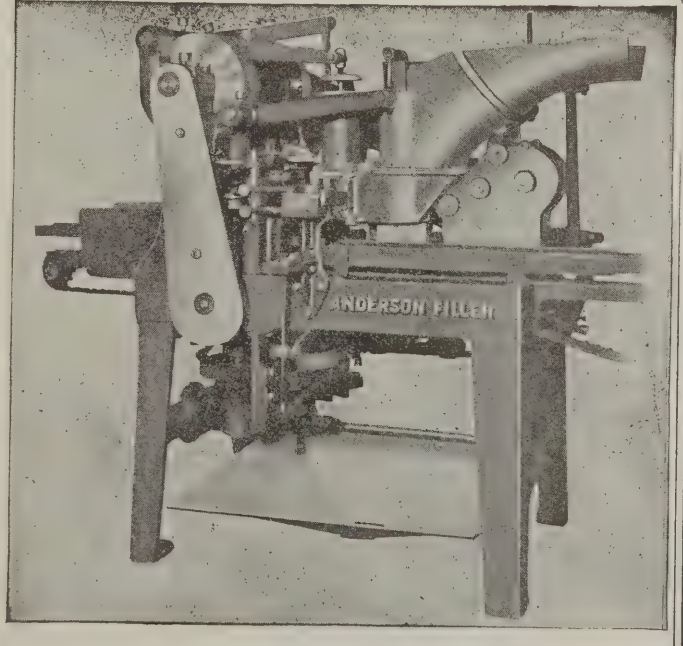
They meet the exacting demands of the quality canners of the West; and they will also in the East.

And For

THE COMPLETE LINE

It is to your advantage to know about these latest and best machines.

Write for particulars.



THE FILLER

Anderson Filling Machine Co.
Webster St., Junction
Alameda, Calif.

these being written to various newspapers which published incorrect information and misleading statements regarding the Albany, Oregon, outbreak.

Perforations in Canned Fruits and Vitamins in Canned Foods—The studies relating to perforations conducted prior to 1923 were only partially effective and are to be regarded as preliminary. During the last year the research laboratory has made fundamental discoveries and has demonstrated in what manner perforations can be practically avoided in canned apples.

Substantial progress has also been made in overcoming perforations in other fruits.

The identity of some of the substances causing perforations has been determined, and it is believed that by following the same line of study the identity of all perforating substances will be determined. In this way much of the perforation that has been experienced from canned fruits can be overcome. If any perforating substances exist whose influence cannot be overcome, the extent to which they may cause perforations can probably be determined.

The study of perforations is connected with the study of vitamins, because the same substances which cause the perforation of the plate exert a disturbing influence on the anti-scorbutic vitamin in processing canned fruits. Adverse criticism of canned foods based on the belief that they do not contain vitamins has been as harmful as the fear of food poisoning.

The results that have already been announced from the study of the vitamin content of apples, cabbage, and spinach warrant us in believing that a study of other products will help to give canned foods a reputation that could be obtained in no other way. In addition to being of technological value, the vitamin investigations offer great possibilities in the way of publicity. These two investigations are among the most valuable which the research laboratory has undertaken.

Corn Black—A circular has been published giving several special lacquers which have been developed by the laboratory and have been found in large experimental packs to prevent the formation of corn black, when applied to the ends of the can. It is hoped that the question of applying these lacquers in the manufacture of cans will be studied by the can makers.

The Association is continuing its cordial relations with many of the newspapers of the country, which have expressed a desire to have useful information regarding canned foods. A special service known as "Canned Foods Pointers" is being sent to a large list of newspapers and is being generously used, not at all times in the form in which it is mailed from this office, but after being re-arranged to suit the needs of the different editors.

The Haskin Recipe Books have always been popular and this popularity seems to be on the increase. It has just become necessary to print another edition to supply the demands of Mr. Haskins' clientage.

The splendid address of Sir William Willcox on the safety of canned foods has been generally circulated through the Associations representing the different distributors. The 12,000 copies of the address originally printed have been exhausted and there is a demand now for thousands of copies more. The Finance Committee will be asked for authority to have these additional copies printed, for this address is one of the best pieces of impressive publicity that has been issued.

The Finance Committee has authorized the establishment of what is known as a Domestic Science Division of the Association. It is proposed to put a competent person in charge of this division whose duty it will be to get in touch with the different Federations of Women's Clubs, Parent-Teachers' Associations, American Association of University Women, Public Health Nursing Association, and many other institutions of a similar kind. The program is broad and comprehensive and thus will afford an excellent opportunity to bring home to the thinking consumers of this country the valuable research work done under the direction of the National Canners Association.

Coding—Attention has been repeatedly called to the necessity for canners to code their products. This has been encouraged in every possible way, and, while many have accepted the suggestion, there are still some who have not thought it necessary. Many favorable reasons for universal coding have been brought to the attention of the canning industry and it is hoped that before long coding will be the general custom.

One of the important elements of cost to the canner is freight rates, which have been increased from time to time to meet the demands of the railroad companies. As a rule there has been but little resistance to these increases, but recent action by the official classification committee to raise canned foods to a much higher class than that in which they are now shipped, has been met with the earnest resistance of the Traffic Committee of the Association. General objections to this action have been filed by Mr. E. S. DePass, chairman of the committee, and the whole case is being put in shape to come before the Interstate Commerce Commission at the proper time.

The Pea and Corn Sections of the Association held meetings in Chicago at the time of the convention of the Western Canners Association. Both of these meetings were well attended and the officers are encouraged to hold subsequent meetings for the discussion of live topics that confront the canners of these products. The Pea Section adopted pea standards which had been corrected to meet certain objections that had been made to previous efforts. The final recommendations have been presented to the committee on definitions and standards for approval.

The Corn Section has made commendable progress in the way of establishing standards and it is hoped that before long its officers will be in position to make definite recommendations.

The Ketchup Section, or what will probably be known as the Tomato Products Section, held a meeting in Chicago on April 21st, for the purpose of reorganization. Great interest was taken in this meeting, nearly every large manufacturer being either present or represented. This promises to be one of the important sections of the Association.

The Canned Foods Week that has just been concluded was the most successful that ever has been held. While manufacturers or growers of other commodities have tried these weeks, as a rule they have been unsuccessful, but each year the canning industry has found that its efforts have been met with greater and greater results. These efforts should be greatly broadened and intensified for the coming year. The results will justify practically any amount of money and effort that the canners and distributors can put in it.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.

Write for samples and detailed information



IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2 lb. cans. Conceded to be the best; hundreds in used. Double theremometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process

MADE BY



ZASTROW MACHINE CO.
INC.
1404-1410
THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

Since his election President Clark has devoted a large part of his time and interest toward the betterment of the N. C. A. He has been to the Washington office several times and has studied the work of the Association thoroughly. He delivered numerous addresses before and during Canned Foods Week, and has addressed meetings of the Western Canners Association and the Indiana Canners Association. He also made an address before the American Wholesale Grocers Association at Dallas, Texas, and will speak before the National Wholesale Grocers Association in Chicago this week.

The bulletin issued by the Association on Canned Fruits has met with popular favor. Fruit canners are sending in for large numbers of additional copies to distribute throughout the trade.

There has just been issued a popular bulletin on tomatoes and tomato products, and it is being distributed at the present time.

The revision of "Canning and How to Use Canned Foods" is well under way and this revised publication will soon be ready for distribution.

Bureau of Raw Products Research.

JANUARY TO MAY, 1924.

May 24, 1924.

The increasing attention being accorded canning crops by State and Federal research organizations shows that the Association's Bureau is developing effective co-operation with these institutions.

Since the convention in January the agricultural research work on canning crops in progress in New York, Michigan, Ohio, Indiana, Illinois and Wisconsin has been reviewed and the activities of the coming season discussed in detail with the individuals in charge of the numerous lines of work.

Meeting the increasing number of requests for assistance and information from individual member canners has also been an important part of the routine work.

The canning crops work in these Middle Western States has been increased very materially through the activities of the Raw Products Bureau. For the season of 1924 it includes a large number of investigations having for their particular purpose the improvement of the quality of canning crops and reduction in the hazards of growing.

Dry Bean Standards.

At a conference in Chicago in April, a Department of Agriculture representative explained to a number of bean canners the interest of the department in working out Federal standards for dry beans. Keen interest was expressed by canners, and the Raw Products Bureau, together with the Bean Section of the National Canners Association and a committee appointed by the manufacturers of tomato products, was asked to ascertain the sentiment of the industry as to the desirability of the proposed undertaking.

Information Service on Publications.

As a matter of additional service to member canners, publications of special importance on raw products research have been listed in a series of supplements to the Weekly News Letters. These have included peas, tomatoes, raspberries and strawberries.

1924 Crop Season.

At the suggestion of a number of canners, it is planned to give special attention during the summer to a study of the conditions surrounding the growing of seed peas in the West. Following this it is proposed to renew and develop contracts which have been made with the Experiment Stations in Utah, the Northwest and California, and spend time in the field with the investigators in charge of a number of important projects having to do with the improvement of peaches, cherries, small fruits, asparagus, spinach, tomatoes and other products for canning on the Pacific Coast.

Publications and Articles Issued by the N. C. A. Since the Buffalo Convention.

GENERAL

Bulletin No. 96-A—Canned Fruits.

Bulletin No. 97-A—Canned Tomatoes and Tomato Products.

Weekly Membership Letters, Nos. 49 to 6.

Weekly Canned Foods Pointers, Nos. 15 to 30.

LABORATORY CIRCULARS AND SPECIAL ARTICLES

Circular No. 9-L—Black Discoloration in Canned Corn.

Circular No. 10-L—Special Enamel for Corn Cans, by G. S. Bohart.

1923 Progress in Corn Black, by G. S. Bohart.

Heat Resistance Studies 1. A new method for the determination of heat resistance of bacterial spores, by J. R. Esty and C. C. Williams.

The Relation of Contamination to Sterilization, by J. R. Esty.

An additional article on the above, by J. R. Esty.

What does Bacteriological Research mean to the Individual Canner? by J. R. Esty.

Vitamin C in Canned Foods, by Dr. W. H. Eddy and E. F. Kohman.

Vitamin C in Canned Cabbage, by E. F. Kohman.

The Nature of Corrosion in Canned Fruits, by E. F. Kohman and N. H. Sanborn.

A New Theory of Perforations, by E. F. Kohman.

(The above articles were published in scientific and trade papers.)

CIRCULARS

Proposed U. S. Government Standards for the Purchase of Raw Tomatoes.

Raw Products Bureau Checks up 1924 Progress with Colleges.

Publications of U. S. Department of Agriculture and Agricultural Experiment Stations of Interest to Canners of Beans.

Germination Tests will be made by Government Seed Laboratory.

Report on Pea Aphis Conference held in the Bureau of Entomology, Washington, D. C.

Publications of U. S. Department of Agriculture and Agricultural Experiment Stations of Interest to Canners of Strawberries.

MAX AMS Closing Machines

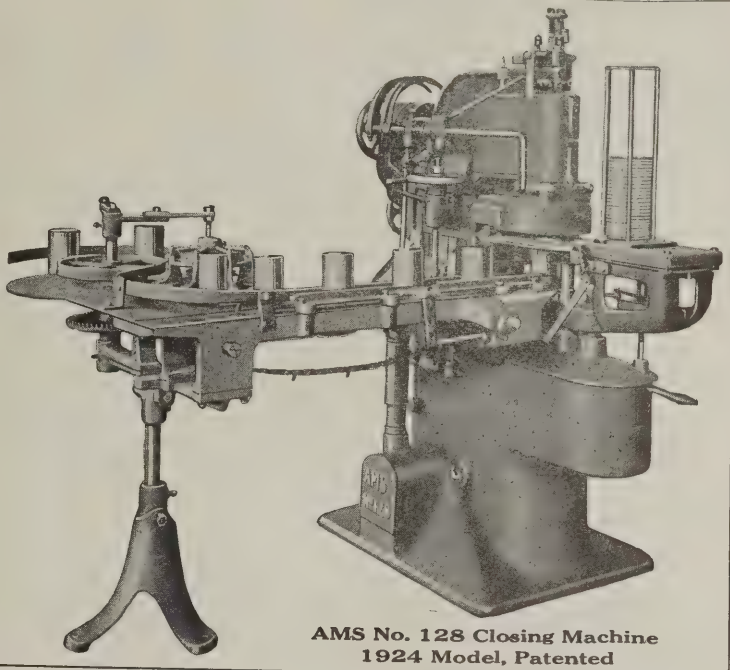
for Sanitary Cans -- "Standard of the World"

There is an AMS Closing Machine for Every can closing need; and an AMS machine for every can making operation.

—o—

The Max Ams Machine Co.
101 Park Avenue
New York

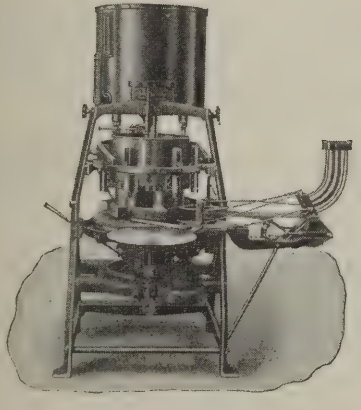
BRANCHES: Chicago and London, England.



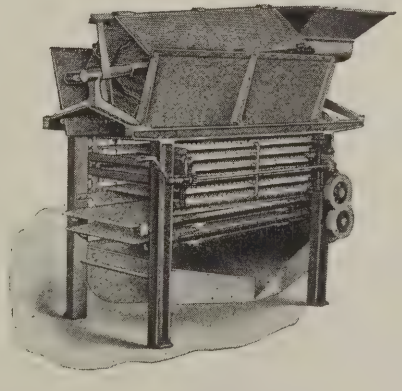
AMS No. 128 Closing Machine
1924 Model, Patented

Corn, Pea and Tomato Canning Machinery

"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer*

HARRY R. STANSBURY, *Vice-President*

THE MEETING IN DETAIL.

The Board of Directors of the National Canners Association met at the LaSalle Hotel, Chicago, on Wednesday morning, May 28th. Present:

R. F. Clark, President;

E. F. Trego, Vice-President,

and the following directors:

James A. Anderson, L. S. Argall, George L. Bacon, John L. Baxter, Henry B. Bird, Royal F. Clark, L. L. Brotherton, C. O. Dawson, George E. Diament, Richard A. Gillian, H. H. Hankins, F. A. Harding, Roy W. Hemingway, H. L. Herrington, J. W. Hutchinson, E. H. Kennedy, H. E. MacConaughey, William McEwing, Laurence Meulendyke, John S. Mitchell, W. R. Roach, W. F. Rudiger, C. H. Sears, John S. Souder, D. H. Stevenson, W. B. Stokely, Jr., Harry P. Strasbaugh, Wm H. Taylor, Clarence L. Turmail, W. W. Wilder, Charles A. Yunker.

Verbal resignations were received from R. M. Barthold, Philip Larmon and E. E. Chase. In their places were chosen L. A. Woolans, E. G. McDougall and Ellsworth Chase.

The resignation of W. A. Miskimen as director was accepted with regret. Robert Dickinson, of Illinois, was elected to fill the vacancy.

Roy Nelson was elected to fill the vacancy in the directorship from Missouri.

President Clark, in a feeling manner, called attention to the death of former President Geo. N. Numsen. Short addresses were made by former Presidents Roach and Strasbaugh. The Board of Directors, at the request of President Clark, stood in silence in memory of the deceased. The Secretary was directed to write Mrs. Numsen a letter expressing the deep sympathy of the board.

President Clark made a verbal report of the work of the Association since the Buffalo convention, calling especial attention to the campaign for increased membership.

President Clark also made a report of the financial condition of the Association and the budget which had been adopted by the Finance and Executive Committees. He also called attention to recommendation of these committees that the dues be fixed at three-eighths of a cent per yar for 1924.

On motion of L. A. Woolams, the Board of Directors unanimously voted to make the dues for 1924 eighths of a cent per year for 1924.

There was a general discussion on membership solicitation by the Board of Directors. The Secretary was requested to prepare in a brief manner a memorandum showing just exactly what the members get in return for their membership dues.

Mr. R. F. Clark, chairman of the Canned Foods Week Committee, made a report stating that the 1924 effort was a decided success, and outlined a campaign for the next Canned Foods Week, which he suggested be held in the fall of 1924. There was considerable discussion and great interest shown in the proposed campaign, and President Clark was requested to take up the details with the distributors' organizations and others interested.

On motion of James A. Anderson, the following resolution was finally adopted:

> Resolved, That the Board of Directors heartily approve the continued support of Canned Foods Week, and that canners be urged to support the effort by personal advertising, personal solicitation with distributors, and general promotion work.

Dr. Elwell, chairman of the Committee on Standardization of Tin Plate for Canners' Cans, made an interesting report showing substantial progress had been made in manufacturing sizable samples of plate, which were presented for inspection to the Board of Directors. This tin plate is being manufactured under the new process for cleaning and surfacing sheet steel. Dr. Elwell said that the patentors of this process desired to assign the patent under certain conditions, so that all tin-plate manufacturers would have an opportunity to use the same if they so desired. This matter was referred to the Administrative Council.

There was considerable discussion in reference to the continuance of collecting statistics on packs of peas, corn and tomatoes. On motion of James A. Anderson, the Secretary was directed to continue the collection of these statistics.

On motion of Mr. McEwing, the Secretary was directed to collect statistics on all other canned products where it is possible to get the co-operation of the industry. The Secretary was also requested to take up the question of government crop reports with the proper officials.

On motion of C. H. Sears, the date of the 1925 convention was fixed for Monday, January 19th, 1925.

W. R. Roach, chairman of the Refinancing Committee, made a report, which was ordered filed.

President Clark announced the appointment of Roy W. Hemingway as secretary of the Pea Section in place of B. C. Olney, resigned, and William McEwing was appointed a member of the Committee on Scientific Research in place of E. S. Reynolds, resigned.

The application for membership of the Hotel Sherman Company was approved. The application of F. B. Huxley & Son was rejected.

Adjourned.

BUYER WANTS SECONDS OR WORSE.

Well-known Broker Submits Business to Reputable Canner and Gets Call Down—And He Deserved It.

WE give herewith a complete copy of a letter written by one of the well-known and highly thought of brokers of the East (we are suppressing all names) to an equally well-known canner who has some pride in his products. The canner very properly took it as an insult, and we commend him for the restraint he shows in his answer. We cannot help feeling that the broker submitted this miserable business without due thought or consideration, for he is of a higher standard than this would seem to indicate. But it has not helped the general brokerage situation, for it is just such actions as this that bring the broker into bitter conflict and under justified condemnation by reputable canners. Because he is a broker he does not have to accept orders for swill or worse, and we entertain the hope that there are very few canners who would even listen to any such proposition as this. Most of them would "cuss out" the broker in harsher terms than here used:

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784

BRISTOL, PA.

May 27, 1924.

———— Cannery Co.:

Gentlemen: We have an inquiry today from one of our important wholesale grocer friends who wants a car of very cheap assorted canned goods for one of their retail customers. He wants a very low price and clean cans; quality is unimportant. Have you any odd lots of second or worse quality in good condition?

Corn,
Peas,
No. 3 Tomatoes,
Cut Green Beans,
Cut Wax Beans.

If so, please give us quantity and the lowest price.

Yours very truly,
BROKER.
————, President.

This the canner answered as follows:

May 28, 1924.

————, Broker:

Gentlemen: We are in receipt of your letter of the 27th instant, and we do not know whether this is a general letter sent to all canners, or whether you are sending this to a selected list.

If we are singled out as one of the limited number, or even a larger number, to whom to address an inquiry of this kind, we must respectfully enter our protest. We do not look upon it as at all complimentary to us to write us a letter asking for "second quality of goods," or "worse quality," or any kind of goods where "quality is unimportant," as your letter indicates. We are not turning out that class of merchandise, and don't want our correspondents to ask us for it.

In fact, we are not catering to a wholesale grocery house that is looking for that class of merchandise. We would rather not do business with them. The fact is we do not care to do business with a brokerage or commission house that is looking for that kind of merchandise.

You are aware that there is a protest made at every meeting of canners against everything that tends to give the Tri-State territory a bad reputation on quality of goods, and in parts of the country they are led to believe that this section of the country does not produce good goods, but they need only look to this territory when they want something cheap and inferior. This impression is absolutely unfair to hundreds of packers in this section, and it is brought about by the other packers who turn out inferior goods.andbythe brokerage and commission men who foster the latter class of packing, and encourage it and handle the goods, where they might easily discourage it.

It does seem a pity that your house and others have never learned this serious and important lesson, and still continue to injure the better class of packers in this section by catering to the buyers of low-class merchandise and to the packers who are foolish enough to produce it.

We would ask you in future to kindly avoid sending inquiries of this kind to us.

We remain, yours truly,
THE CANNERY CO.
————, President.

POSITION OF FERTILIZER IN SOIL IMPORTANT.

By Soil Improvement Committee of the National Fertilizer Association.

COMPARATIVELY few farmers are able to compare satisfactorily different methods of crop production on their own farms. That is rightly left to the experiment stations, which have performed services of untold value since they were established.

An instance is found in a recent announcement by the New Jersey Experiment Station of the results of work done to determine the effect of placing fertilizer in various positions in the soil with respect to potato seed pieces. These results bear out the findings of other investigators, namely, that the improper application of frtilizers may and often does have a decidedly adverse effect upon the yield. A difference of as much as 78 bushels of potatoes per acre resulted from two different methods of applying fertilizers, as follows:

Method of Fertilizer Application.	Yield.
Above seed, with soil between	128 bushels
In direct contact with seed	132 bushels
Mixed with soil in row	152 bushels
Beside seed, and on same level	173 bushels
Beside seed, but lower	206 bushels

While fertilizers should be applied properly to all crops if maximum profits are to be obtained, the necessity is particularly strong in the case of such crops as potatoes, where all the fertilizer is usually applied at planting time, and of wheat and corn, which are often drilled at the same time as the fertilizer.

MICHIGAN WARNS AND ENCOURAGES ITS CANNERS.

State of Michigan, Dept. of Agriculture,
Lansing, May 10, 1924.

To Michigan Canners:

The 1924 canning season opens in a few days, starting with asparagus.

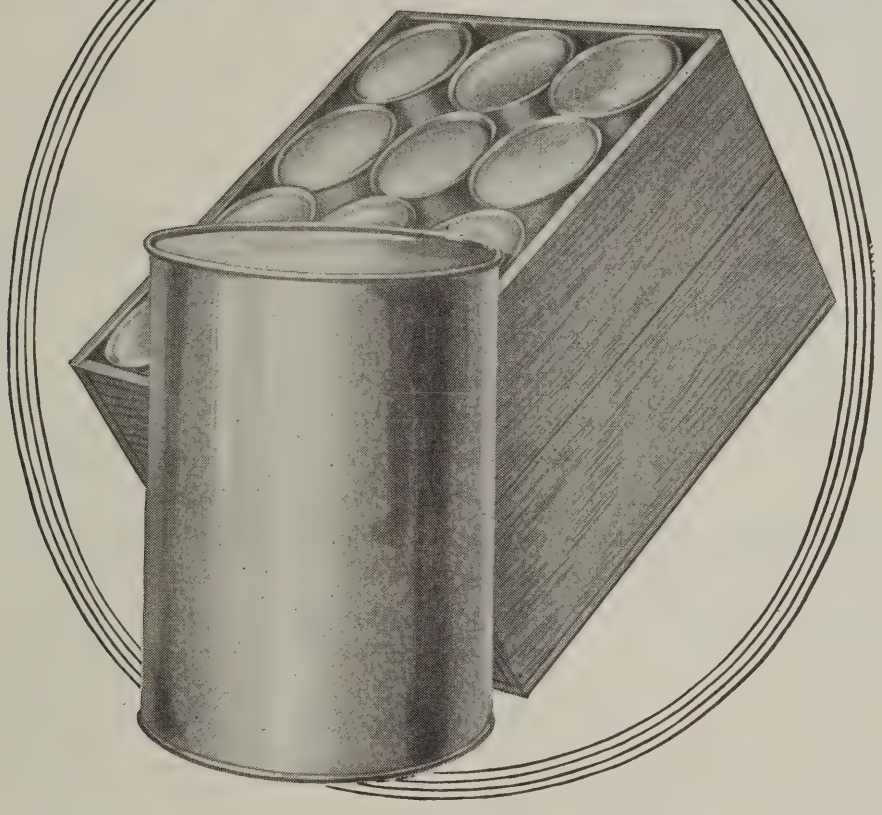
Reports received indicate that many factories have been remodeled, or are now undergoing alterations, putting in new equipment and otherwise improving conditions for factory operations.

The improvements in Michigan canning factories during the past five years are outstanding in comparison with other industrial development. The high quality of the 1923 Michigan pack is a matter of record, and recognized among distributors and consumers.

Michigan canned foods are finding favor throughout the United States, as evidenced by written and oral reports received. Moreover, within our own state there is a greater consumption of Michigan canned foods. Our food inspectors find that among others the bakeries, for example, are now favoring Michigan goods on the basis of quality.

We are hopeful that in our inspections throughout the coming season we may have the united and wholehearted co-operation of every canner. After several seasons of enforcing the Michigan Canners' Act, it

HEEKIN CANS



What are your Requirements?

FOR years the Heekin Can Company has been a leader in its line. Tough, sturdy and air tight Heekin Cans are today the finest that can be made.

The Heekin line is complete—from the small vegetable and fruit cans to the large lard or sorghum containers, there are Heekin Cans for every need. And every one is an example of quality manufacture.

Heekin Cans are giving complete satisfaction to thousands of canned foods consumers every day. Heekin Cans will be delivered at your door in any quantity your fruit or vegetable crops specify.

Write us today and let us know your estimated canning requirements. We will gladly send you prices and complete information.

THE HEEKIN CAN CO.

New, 6th & Culvert Sts. **Cincinnati, Ohio**

goes without saying that unfavorable unlawful conditions tolerated in the past must be corrected this year. In other words, inspectors will be less lenient than heretofore.

Canning or preserving fruits or vegetables that are other than sound and wholesome in every essential is a positive violation both of the Canners' Act and the Michigan Pure Food Law. We are not anticipating that any canner will attempt to use mouldy, decayed, wormy or otherwise unsound fruits or vegetables this season. We do, however, call attention to the importance of using sound products, and any violation will be prosecuted to the fullest extent of the law.

Every provision of the Canners' Act, the Pure Food Laws and the department ruling relating to the maintenance and operation of canning factories will be enforced.

In common with every leading canner, this Department looks forward to the day when every Michigan canning factory will be a show place to visitors. The use of sound raw products, approved sanitary conditions and cleanliness of factory, machinery and employes, with an invitation to the public to "drop in" (not only the local folks, but also the thousands of tourists), is an advertising medium more convincing than printer's ink.

We rejoice with every Michigan canner in the reputation established by the pack of 1923, and we sincerely hope that everyone of our 124 or more canning factories may be operated throughout the entire season of 1924, so as to reflect increasing credit to the industry.

Yours very truly,

BUREAU OF FOODS AND STANDARDS.
W. P. Hartman, Director.

CARDIFF, WALES, AS PORT OF ENTRY FOR CANNED FOODS.

AMERICAN Consul E. C. Soule, Cardiff, Wales, has called attention to that port as a logical port of entry for American food products. There are about two million people within a thirty-mile radius, and ten million within ninety miles. The country surrounding is largely industrial and mining, and practically all food is brought in, either from other parts of England or from abroad.

Unusual facilities with regard to docks, warehouses and railroads are present. The import trade in 1923 amounted to over two million tons, and the export trade to eight and one-half millions. Bi-weekly sailings are available from Baltimore and New York, and occasional sailings from West Cost ports.

Nearly every American food product which is exported is offered for sale in this district, and all are handled through other ports, as London or Liverpool, thus increasing the sailing prices locally. Direct shipments should reduce selling prices, and thus promote consumption.

The full report, No. 132,042, is on file, and may be obtained on request of the Bureau of Foreign and Domestic Commerce. The Bureau will be glad to assist American exporters in making connections for exporting directly to Cardiff.

LINK-BELT COMPANY ISSUES THREE NEW CATALOGUES.

OF interest to the general field are three new catalogues just issued by the Link-Belt Company, of Chicago.

Portable Loader Book No. 650—This forty-page book covers the complete line of Link-Belt industrial loaders, which includes the "Cub" portable belt conveyor, the "Grizzly" power-swiveling loaders, which run on either crawler treads or traction wheels, and their standard types of bucket loaders for handling coals, sand, gravel, stone, fertilizer and similar materials.

Electric Hoist Book No. 580—A catalogue equal in size and attractive makeup to that of the loader book. This book has also been developed with the thought that the greatest value to all could be obtained only by incorporating constructive material and operation data. Considerably over 100 illustrations were used in the forty pages.

Locomotive Crane Book No. 670—Covering both Link-Belt crawler and locomotive cranes, this book is as interesting a work as any we have recently seen. It has been built along the idea that a picture will tell as much as two paragraphs. Hence it is profusely illustrated with excellent operation views.

THE SITUATION IN THE FAR NORTHWEST.

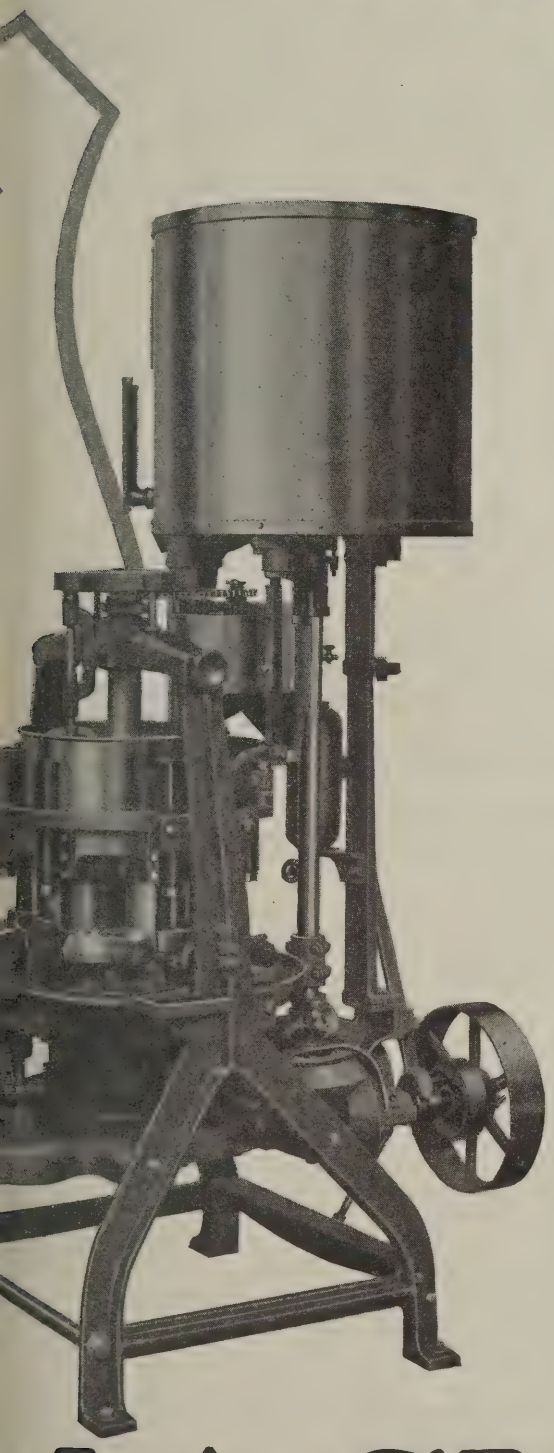
Puyallup, Wash., May 24, 1924.

SINCE our last report on Puyallup Valley crop conditions I beg to advise that weather conditions have not improved. The frost damage of several weeks ago would have been mitigated to some extent by our usual rainfall experienced during the early growing season of our bush berries, but without any exception we have never experienced a growing season with as little moisture as the present, with the result that our bush berries have not materially improved during the past thirty days. The red raspberry crop appears to be affected more seriously than the evergreen blackberries.

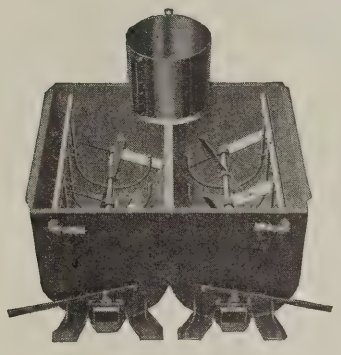
Very few loganberries are produced in the Puyallup Valley, but in other sections of Western Washington the loganberry is grown to a considerable extent, and of the very best quality. In fact, the loganberry produced in Western Washington is really the Luther Burbank improved loganberry, derived from a cross between the Mammoth blackberry and the Cuthbert red raspberry, instead of a cross between the Antwerp red raspberry and a wild blackberry, which was used in the creation of the loganberry as grown farther south.

The members of our growers' organization have been instructed to apply 100 nitrate of soda and 200 sulphate of potash immediately to every acre of red raspberries, for the purpose of stimulating growth and to help strengthen the cane to withstand the frost damage incurred. The nitrate of soda improves leaf growth, which enables the berry to take from the air additional food. The sulphate of potash adds to the physical condition of the roots, helps defend against disease, adds sugar content to the growing berry, and greatly improves the texture of the berry itself. This extra supply of fertilizer is for the purpose of endeavoring to recover as much as possible from the damage to the growing crop from unfavorable weather conditions.

S and PEERLESS



SPRAGUE-SELLS MIXER



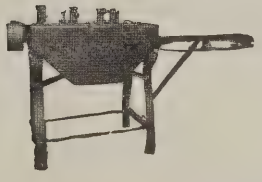
Each mixing tank has operating capacity of 100 gallons. Brine tank is more than ample. Plenty of capacity in a mixer at last. This machine will keep the rest of your line "humping."

SPRAGUE-SELLS CUT CORN ELEVATOR



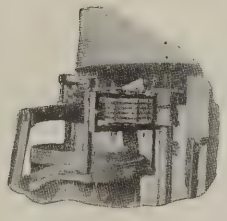
Universal Elevator for Cut Corn. Now furnished in any length desired, complete with cover hopper and jaw-clutch pulley.

SPRAGUE-SELLS CORN CUTTER (Model 5)



Strongest and best built cutter. Single cuts, double cuts, or splits and cuts. The only Cutter that will handle Golden Bantam satisfactorily.

PEERLESS RESILKER



Can be attached to any M&S 6 Pocket Filler. Extracts silks, hulls, husk ribbons, etc., by the "Hot-corn silking method." For real quality you need this little device.

Sprague-Sells Corporation

General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Canning Mach. Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

MACHINERY

uffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois

Our Marshall strawberries are damaged by adverse weather conditions at least 50 per cent. The Magoon strawberry doesn't appear to be hurt as badly as the Marshall, but it is not as desirable for barreling or canning. The districts that usually supply our fresh markets with the Clark Seeding strawberries have suffered seriously. It is now estimated that the Kennewick district, that last year marketed upwards of 60,000 to 75,000 crates of berries in the Northwest, will not be able to furnish 5,000 crates this season. The best information available indicates that the Hood River district is also suffering severely from adverse weather conditions.

This means that the local supply of strawberries will be used very extensively for fresh consumption, with the result that the barreling of strawberries in th Pacific Northwest will not be as heavy as formerly. In fact, it looks as if a very large percentage of the strawberries that are packed in barrels have already been contracted.

The "cultivated" Evergreen blackberry crop doesn't appear to have suffered as much from frost difficulties as strawberries or red raspberries, but with the unusually dry growing season the fruit arms of the Evergreen vines do not show their usual strength and vigor. This may cut the crop 15 to 25 per cent.

W. H. PAUHAMUS, President.

TO PLANT OR NOT TO PLANT, THAT IS THE QUESTION.

Whether 'tis better to plant a usual acreage, and thereby do my share toward avoiding overproduction this year—

Or to plant heavily, as many other growers say they will, and thereby be a heavy loser.

To plant heavily to lose—ah! there's the danger!

Listen, Mr. Grower.

If farmers carry out their intentions, as expressed to the United States Department of Agriculture in a survey made as of March 1 this year, the result will be the largest acreage of sweet potatoes ever planted in this country.

The acreage would be 16 per cent greater than that of 1923, and about 3 per cent over the record acreage of 1922.

Maryland is one of the states that indicated an intention to increase 20 per cent or more this year.

An average yield on the acreage indicated would make the total production of 1924 greater than in any previous year.

Overproduction Disastrous.

Overproduction is always a chief cause of loss to growers.

Overproduction in 1922 resulted disastrously to the growers.

Dozens and dozens of them on the Delmarvia Peninsula reported inability to get as much as 50 cents a barrel for their sweets, and that thousands of bushels were allowed to remani in the ground.

High Prices a Lure.

Prices were relatively high last season. Not a few farmers own up to making "some" money on sweet potatoes.

But high prices oftentimes are a lure. Not infrequently they result in greatly increased acreages the

HANSEN FRUIT AND VEGETABLE FILLER

Fills Practically Automatically But Produces Hand Pack Quality

Beets, String Beans, Tomatoes, Cherries, Berries, Kraut, Etc.



Adjustable for No. 1, 1½, 2, 2½, 3 Cans. Machine also made for No. 10 cans.

Rockfield, Wis., Nov. 26, 1923.

We are glad to advise that we are very well pleased with the Beet Filler which we purchased from you and used throughout the season. It is a great labor saving device. We used it in connection with No. 2 and No. 3 cans and it gives a good fill. We can only say the best for it.

ROCKFIELD CANNING COMPANY
BY A. J. Klumb.

Sturgeon Bay, Wis., Dec. 1, 1923.

Allow the writer to congratulate you on your Hansen Fruit and Vegetable Filler. As you know, we have been experimenting for the past five years with mechanical fillers for filling No. 2 red sour pitted cherries. Up to this year when we installed two of your fillers, we had never found anything that would operate satisfactorily on cherries but since the success we have had this year with your new filler, we feel that you have a machine which will work very satisfactorily indeed.

The machine operates very smoothly without the jamming of cans and the accompanying loss of fruit and turns out a very uniform fill. We believe your estimate of capacity which you stated was 70 cans per minute to be very conservative, for we know this machine will operate very satisfactory on 95-100 cans per minute on cherries. We expect to put in more of these machines as the necessity arises and you may rest assured that we are perfectly satisfied with their operation.

FRUIT GROWERS CANNING COMPANY
BY Edw. S. Reynolds.

Colby, Wis., Nov. 27, 1923.

We wish to advise you that we are more than pleased with the hand bean filler, or rather as you call it, the Hansen Fruit and Vegetable Filler.

We were rather doubtful as to its capabilities until we tried it out. Wish to advise you that your filling hopper on same does not need attention, and with one girl supervising the fill of cans was all the help we needed in the canning of cut beans.

We have been complimented on the uniform fill of our beans and all we can say is we lay it all to your machine.

If you have any skeptics as to the capabilities of your filler, wish you would refer same to me or my superintendent at this plant and am sure we could soon change their opinion.

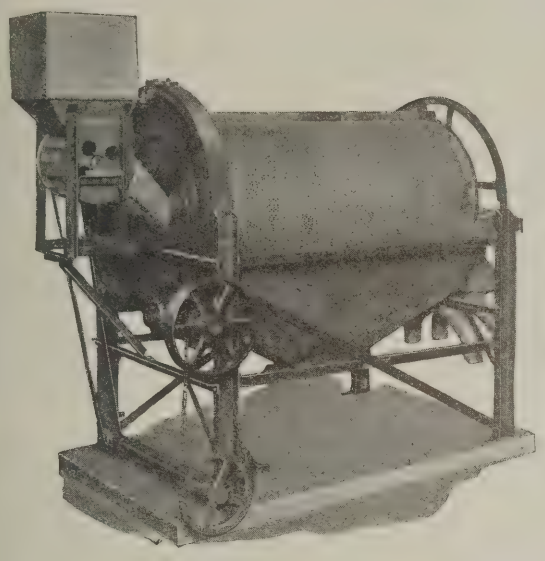
CENTRAL CANNING COMPANY
BY W. H. Christiansen, Mgr.

HANSEN CANNING MACHINERY CORPORATION, CEDARBURG, WIS.

Manufacturers of Hansen

Pea and Bean Filler, Corn Cooker Filler, Conveyor Boot, Sanitary Can Washer, Beet Topper.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

BUSINESS OPPORTUNITIES

The desirable qualities of canned foods are better appreciated today than ever before. This is largely due to the fact that canners everywhere endeavor to maintain a high standard of cleanliness and sanitation throughout their canning factories.

The use of

Wyandotte Sanitary Cleaner and Cleanser

for this purpose is proving a valuable asset.

Where this cleaner is consistently used so clean and so sanitary does it make the cookers, conveyors, and other equipment that the quality of the canned product is easily maintained. And, too, the economy of this cleaner is likewise realized.

Order from your supply house, or write us for further particulars.

Indian in circle



in every package

It cleans clean.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

next season, followed by—

Overproduction,

Low Prices—

And farmers being thankful to get back the money they spent for seed.

Plan Carefully.

Regardless of how many sweet potatoes are produced in your own county this season, or even in your own State, the price you get for what you have to sell will depend largely upon what is produced in other counties and states.

Hence the wisdom of planning your acreage carefully. Better confer with your county agent. Many well-meaning growers have in recent weeks signified their intention to "boost" the acreage—talking of making "the sky the limit."

Why not get a line on what the other fellows are going to do, and then gauge yourself accordingly.

No use of repeating essentially the same unfortunate experience of 1922.

Don't increase the hazard!

Don't play for high stakes when you know the odds are against you.

In the words of Theodore Roosevelt, "Be sure you're right, then go ahead."

Issued June 1, 1924, by John S. Dennee, Agricultural Statistician, United States Department of Agricultural Economics, Division of Crop and Livestock Estimates.

JEROME B. RICE SEED COMPANY PUTTING OUT ISSUE OF PREFERRED STOCK TO HANDLE INCREASED BUSINESS.

THE Jerome B. Rice Seed Company, of Cambridge, N. Y., at a banquet given their employes at the Hotel Ellis, in Cambridge, on Tuesday evening, May 27th, announced the fact that the company was about to put out an issue of preferred stock in order to handle the ever-increasing volume of business offered it, both in this country and abroad, and before offering this stock for public subscription it was thought only right that the people in their employ, whose loyalty and service has made the business possible, be given an opportunity to subscribe for this stock.

On Wednesday evening a dinner was given to the business men of Cambridge and vicinity, at which time the officers of the company gave a history of the business, its growth and future prospects, and an opportunity was offered the local people to participate in the purchase of this stock of their leading local institution. Many of the leading bankers and business men of the local and neighboring cities were present at these gatherings and expressed optimism as to the bright outlook for the Rice Seed Company.

These banquets were largely attended by enthusiastic audiences, and it is anticipated that a large part of this stock issue will be subscribed to locally.

To take care of its rapidly growing business, the company, for the first time in its history of 92 years, is opening its investment list, in a limited way, to the general public.

Local enthusiasm over the Rice expansion plans is running high, and residents of Cambridge and vicinity are looking forward to the heightened prosperity that the development of the Rice Seed Company will bring to the community.

OYSTER INVESTIGATIONS IN CONNECTICUT.

THE Bureau of Fisheries has just issued Document No. 960, entitled "Oyster-Cultural Problems of Connecticut," by J. S. Gutsell, which briefly summarizes the investigations made and analyzes the oyster situation in Long Island Sound. An attempt has been made to determine conditions affecting the spawning, setting and development of the oyster for the purpose of providing relief from the conditions unfavorably affecting the oyster industry of that region. The problem is to get a sufficient "set" or annual crop of minute oysters or "spat," the basis of, first, "seed" oysters, and finally market oysters.

Important factors in obtaining a good set of oysters are: Moderately brackish water which is neither too fresh nor too salty; water temperature preferably above 70° F.; a plentiful supply of minute food organisms; protection from heavy depredations by enemies of the oyster; firm bottom grounds and water free from destructive pollutants. In this connection it should be recalled that Long Island Sound is the northern limit, both as to salinity and temperature, favorable to the growth of oysters. Furthermore, the great reduction in sets in recent years is due largely to the discharge of sewage, particularly factory wastes, into the Sound waters, especially in the warmer inshore waters, which were more favorable to the production of a heavy set.

The chief conclusions as to improvement in oyster production in Connecticut are as follows:

1. For the restoration of the Connecticut oyster industry, in both quantity and quality, to its former productivity, it will be necessary greatly to improve water conditions, especially in the almost barren harbors and rivers from which formerly came the more highly prized oysters, and in which were produced the vast numbers of oyster larvae so largely responsible for the "heavy sets" of the past. To accomplish this, municipal sewage discharge should be controlled, and the discharge of harmful trade wastes, especially those from copper and brass works, should be prevented.

2. Until a change of conditions in estuaries makes oyster growing in them generally and extensively profitable, any great improvement by methods available at present must be produced by increased "sets" derived from the spawning of Sound oysters. Oysters on offshore Sound lots spawn too late to be effective. On the other hand, oysters on inshore lots (those within three-quarters of a mile of shore) quite frequently spawn early enough to produce usable and hardy set. Therefore, special and concerted action should be taken by the growers to keep such of the inshore grounds as are at all satisfactory well stocked with oysters. The evidence strongly indicates that by this means an improvement, small in comparison to that which would result from a thorough re-establishment of harbor and river growing, but still a considerable and much-needed one, could be brought about.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice—must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricty by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE—LOCOMOTIVE TYPE BOILERS.

1—60 H. P. ASME 125 pounds.
1—80 H. P Standard construction 100 pounds.
10—80 H. P. On wheels, new, ASME 125 pounds.
1—90 H. P. ASME 150 pounds.
1—100 H P. Standeard construction 100 pounds.

ERIE ECONOMIC TYPE.

1—60 H P. Standard construction 100 pounds.
1—90 H P. Standard construction 100 pounds.
2—125 H. P. ASME 125 pounds.

UPRIGHT BOILERS IN ALMOST EVERY SIZE FROM 4 to 100 H. P. NEW AND USED.

Louis A. Tarr, Inc., N. W. Cor. Sharp & Conway Sts., Baltimore, Md.

FOR SALE—

Three Meade Vacuum No. 10 Can testers.
Twelve Zastrow Crates, 27¼'' diameter, 20'' deep, single bale with covers.
Hooper 17'' x26'' two color printing press.
One Steam Pomace Dryer, 6 ft diameter, 25 ft. long with 54 tubes.
Two No. 7 straight drive Morgan Nailing machines.
One No. 6 diagonal Morgan Nailing Machine.
All as good as new.

The C. H Musselman Co., Biglerville, Pa.

FOR SALE BOX NAILING MACHINES—

2 4 track Morgan Nailing Machines.
1 5 track Doig Nailing Machine.
2 6 track Morgan Nailing Machines.
2 7 track Doig Nailing Machines.
2 7 track Doig Nailing Machines with side arms, 4 and 3.
1 8 track Doig Nailing Machines with side arm, 5 and 3.
1 8 track Doig Nailing Machine.
1 9 track Doig Nailing Machine.
1 10 track Morgan Nailing Machine with 2 side arms, driving 5 nails on each side arm.

Also Box, Veneer, Crate and Woodworking Machinery of all kinds. State your wants.

We also buy this class of Machinery. What have you for sale?

Chas. N. Braun Machinery Co. Fort Wayne, Ind.

FOR SALE AT A BARGAIN—

1 150 H. P. return tubuler boiler with stack
1 100 H. P. boiler with stack
1 80 peeler capacity peeling table
1 15 H. P. horizontal steam engine
6 Process kettles
6 Copper jacketed kettles 20 and 25 gal. capacity.
Lot of shafting and pulleys.

The Chas. M. Scott Pkg. Co., Dover, Del.

FOR SALE—

Two Livingston Rotary Washers
Six Rotary Gould Pumps Brass, two inch intake and outgo
One Rotary Blackwell Pump, two inch intake and outgo

All in good order and offered because I have no further use for them.

Edgar F. Hurff, Swedesboro, N. J.

CANNING MACHINERY AT BARGAIN PRICES

The following Machinery is practically new. Some has never been used, while a good portion of the list represents Machines that were used probably from one week to one season. Bargain prices to the early buyer:

1 No. 1 Wonder Cooker.
1 No. 2 Monitor Pea Grader.
1 New Style X Monitor Whirlpool Washer.
2 New Monitor Metal Elevators.
1 New Sprague Corn Cutter.
6 Copper Kettles.
1 15 H. P. Vertical Engine.
1 10 H. P. Vertical Boiler.
1 150 H. P. Locomotive Type Boiler.
1 80 H. P. Lomomotive Type Boiler.
2 125 H. P. Erie Economic Boilers.
1 Invincible Picking Table.
1 Lot of Retorts, various sizes.
3 Square Steam Boxes, 6 ft. long.
1 Hansen Pea Filler.
2 Morral Corn Cutters.
2 Tomato Sorting Tables.
2 Rotary Tomato Washers.
1 Lot of Galvanized Screw Conveyor for Cut Corn.
2 Kern Finishers.
2 Sprague Lowe Pulpers.
2 Sprague Lowe Pulp Finishers.
1 Lot of Belting from 4 to 24 inches wide.

We offer the above machinery and supplies at rock-bottom prices, all guaranteed to be new or as good as new.

A. K. ROBINS & CO., Baltimore, Md.

FOR SALE—

10 Coons Semi Automatic Apple Parers, practically new, at $150.00
1 Van Enwyck 4-Can Apple Filler, at..... 25.00
1 Haller Fruit and Berry Washer, at..... 150.00
1 Chisholm-Scott Pea Cleaner and Jack, at..... 15.00
1 Cuykendall Mixer and Cooker Feeder, at..... 150.00
1 Merrel Soule Corn Cooker Filler, 4 pocket, at.... 300.00
6 Peerless Corn Huskers, Model F, at..... 200.00

Above Corn Machinery has been used one short season and is practically good as new. Address Box A-1207, care of The Canning Trade.

FOR SALE—

1 20 K Bliss Crimper.
4 Bliss 1 K Floaters, equipped with 2 acid spindles and 8 solder spindles and electric units for solder pots.
2 No. 1 K Bliss Semi-automatic Testers.
1 15 K Bliss Heading Machine.

Address Box A-1208, care of The Canning Trade.

FOR SALE—Kiefer Belt Conveyor, standard type, sectional unit construction, 75 feet long, belt 18 inches wide, only used 7 months. Good as new.

Address Box A-1213 care of The Canning Trade.

FOR SALE—
One Electrical-driven Burt Labeler, for 1s and 2s.
One Hand-driven Burt Labeler, for No. 2s.
One No. 1 Burt Boxing Machine.
One No. 2 Burt Boxing Machine.
One No. 2 Burt Boxing Machine, for 18-oz. cans.
Two Monitor Bean Cutters.
One Ayars Rotary No. 3 Tomato Filler, interchangeable for No. 2s.
One 175-gallon Copper-Jacketed Kettle.
One No. 39 Ferrell Cleaner.
One 6-pocket M. & S. Corn Cooker Filler.
One 6-pocket M. & S. Filler.
One "Delphi" Steam Circle Hoist.
One Zastrow Pineapple Slicer and Sizing Machine.
One Karl Kiefer Cider and Vinegar Filter.
One Holmes Variable Speed.
One Elgin Plunger Type Filler.
Two 4-screen Sinclair-Scott "Colossus" Pea Graders.
One Model 7 Corn Silker.
One New Peerless Tomato Washer.
All the above in A-1 condition. Write, phone or wire for prices.

CANNING MACHINERY EXCHANGE,
409 Marine Bank Building,
Baltimore, Md.

FOR SALE—Sprague Merrell-Soule Can Filler for jams, giated pineapple etc.

H. J. McCready,
210 W. 27th St., Baltimore, Md.

FOR SALE—

1 Monitor Bean Cutter.
1 Townsend Bean Cutter.

Both machines in first class condition.

Address Box A-1212 case of The Canning Trade.

Machinery—Wanted

WANTED—One Ayars Tomato Washer in good order, Write particulars.

Edgar F. Hurff, Swedesboro, N. J.

WANTED—Liquid Filler for No. 2 or No. 10 cans. State make, condition and price.

Address Box A-1204 care of The Canning Trade.

WANTED—
Two Kern Finishers.
Five 40x72 Closed Retorts.
One Sinclair-Scott Nested Pea Grader.
One 25 or 35 H. P. Vertical Steam Engine.
One Link-Belt or Jeffrey-Westcott Peeling Table Gravity Roller Conveyor.
One Model 7 Sprague Corn Silker.
One Pea Picking table.
Address Box A-1209, care of The Canning Trade.

WANTED—One Srague Can Washer for No. 2 and No. 3 cans, must be in good condition.

Address Box A-1199 care of The Canning Trade

WANTED—To buy No. 2 Standard Tomatoes for prompt shipment.

W. E. Robinson & Co., Bel Air, Md.

For Sale—Seed

FOR SALE—10 million field grown Tomato plants for sale. Chalks Early Jewell, Bonny Best, Wilt Resistant Greater Baltimore, and Stone varieties. High grade Seeds used on new land free from Nematodes. Wire or write for prices or come to our farms. Delivery in good condition absolutely guaranteed. Also offer Cabbage, Sweet Patato and Pepper Plants. Farms about 40 miles from Norfolk, Va.

J. P. Councill Co., Wholesale Growers, Franklin, Va.

FOR SALE—300 lbs. Genuine Golden Bantam Corn Seed; 1000 lbs. Bantam Evergreen Corn Seed; 100 bushels Stringless Refugee Bean Seed, 11 cts per lb. for each lot. Bags extra. Everett B. Clark's growing.

North Collins Cang. Co., North Collins, N. Y.

For Sale—Factories

FOR SALE—If you are interested in buying a Canning Plant in the heart of the Tri-State territory to can fruits and vegetables in large volume, with all modern equipment, fine transportation facilities, large acreage obtainable, and reasonable terms, address:

Box A-1140 in care of The Canning Trade.

FOR SALE—Packing Plant at Bridgeton, N. J. Well equipped. Modern Machinery. 3 acres of land. Long water front. Railroad facilities. Labor available. Available acreage. Well and favorably known in the trade. Owner retiring. Call or address,

Arthur C. Mulford, Bridgeton, N. J.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—HELP—Young man with practical knowledge of canning Peas, Corn and Tomatoes; also with sales ability. Write, giving particulars. Address Box B-1210, care of The Canning Trade.

WANTED—First-class Packer of Fancy Corn for Indiana factory, either for season or steady position if experience proves satisfactory. Write, stating age, salary and other particulars, to Box B-1205, care of The Canning Trade.

WANTED—First-class Packer of Fancy Peas for Wisconsin factory for season or steady position if experience proves satisfactory. Write, stating age, salary and other particulars, to Box B-1206, care of The Canning Trade.

WANTED—Practical superintendent processor to install tomato canning plant and operate it, in North Carolina. Address with all particu'ars,

Box B-1193 care of The Canning Trade.

WANTED—Salesman who has had experience with private label beans; who knows the market now and can sell a high class pack in the central west.

Address Box B-1191 care of The Canning Trade.

WANTED—Capable Superintendent of Peach Cannery. Canco closers.

Address Box B-1211 care of The Canning Trade.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No. 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std, Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	.90	.85
Ex. Std. Crushed, No. 2	.95	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.00	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	....	¶1.50
" f.o.b. Baltimore	1.55	1.45
No 4 Sieve, 2s, f.o.b. factory	Out	....
" f.o.b. Baltimore	1.50	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.25	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1 10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.00	1.00
Standard, No. 2½	1.40	1.50
Standard, No. 3	1.45	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.25	4.50
California, No. 2½, f.o.b. Coast	....	....
California No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	Out	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.25	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.35	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	1.07½	....
Standard 2s, f.o.b. Baltimore	1.10	....
Standard, No. 2, f.o.b. County	1.05	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.60
Standard 1s, f.o.b. County	.57½	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	3.50
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.30	2.00
Standard, No. 3	....	Out
Standard, No. 10	8.00	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.50	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s,	9.00	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.65	1.65
Standard, No. 10	8.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.70	2.35
California Stand., No. 2½ Y. C.	2.10	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	1.75	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.15	2.70
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	12.00	12.50
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.10	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.50	....
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1 30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.20	2.20

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	....	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	....	4.00
¼ Oil, Key	....	4.40
¼ Tomato, Carton	....	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	....	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	....	16.00
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 9, 1924

WEEKLY REVIEW

Better Weather Conditions Causing All Hands to Make Speed in Planting—Hope for Big Crops Abandoned — Southern Pea Pack Not Likely to Be Up to Normal—Corn Planting Schedules Badly Disarranged —Tomato Planting Begins in Earnest—Strawberry Supply Heavy.

TRYING TO CATCH UP—The past week has given us the best weather we have seen this season; that is, the pitiless pour of the pelting rains ceased as if Nature were ashamed of her weeping, the sun came out, and there was a trace of real spring warmth in the air. It is a little dangerous to say this now, because by the time you have a chance to read this on Monday morning there may come a relapse and the tears may be more copious than ever. But we hope not, for the growers are almost too busy to eat in their haste to get some crops in while the opportunity affords. Planting schedules of all kinds have been shot to pieces, for here we are galloping into the middle of June, and crops which should have been in the ground a month to six weeks ago remain to be planted. What's going to be the result? Who can tell. It must all depend upon the kind of growing weather we have from now until frost. But even with ideal growing conditions there is not much chance that normal, much less bumper, crops can be raised this season.

The pea canners are resigned to running their plants later than ever known before, and they will be willing to so run if the crops will only come through. But even though late, the pea crop and the pack cannot be what was hoped for and wanted—needed, in fact. Such fields as are out and growing show all manner of conditions, from sickly, spindly plants, with a yellowish tinge, to good, strong, healthy, well-blossomed ones; but too often all these conditions are found in one field. However, the pea canners and growers were more fortunate than some others; a majority of the peas were planted, with some trouble, but close to schedule, and are coming along fairly well. Some have been drowned out, and most have suffered from the cold weather, even from frosts. The pack of Southern peas will not be up to normal from present indications, and it is yet too early to even guess what New York State and Wisconsin will do. Indiana and Illinois and Ohio are coming through fairly well, according to latest reports.

The corn canners and growers are the ones who have been hit the hardest. The soil has not only been too wet, but too cold for corn, and what they get in, by dodging between showers and taking advantage of every opportunity to plant, as they have done, has not been benefited by the cold, wet weather. If the present warm spell covers the corn regions and remains with us, much improvement may be looked for. But the corn canners say their schedules have been badly disarranged. No section seems to have been free of the trouble, for by a strange coincidence the entire country has been visited by pretty much the same sort of weather this spring. In this section, at least, a great deal of corn can still be sown and gotten through for canning before frost. Not so up in Maine or in Minnesota and Northern New York, although even in those sections planting time has not entirely passed, but they will have to pray for a late frost.

The handicap has not been so marked on the tomato growers. Of course, in sections where they were flooded out the growers and canners feel discouraged, but in most other sections they have been able to begin and to quite well maintain their planting schedules so far. This is late of the usual starting, and particularly late this season with those who counted upon an extra early start so as to have a longer season. A great many tomato plants were lost in Indiana, as we noted last week, through severe frosts, and spots in Ohio felt the same visitation; but there is time yet to replant and recover these losses. The cool weather will help the newly-set-out plants and permit them to start well. It is, in fact, better for them than the blistering hot days which shrivel them up and weaken, if not kill, them. We understand the community plant beds, upon which the Tri-States largely depend for superior plants, are doing very well. If the next couple of weeks are favorable, there will be a very large setting out of tomato plants. Again, it all resolves itself into a question of the weather.

The first bright days and warmth have served to bring the first real flush of strawberries to market, and, as we write, they are coming to market in excellent supply, both as to quantity and quality. Possibly it looks a little larger than it is because of the long delay, but there is no question about the quality. The Eastern Shore has been rushing them to market by every boat, and they have been selling at from 5c per box up in a big wholesale way. The canners have been taking some of them; others are taken by the soda-fountain men, who put them down in barrels with sugar; and still a third class of buyers, growing larger each year, are the men who put them into cold storage, freezing the fruit until wanted. And, of course, the market stalls and homes have made heavy demands upon them, for in strawberry season people get hungry for them. The commission men seem to think that we are at about the top of the season, with some regions yet to be heard from, but it is likely to run along for another two weeks, and then rapidly trail off.

Most fruit crops in this section, and in all other sections, we believe, are in very good condition. Michigan is coming through with good crops, and expects a good yield of cherries; New York State is in the same condition, and the Pacific Coast has more fruit than it can conveniently handle under the handicap conditions under which the canners are forced to work there. The banks will not allow the canners to run heavily, but are making them confine operations to futures on their books, with little or no surplus, regardless of what the crops may be.

Canners of apples know that there is a generous carry-over of fruit from last season, that there is a good apple crop in sight on the trees, and while fresh apples remain high in price, despite this condition, they do not believe that the prices can be maintained against this season's crops. It will be well for the canners to go carefully in apples this year.

THE MARKET—Changes are noted this week in our quotations for new pineapple. There is a good demand for canned pineapple, and the canners of Baltimore have been fairly busy on it this season, but there is not the feverish market for this product which existed during the past few years. This is probably due to the lack of speculation which made this article unsatisfactory and brought unfair charges upon the canners. It was not the canners who speculated, but outside interest, and, in fact, the canners are to be credited with scotching the practice.

Small fruits, blackberries, cherries, etc., are again showing life, and changes in their market quotations are beginning to appear. No. 10 blackberries are quoted at $8.00; No. 10 sour red pitted cherries are quoted at $9.00; No. 10 gooseberries at $8.00, and No. 10 water strawberries at $7.00.

The staple articles—peas, corn, tomatoes, etc.—remain strangely quiet. It is known that the wholesalers and the retailers have sold their stocks down so low that they are forced to come to market almost every week; but they do not seem to mind coming, and they buy only enough for immediate wants, and come back again as often as necessary. The game now is to find the goods, and it is remarkable how steady prices hold in face of this fact. The canners have not learned, it would seem, to sell small lots of goods at higher prices than larger lots. They continue to let "just these little lots" go out at prices usually below the market. They have the cart before the horse and will not change.

Our market prices remain as last quoted, although many canners will not part with their goods except at prices considerably higher. In other words, these prices are really rock-bottom. Why should we quote them that way? Well, there are always some canners who are willing to be led into sales at prices just a trifle below these figures, strange as it may seem, and on actual sales these are a happy medium of the prices ruling. It is the better traders among the canners who are able to get the better prices. The moral ought to be obvious.

NEW YORK MARKET

Conservatism the Keynote—Crop Damage Reports Make Jobbers Think—Southern Tomato Canners Continue to Quote Low Prices—Early Canned Peas Have Gone Into Consumption as Quickly as Received—Eastern Corn Is Lower Than Western—Minnesota Quotes High Prices on Corn—Buying New Cherries Slowly—Peaches Are Firm—Porto Rico Pineapple in Market.

By "New York Stater,"
Special Correspondent "The Canning Trade."

CONSERVATISM the Keynote—While the statistical position of the market remains firm, in fact has strengthened, spot trading remains rather indifferent on most items. Jobbers are apparently trying to stretch their stocks as far as possible, and there is a general disinclination to stock up extensively at present prices.

Crop Damage—Reports of serious damage to canning crops in various sections of the country are being received, and some of the buyers are beginning to wonder if their old friend Pro-Rata is going to make his reappearance in an offensive manner this year. With reports indicating heavy damage to tomato plants, some members of the trade are beginning to wonder just what will be done by some of the canners who sold futures on 100 per cent. delivery contracts at prices which at the time were said to be under probable cost of production.

Southern Tomatoes—Canners continue to quote futures at 52½ cents for standard 1s, 85 cents for 2s, $1.25 for 3s, and $3.85 to $4.00 for 10s, f. o. b. cannery shipment when canned. In view of reported crop damage, a stiffening up of values would not surprise buyers. Spots for immediate shipment are strong at 57½ to 60 cents for 1s, $1.10 for 2s, $1.35 for 3s and $4.25 for 10s, f. o. b.

Indiana Tomatoes—Many canners have withdrawn on futures, because of the recent frosts. Replanting wll be necessary, and there is quite a scramble on to get additional plants. In the meantime, prices are more or less nominal.

New Peas—Southern packers have canned 1924 crop peas in a small way, and the early run has gone into consumption, there being a strong demand for standards among jobbers at the present time. Pea packing has been late in Wisconsin this year, and the plants already in the ground have been making slow progress, owing to unfavorable weather conditions. If the Southern packers are able to put up a fair quality pack, starting the coming week, they should experience no difficulty in moving out the bulk of their pack as soon as the peas are ready for shipment.

Standard Corn—Standard corn is offered for prompt shipment from Maryland canneries at 95 cents per dozen, f. o. b. Mid-western packers are quoting spots at $1.00 per dozen, f. o. b. cannery. Future Southern corn offers at 87½ to 90 cents for standard 2s, and $6.00 for 10s, with extra standard at 95 cents factory for 2s, and $6.50 for 10s.

Fancy Corn—Minnesota packers are still quoting fancy Golden Bantam at $1.65, although little is offering. Fancy Crosby on future contracts is quoted in Minnesota at $1.30 per dozen. Maine canners are not offering futures in a large way, the market holding at $1.45 for Crosby and $1.70 for Golden Bantam. Some canners who have sold rather heavily on futures are planning to cover some of their sales by purchases from competing packers.

Salmon Slow—There has been a quiet market for salmon prevailing during the past week. Pinks are again obtainable in fair quantities at $1.25 f. o. b.. In view of the nearness of the new season, it does not appear at this time as though the canners will be successful in getting the market up to $1.30, as they have been attempting to do for some tme past. Reds remain quiet, with packers predicting a curtailed pack this season.

New Cherries Slow—Demand for new pack California cherries on the basis of opening prices named late in May has been rather indifferent. There is a fair-sized carryover of cherries in California this year, and the outlook favors a good pack this season.

Peaches Firm—California peaches are meeting with a good demand, and the outlook for the new pack is favorable. Standard 2s are in good demand, and there is an active call for pie grades in the No. 10 size. Late reports indicate that the damage to the growing crop has not been as extensive as early reports stated.

Porto Rico Pineapple—No. 10 crushed red Spanish pineapple, packed for the bakery trade by H. D. Scoville Co., of San Juan, Porto Rico, is being shown in the local market, and it is probable that a quantity of the Porto Rico pack will be taken in this market during the 1924 season.

Notes of the Trade—Sherman D. Powell, of Wiley & Powell, well known canned food and dried fruit brokers of New York, was killed Sunday evening at his home at Mahwah, N. J., by the accidental discharge of an automatic pistol which he was cleaning. Mr. Powell was one of the most popular brokers on Hudson Street. He originally started with J. K. Armsby & Co., was later with North & Dalzell, and subsequently went into business for himself with "Bill" Wiley.

Fred Buehler has resigned as manager of the New York office of Fontana-Hollywood Co.

M. W. Eley, of the Van Camp Sea Food Co., of Los Angeles, is visiting the trade this week.

C. S. Griffin, of H. C. Hemingway & Co., canners of Syracuse, New York, was in the market during the week.

The Curtice Bros. Co. are establishing a branch cannery at Wilson, N. Y., where they will pack tomato pulp.

A. C. Clark Co. and the Seaboard Trading Co. are now handling local sales for the Seacoast Canning Co. Prices named on 1924 pack Maine sardines by the Seacoast are as follows: Decorated keyless quarter oils, $4.00; decorated key quarter oils, $4.50; carton key quarter oils, $5.00, all per case, f. o. b. shipping point.

Geo. E. Hyde, of Geo. E. Hyde & Co., canners of Campbell, California, is on a visit to the local trade.



CHICAGO MARKET

The Situation in Europe as Reviewed by George W. Cobb—Progress of Crop Irregular—Some Pea Acreage Abandoned —Canners Giving the Market the Benefit of Cost Reductions—Michigan Cherries Promise Heavy Crop.

Chicago, July 6, 1924.

Special Correspondent "The Canning Trade."

By "Wrangler,"

THE Market for canned foods is devoid of special features of interest. Spot goods for prompt delivery are very scarce nearly everywhere, and having bought freely of future goods of the 1924 pack, the wholesale grocers are disposed to await the report of the season's crop and of further sales to the retail grocers, and are doing but very little buying of either spot or future goods, although there is some trading on spot goods whenever any can be found.

I received a very interesting letter from Mr. George W. Cobb, General Manager of Sales for the American Can Company, who has recently returned from a European trip. A portion of his letter is of general interest to the industry, and I take the liberty of offering it for publication, as follows:

"In regard to Europe, it seems to me that conditions are better and that most of the nations have made up their minds to go to work instead of waiting longer for their legacy. As, of course, you know, comparatively few canned foods are used on the continent, and England is the only country which can be said to consume them—there the use of canned fruits is said to be three times as great as it was before the war. California fruits are in the lead, although for several years they have been obtaining some goods packed in Australia and South Africa. There is no canned corn sold in England, and such peas as are used come mostly from France, Belgium and Sweeden—Italy supplies most of the tomatoes. Canada does some business in canned foods with the British Isles, but the fruits raised in Canada are not the popular kinds. From all I could gather, the stocks of American canned foods in Europe are well cleaned up, which was not the case a year ago. During the last year the policy of buying from hand to mouth was followed, but this year some futures are being cold, with every expectation that there will be an increase.

"The British Empire Exhibition at Wembley, just outside of London, is a mammoth affair, along the lines of our World's Fair at Chicago. It is expected that this will bring many people to England from all parts of the world, and that British Empire industries will be greatly benefited and all brought more closely in contact with the mother country."

The Crops—Several canners who have called at this office during the past week have reported the progress of crop planting as somewhat irregular and a little discouraging. In Wisconsin peas have all been planted on the high grounds, but much of the acreage located in the valleys or low grounds has been abandoned on account of being too wet, and will be planted in corn later. This is going to make an important reduction in the pea-planting acreage of Wisconsin, as along lake shores, where a great many peas are planted and grown, the weather and ground have been too wet to permit seeding.

I think that the canners of the United States are entitled to much credit for a disposition on their part to reduce costs and prices, so far as they possibly have been able to do so, for the 1924 pack, and to be giving advantage to the consumers of the lower prices of raw products that they have been able to negotiate with the growers. This in spite of the fact that the price on cans is higher for the 1924 pack than it was for the 1923 pack.

The pea canners and the corn canners have not been able to make reductions in the price of 1924 canned foods compared to those of 1923, because they have not been able to secure lower prices for raw products from the growers; but in some instances have been compelled to pay more. Their prices, therefore, are on the average a little higher than those of 1923, at least to about the extent of the advance in price of cans, and with pea canners standard grade of peas has been advanced sharply because of the extraordinary demand for the standard or lower grade and the desire on the part of the pea canners to improve and elevate quality and to pack a smaller than usual proportion of the standard grade of peas.

Two articles so far have been priced for 1924 pack considerably higher than the pack of 1923. I refer to canned beets and canned Refugee green and white beans. These articles are always scarce, and for a number of years there has been an insufficient pack to meet the demand, and the caners are fully justified, by the extraordinary demand, in advancing the price of these articles.

In general as to many articles that have been priced so far of the 1924 pack, the prices named have been as low as the 1923 price, or in a number of instances very much lower than the opening prices of 1923.

These articles are as follows: Asparagus, pork and beans, pumpkin, spinach, sweet potatoes, apples, blackberries, raspberries, California peaches, California Royal Anne cherries, red sour pited cherries, Hawaiian sliced pineapple, domestic sardines, grapefruit, chinook salmon, lobster and probably one or two other articles which I have overlooked.

All of these last-mentioned articles are priced for 1924 pack lower than the 1923 opening prices, and when buyers of canned foods and other critics are disposed to blame canners for pricing canned corn and standard peas a little higher in order to cover the advanced cost of cans, they should consider wherein these numerous articles mentioned have been reducd. It is also the case that Eastern and Southern canned tomatoes are as low, or lower, than they were priced in 1923, although the 1924 price for Indiana tomatoes is just a little higher to the extent at least of the increased cost of cans than was last year's price.

The Grocers—The big convention of the National Wholesale Grocers' Association brought quite a number of visiting canners to Chicago, and it is reported that there were some important transactions during the convention in future contracts for canned foods.

The convention was a little abbreviated and confused by the intervention of Memorial Day, which shortened the convention one day and crowded its proceedings up, but it was nevertheless a splendid convention. Royal F. Clark, president of the National Canners' Association, made a splendid address, as he usually does, which was well received by the wholesale grocers. It was diplomatically and tactfully worded, and yet had the strength of earnestness and sincere conviction embodied in it.

Cherries—The big red sour cherry producing district of Wisconsin and the cherry producing districts of Michigan are reported to be promising a heavy yield of fruit, and Michigan is pricing No. 10 red sour pitted cherries, heavy filled cans, at $8.50 per dozen, f. o. b. canneries, for delivery from the 1924 pack.

Canned corn is selling very well for spot goods, and the wholesalers seem to be in the market for any good bargains that are offered in this article. This is also the case in relation to canned peas. Canned salmon is selling very slowly on account of the continued cold weather.

We have only had two good, warm growing days in the lake region since the 1st of January, but have had cold, wet weather all spring. Of course, back from the lakes, where the temperature is not affected by the water, we have had some warm and good growing weather, but north of Chicago, in the vicinity of the lakes, the season is very backward.

ST. LOUIS MARKET

Wants of Buyers Becoming More Numerous as Stocks Clean Out —No. 2 Tomatoes Demanded—Weather Reawakens Interest in Peas—Beets at a Premium—Spinach Short in Supply—Canned Foods Market Prices.

St. Louis, June 5, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

BUYING as Needed—There has been very little doing in the canned foods market recently. Distributors are covering their frequent and varied shortages, but they are not buying more than they require for immediate wants. They take a few cases at a time, and then in a day or two repeat. Most of the items bought are those that can be featured at popular prices, and this creates a demand for fair standard packs, instead of those of better quality. The shortages make the substitution of various grades and sizes which are most available. Odds and ends are picked up for the resale from the spot and other nearby centers, where the goods can be had for prompt shipment. Very often small parcels are purchased which under other conditions a large distributor would not care to purchase. The idea seems to be to carry small working stocks and get along until the new

packs arrive, without creating a surplus over present holdings.

Tomatoes—Tomatoes are dull in all sizes but No. 2s. The difference between 2s and 3s is less than usual and is getting closer, because 2s are going upward, while 3s remain easy. The smaller sizes are preferred by the retailer because they are easier sold. Gallons are dull. There appears a little more interest being shown in futures.

Peas—Few standard or fancy peas are available, but there seems to be plenty of intermediate packs. They are not much wanted, however, but are being pushed whenever possible. Futures are attracting some attention because of adverse weather reports, and when heretofore buyers thought prices a little bit high, they are now making efforts to cover, but canners are not generally trying to solicit business.

Corn—Fancy corn is scarce and higher. Standard grades are having a routine business, and there appears to be enough in the market to take care of all requirements.

Miscellaneous—Beets are scarce, and when obtainable are held at a premium. Sweet potatoes are selling better than they did, and higher prices are being asked. String beans are wanted, but are practically out of the market. Succotash is in about the same position. New pack asparagus is wanted. Spinach is firm, with supplies short. There will be no California surplus is the information received here, and the Southern pack is promising.

Fruits—California peaches are the firmest items on the market, and desirable counts when found are taken. Standard clings are firmer than choice. Stocks of all canned fruits are more closely closed up in California than at any time for many years, and it is almost impossible to get desirable assortments. Pineapples continue to attract attention. Pears are firm, but the stock is low. Cherries and berries are movng fairly well.

Market Prices—The following are quotations here for canned foods, carload lots, f. o. b. at point of shipment:

Tomatoes—	
No. 2 Standard, Indiana	$2.15
No. 3 Standard, Indiana	1.75
No. 10 Standard, Indiana	5.55
Corn—	
No. 2 Fancy Crosby, Minnesota	1.35
No. 2 Fancy Golden Bantam, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Extra Standard Evergreen, Wisconsin	1.10
No. 2 Fancy Narrow Grain, Extra Sweet, Wisconsin	1.20
No. 2 Fancy Country Gentleman, Wisconsin	1.35
No. 2 Fancy Country Gentleman, Illinois	1.35
No. 2 Fancy Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1.00
No. 2 Standard, Iowa	1.00
No. 2 Extra Standard Country Gentleman, Indiana	1.25
No. 2 Fancy Country Gentleman, Indiana	1.30
Canned Peas—	
Fancy No. 1 Alaska, Wisconsin	2.60
Fancy No. 2 Alaska, Wisconsin	2.25
Fancy No. 3 Alaska, Wisconsin	1.75
Extra Standard No. 2, Wisconsin	1.95
Extra Standard No. 3, Wisconsin	1.50
Extra Standard No. 4, Wisconsin	1.45
Fancy No. 2 Sweet, Wisconsin	2.20
Fancy No. 3, Sweet, Wisconsin	1.90
Fancy No. 4, Sweet, Wisconsin	1.60
Extra Standard No. 1 Sieve, Sweets, Wisconsin	2.00
Extra Standard No. 2, Sweets, Wisconsin	1.75
Extra Standard No. 3, Sweets, Wisconsin	1.50
Extra Standard No. 4, Sweets, Wisconsin	1.40

MAINE MARKET

Retailers Fairly Busy—A Few Cars of Spot Corn Left—Few Cars of Apples Left—No More Contracts for Future Corn—Lobster Pack Will Be Light—The Sardine Situation Has Not Improved Much.

Portland, Me., June 6, 1924.

Special Correspondent "The Canning Trade."
By "Maine,"

RETAILERS Busy—The past week has shown some improvement in the local grocery trade, though business is yet far bellow normal. There has also been a little improvement in the call for canned foods, but as Maine canners own very little spot stock of any kind this has not influenced the market. There are a few scattered holdings here, but no one owner has enough to make him anxious to sell.

There are a few lots of corn still owned by the canners, none of them amounting to more than a car. And the bad weather of the past month has added to the value of these goods, as corn is sure to be short in September. No. 10 apple probably shows a dozen cars, scattered among six or seven owners, and these goods are held today at $3.75 for nice stock. June and July are usually very good selling months for apple, so the new season will find a clean market. Some clams have been carried from the pack just closed and are priced at $1.30, the same as the opening figure. The present stock is all in 5-oz. size. This really comprises the whole of the spot stocks held by Maine canners.

Future corn is so well sold up that sellers do not care to take any more contracts under present weather conditions. After the dubious head-shavings of the past spring, there will be no double chins among the Maine corn canners for a while. The very best of weather and factory conditions from now until October will be necessary in order to insure a full delivery on present contracts; and a very slight set-back wuold mean a prorata yield from some or all canners. During this time of no-sale, of course there have been no changes reported from the prices current all through the season $1.45 and $1.70 for Crosby and Golden Bantam.

Bean canners have sold up all they can produce this season, and still the demand is strong. There has been a lack of seed, but the only effect this will have is to prevent increasing the acreage. The Maine variety of stringless beans has improved in quality and increased in sale so steadily that it is now being added as a staple by all large private-label buyers. The price has been quite firmly maintained at $1.30 for No. 2 and $6.00 for No. 10s.

The lobster question is truly a question. Sales have not been as heavy this season as was anticipated, and canners are now finding this fact a cause for rejoicing, since the pack is going very slowly and bids fair to be very far below normal. Reports returned from the canners now visiting their eastern factories indicate that it is very difficult to get fishermen and that the supply of lobsters is therefore very limited indeed—or perhaps the lobsters are so scarce that it is difficult to get fishermen. Anyway it all seems very discouraging to the canner.

The sardine situation has improved but little. The warmer weather has brought a few more fish, but the supply is still far too small to make operation profitable. Five of the factories owned and operated by the new owners of the Seacoast Canning Co., are now open, and the other six will be started up just as soon as fish can be procured. The shops now running are working on short time and no capacity business is anticipated before July.

Mr. H. L. Forhan left last week for Nova Scotia where his lobster canneries are located. Mr. C. L. Baxter, of the Portland Packing Co., has been "down east" for a couple of weeks already, waiting for the work to start up.

Mr. T. H. Johnson, of the T. H. Johnson Co., and the dean of Maine brokers, is confined to his home with a severe attack of arthritis. He is now able to get about with the aid of a cane, and will soon return to his office as usual.

Frederick B. Marston Dead—Frederick B. Marston, for many years associated with the wholseale grocery firm of Conant-Patrick Co., on Commercial Street, died suddenly yesterday morning at his home, 43 Coyle Street. He was at the time conversing with his physician, Dr. Philip P. Thompson, who had been called in to relieve him from an attack of indigestion, when he fell forward and expired.

Mr. Marston was 54 years of age and was born in Falmouth, the son of the late Seward B. and Harriet Marston. He came to Portland about 32 years ago, and entered the employ of the Conant Patrick Co., as bookkeeper. He remained with that firm until very recently, having been advanced until he became vice president of the firm.

He was married 28 years ago to Elizabeth S. Fairbrother, of Portland, who survives him, together with one son, Frederick B., Jr., of Boston. He also leaves two sisters and two brothers, Mrs. Edith Banks of California, and Mrs. Mary Chase, of Cumberland, and Charles and Harry Marston.

He was a thirty-second degree Mason, Past Master of Deering Lodge, past high priest of Mount Vernon Chapter, was a member of Portland Commandery, Kora Temple, Shriners, President of the New England Grocers' Association, and a member of the Council of the National Wholesale Grocers' Association, and also belonged to the Woodfords Club and United Commercial Travelers, and was a past patron of the Eastern Star.

CALIFORNIA MARKET

Drouth Making Trouble for the Fruit Growers—Hot Wave Adds to Troubles—Cherries Are Drying Up—Expect Tomato Prices—Beet Prices—New Packed Sauerkraut—Business Better Than in 1923 — Pear Growers Want to Go Back to Former Standards.

San Francisco, June 5, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

DROUTH Harmful—California fruit growers are having their troubles this season, and while prices promise to be more satisfactory than was the case last year, profits are not looming up very large. The drouth is having a serious effect on orchards, and many are in rather poor condition, despite efforts to secure water by pumping. Early frosts did much damage in the Sacramento Valley, and crops are badly spotted, with some varieties showing a real shortage. The latest discouraging feature is the hot wave which swept the State the last three days of May. Manager J. L. Nagle, of the California Fruit Exchange, estimates that the loss to growers as a result of the hot winds will not be less than a million dollars. The damage, he reports, is largely in Placer county, although Yolo, Solano and the Sacramento River district also are affected. Cherries have been dried up, apricots are being ripened prematurely, and some damage has been done to peaches. Canners are insisting that the fruit handled by them this year run to high grades, while Nature seems to be working to produce fruit of a small size and indifferent quality.

Tomatoes—Opening prices on California tomatoes have not been made by the large packing interests at this writing, but are expected to make their appearance early in June. The extent of the acreage is now well established, and all concerned are anxious to have prices named on futures. Considerable business has been offered, subject to approval of opening prices and the naming of these cannot well be delayed longer.

Beets—The California Packing Corporation recently put out opening prices on the 1924 pack of Del Monte red table beets, and is booking quite a business on this line. The demand for this article has been developed to a point where some territories buy them in straight carloads, and each season witnesses an increase in the pack. The 1924 opening prices are as follows:

No.	2	Tall, Whole, Tiny	$2.60
No.	2	Tall, Whole, Small	2.35
No.	2	Tall, Whole, Medium	1.90
No.	2	Tall, Sliced	1.75
No.	2½	Whole, Large	2.25
No.	2½	Whole, Extra Large	1.80
No.	10	Whole, Large	5.50
No.	10	Whole, Extra Large	5.00
No.	10	Sliced	5.75

The California Packing Corporation has also come out with opening prices on new pack Del Monte sauerkraut as follows:

No.	2½		$1.25
No.	2	Tall	1.10
No.	10		3.85

These prices are for less than carload lots for California assorted cars. For carload rail shipments, f. o. b. Kenton, Ore., the prices are $1.15, 95c and $3.45, respectively.

Sauerkraut—The consumption of canned sauerkraut has increased very materially during the past few years, and with the publicity it is being given it is anticipated that the demand will continue to grow rapidly. Deliveries of the new pack are now being made.

Business Improved—The California Packing Corporation has done a much larger business during the period from March 1 to the middle of May than was the case during the same period last year, states R. M. Barthold, vice-president and director of sales, the gain having been almost 50 per cent. "We can look forward to somewhat advanced prices on the 1924 pack of canned fruits," he said, "as it is quite evident that a higher price will be paid growers for their products than last year. If our growers will hold the price on raw fruit on a basis so that they receive fair returns on their investments, there is no reason why the canners should not be able to market the finished product on a basis that would give fair return to the growers and a reasonable profit to the canners, with a price to the consumer that will assist in the increased consumption of canned fruits and berries.

The fruit growers of California were familiar last year with the large carry-over from 1922 and with the unsettled conditions that existed, and as a result sold their raw materials to the canners at a conservative price. The result of this was that the canners made very low selling prices to the trade on the 1923 pack of canned fruits, and these facts assisted very materially in bringing back or re-creating an excellent demand. The present carry-over, although somewhat heavy, will, in the face of the present good demand, be greatly reduced before the next canning season. It is still too early to predict what the crop will be of the various varieties. Growing conditions to date have not been entirely favorable, and damage has been reported from different districts. It is reported that peaches are damaged approximately 30 per cent, while on pears the damage is light. General business conditions, on the other hand, have greatly improved, and the demand for canned fruits, at this date, is excellent and undoubtedly will continue if prices remain on a reasonable basis."

Pears—Owing to the drouth and to the fact that many canners made use of such large quantities of No. 2 pears last year at a low price, the organized pear growers of California have suggested that the specifications adopted last year be done away with and that a return be made to the former grades. Last year the specifications for No. 1 canning pears were increased from 2¼ inches to 2⅜ inches. Canners do not favor the plan of returning to the old specifications, declaring that standards must be improved, rather than lowered.

Salmon—The demand for canned salmon seems to be keeping up well in this market. Holdings vary quite widely as to quality, and prices run a wider range than usual. Pinks are in special demand, with large concerns in the market again to replace stocks.

The Oregon Fish and Game Commission is commencing to restrict the taking of crabs and clams, and efforts are being made to limit the quantities taken by tourists and residents, as well as by commercial fishermen.

Prof. E. L. Overholser, of the Division of Pomology at the University of California, left late in May for England as a delegate to the Fourth International Congress of Refrigeration, to be held in London. He is considered an authority on this subject and has frequently addressed meetings of California fruit growers and canners.

WHAT THE BROKERS SAY

Aberdeen, Md., June 4, 1924.

Tomatoes—The continued cool and rainy weather has caused a decidedly firmer feeling among the packers, and it looks now like the acreage would not be nearly as large as was anticipated earlier in the season. Farming in this section is at least four weeks behind schedule time, due to the excessive rains, which have kept the ground too wet for cultivation. Offerings of future tomatoes are not as liberal as they were some time back. On the other hand, jobbers are resting easy, awaiting developments. The spot market is somewhat firmer. The two mixed cars offered in our last circular were quickly snapped up. We can still buy a limited quantity of future tomatoes at 55a57½c for 1s, 85a90c for 2s, $1.25a1.30 for 3s, and $3.90a4.00 for 10s, all f. o. b. respective shipping points, for shipment when packed.

Corn—Spot corn is getting pretty well cleaned up. The weather conditions above referred to are seriously interfering with the corn planting. The packers of fancy whole-grain shoepeg corn aim to have their corn planted at intervals, so that they can handle it as it matures. The backward spring has upset their calculations, and will keep them hustling to get up a fair pack of fancy quality. In spot corn we have standard shoepeg at $1.15, extra standard at $1.25, and fancy at $1.50. We can buy standard crushed sugar corn at 90a92½c, extra standard at $1.00 per dozen, under packer's label.

For future delivery we can buy standard shoepeg at $1.25, extra standard at $1.25, fancy at $1.35, and standard crushed sugar corn at 90a95c, f. o. b. factory.

Vegetables—We quote No. 2 Early June peas, No. 4 sieve, for shipment when packed, at $1.20. No. 3 sieve at $1.30, No. 2 sieve at $1.50, No. 2 soaked peas at 67½a75c, No. 2 spinach 3s at $1.45. 10s at $4.25, No. 2 sauerkraut at 80c, 3s at $1.10, No. 2 mixed vegetables at 95c, No. 2 soaked lima beans at 85c, No. 1 tomato pulp at 57½c.

C. W. BAKER & SONS.

What Canned Foods Distributors are Doing

Jobbers Want Revision of Canned Foods Contracts—Association Has Not Attempted to Intimidate Manufacturers to Prevent Sales Direct to Other Dealers, Says Herscher—Express Rates Lowered.

WANT Contract Modified Wholesale grocers plan to seek further modifications and revisions in the present form of canned foods contract, according to the report of L. W. Mallory, chairman of the contract committee of the National Wholesale Grocers' Association.

"Some of our members," the report reads, "may be disappointed at the apparent inactivity concerning canned foods contracts, but suggested changes (and there are a number of them), have not been placed before various canners' committees for the very good reason that the question of "swells" guarantee, which at last has been agreed upon by our conference committee and that of the National Canners' Association, has occupied the center of the stage since the 1923 convention held at St. Louis.

"Suggested changes in present form of canners' contracts were presented for the use of your president and secretary prior to the meeting of the National Canners' Association, held at Buffalo, January 21, but were not submitted for consideration of the canners' contracts committee, as the time was well occupied with consideration of the swells problem. The data concerning proposed changes are still available for the incoming chairman of your contracts committee, subject, o, course, to such additions or omissions as he may consider proper and advisable."

Morey Heads National—John W. Morey, of the Morey Mercantile Company, Denver wholesale grocers, was elected president of the National Wholesale Grocers' Asssociation for the coming year. Austin L. Baker, of Eldridge, Baker & Co., of Boston, was elected first vice-president; O. J. Moore, of the O. J. Moore Grocer Co., Sioux City, Iowa, was elected second vice-president; and Roy L. Davison, of M. O'Connor & Co., of Indianapolis, third vice-president; Sylvan L. Stix, of Seeman Bros., New York City, was again chosen as treasurer.

J. W. Herscher, of the Hubbard Grocery Co., Charleston, West Virginia, retiring president of the National, spoke of the service which the association has rendered the trade and consumers alike. By service, he said, the National means the greatest help to jobber, manufacturer and retailer alike. "We have shaken off the shock of a post war debacle which mercilessly swept all before it," he said, commenting on business conditions, "but we find ourselves still confronted with the necessity of getting back to that condition of normalcy from which we departed so many years ago. First, I firmly believe that one deterrent to our efforts to get back to the 'good old days' is the present high rate of taxes. There is no doubt that reduced taxes will release for productive effort many millions of dollars, and it is with great earnestness that I urge you to continue to present to public officials reasons why our present tax rates should be reduced. Now, as to the trade association and the place which it occupies in our great commercial structure. The trade association is so interwoven in our business fabric, it is so much a part of our industry, that as Secretary Hoover says, 'It has become an important business institution.' A trade association has been defined as an organization of producers or distributors of a commodity upon a mutual basis for the purpose of pomoting the business of its branch of industry or commerce, and improving its service to the public. A trade association lives and progresses only to the extent that each individual member contributes to it unselfishly and in a spirit of co-operation for the general good of the industry and the public. Our aim is to be of benefit not only to the various interests in the food trade, but also to the public, and this is an object in which we have been especially succesful, by reason of our vigorous advocacy of pure food laws and statutes compelling honest weight and measure. Toward such ends as these we must earnestly co-operate with other organizations, maintaining meanwhile our independence and individuality. So far as our association is concerned, every manufacturer now, and always has been, absolutely free to sell his products to any person or companies whatever, and in any way that he deems best. The association is not opposed to direct selling by any manufacturer nor to direct buying by any dealer, but it most unequivocally holds to the belief that the wholesale grocer offers at once the cheapest and most efficient facilties for distribution, and when the nature, extent and value of the wholesale grocer's services are fully understood by mnaufacturers and producers, they increasingly and naturally choose the medium that is cheapest for them. Irrespective of this association's attitude, manufacturers understanding the difficulties and expense of the work of distribution will inevitably use the wholesale grocer, theorists and inexperienced reformers to the contrary notwithstanding."

Better Containers—Steady improvement in the matter of containers for shipments of canned foods and other groceries is being made, according to a report by A. E. Ayres, chairman of the containers committee of the National Wholesale Grocers' Association. The committee received full co-operation from shippers and manufacturers during the past year, but received no voluntary help or co-operation from wholesale grocers. "We have carefully watched the freight classification supplements for any provisions affecting our business, but nothing developed along this line needing attention insofar as shipping containers are concernd," the report concludes.

I. C. C. Orders Express Reductions—The Interstate Commerce Commission has announced an amendment to its recent order calling for lower freight rates on foodstuffs. Its latest amendment becomes effective June 21, and directs reductions in express rates on fruits, berries, vegetables, butter, and eggs in carloads. The amended order provides that the new rates will not exceed those in operation October 12, 1920, a reduction of approximately 10.7 pr cent. In its order the I. C. C. says: "It is ordered that the order heretofore entered in said proceeding on November 10, 1923, insofar as it pertains to commodity rates applicable to the interstate transportation of articles of food by express, and as amended by further order entered in said proceeding on January 14, 1924, be, and it is hereby, further amended to read as follows: That the several respondent carriers of express traffic, according as they participate in the transportation, be, and they are hereby, notified and required to cease and desist, on or before June 21, 1924, and thereafter to abstain from publishing, demanding or collecting for the interstate transportation of fruits, berries, vegetables, butter or eggss, in zones, insofar as commodty rates are now applicable thereto, rates which shall exceed those prescribed in the next succeding paragraph hereof. It is further ordered that the said respondents, according as they participate in the transportation, be, and they are hereby, notified and required to establish, on or before June 21, 1924, upon notice to this commission and to the general public by not less than five days' filing and posting in the manner prescribed in section 6 of the Interstate Commerce Act, and thereafter to maintain and apply to the interstate transportation of fruits, berries, vegetables, butter and eggs, in carloads, by so far as commodity rates are now applicable thereto, rates which shall not exceed those in effect on October 12, 1920, from and to the same points."

Buys Cleveland Piggly-Wiggly Stores and Rights—The Missouri-Illinois Stores Company, which bought the Piggly-Wiggly stores and franchise rights in St. Louis last year, has taken over the eight Piggly-Wiggly stores in Cleveland, together with franchise rights for that city. George Wearen is president of the Missouri-Illinois stores, and plans to expand the Cleveland end of the business, which is now under the management of Thos. Good, former Washington, D. C., Piggly-Wiggly general manager.

The Southern Tier Wholesale Grocers' Association held their annual spring meeting at Binghampton on June 4. Speakers before the meeting included Dr. Lewis Haney, director of the bureau of business research of New York University, and Phil C. Staib, president of the New York Wholesale Grocers' Association.

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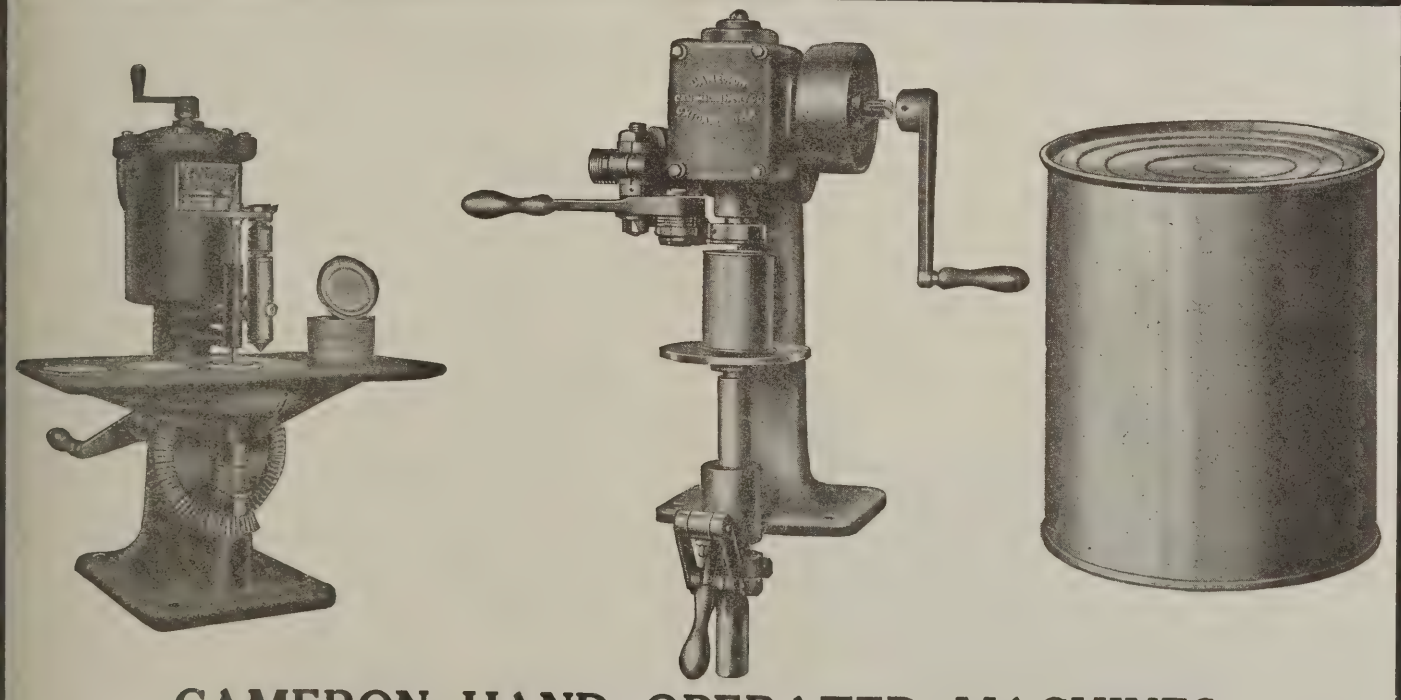
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This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

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Are people familiar with your brand?

Goods well displayed are half sold, and actual tests prove that good looking counter displays (silent salesmen) will positively increase sales.

How many brands of Canned Foods are actually called for by name? And isn't it true that crowded shelves confuse the purchaser so that the grocer's suggestions are usually accepted.

Why not let people become familiar with your label and ask for your brand by name? An attractive counter display will bring your can off the shelf down on the counter where it can be seen by everyone entering the store.

We have made a study of this subject and originated some particulary successful displays. May we plan one for you?

The U.S. Printing & Lithograph Co.

CINCINNATI, 80 Beech St.
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SMILE AWHILE

CURRENT NEWS

"How come you are wearing such ragged clothes, Jim?"
"Lost my others in a financial panic as it were."
"I haven't heard of any disasters lately. Wotzis?"
"I went in swimming in the river last week and left my clothes on shore. It rained while I was bathing, the river rose and . . . . well, the bank went under."—Sun Dial.

WINS THE CASE

Patrolman—Your honor, this feller got tired of havin' his wife's relatives livin' in his house, an' he's charged with kicking 'em out and chasing 'em ten blocks wit' an ax.
Judge—Take him away. I have no jurisdiction over the awarding of hero medals.

INCREDIBLE

He—Did you ever see a corn-husking bee?
She—No, and I don't believe any bee can do it.

A REAL GRUDGE

Newspaper Man—You're sure this scrap between the Battling Kid and Knockout Bangs is a real grudge fight?
Promoter—Yup—Bang's wife divorced him and married the Kid.
"Oh, Knockout intends to take it out on the Kid?"
"Naw—Knockout will try to defend himself."

MISSING

She's dead and buried now, I ween.
For some few years she has been missed.
We have the girl who's sweet sixteen,
But where's the one who's ne'er been kissed?

AH, YES

Newsboy—Paper, mister?
Professor—Why, yes, I believe it is. So it is. Curious, isn't it? Good day.

WHY, OF COURSE

"With all due deference, my boy, I really think our English custom at the telephone is better than saying 'Hello!' as you do."
"What do you say in England?"
"We say: 'Are you there?' Then, of course, if you are not there, there is no use in going on with the conversation."—Continental (Chicago).

AGREEABLE ALL AROUND

Mistress—Is my bath ready, Clara?
Maid (no reference)—Why, this ain't Saturday night.
"How dare you? I bathe twice a day, of course. I don't want a maid as ignorant as you seem to be. Leave my employ."
"I'll go, all right. I don't want to work for nobody who needs a bath as often as you seem to."

TOO GOOD

"No man can kiss my daughter and get away with it!" stormed her father.
"But I'm not trying to get away," protested her suitor. "I came back for more."

AN EPISODE

A maiden got my hand and heart,
A banker got my note,
The preacher got my name in full,
The landlord got my goat.

The moving man got all my cash,
The lawyer got my wife—
Thus ends another episode
In struggling through a life.

—James A. Sanaker.

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

WANDERINGS AND WONDERINGS—Wonder how some of our canner friends would feel if their oratorial efforts at a canners' convention were referred to by us as have been the remarks of "Keynoter" at the recent Cleveland Republican Convention by the daily papers?

We have heard of "panned" fish, but never of one so thoroughly well done as this unfortunate Burton, who delivered the extemporaneous address so carefully prepared for him, unless it be his brother, who had the task of nominating the next standard-bearer of the Republicans, who had been denominated many months ago by said standard-bearer.

Will the docile and bovine-like voters of this great land of the free and home of the brave accept the evasive, featureless, peace-with-all-men-at-any-price platform which the marionettes of this convention presented them, and vote for it next November? They will.

And at next week's convention in New York city will the other team (the two great parties are playing the same game, with one "in" or at the bat and the other out) nominate the man the people want, or do as their political bosses tell them and name some man who is bloodless, spineless, with milk-and-water principles, or no principles at all, so that he will not alone be subservient to the politicians' wishes, but so that no one can take exception to him because of his opinions (having none), and he may therefore attract the votes of everyone? They will, and with a platform as devoid of any real question of moment as this Cleveland platform.

The two parties, the Republicans and the Democrats, should be merged, or at least such of each party as endorse the actions (save the mark) of these two conventions, and the party be called the Morons; and then there should be formed a new party of men of intellect and decency, with the strength of character to face the needs of the country and not be ashamed to name them, stand for them and then see them through. Phariseeism has shown its ugly head at regular recurring intervals since the earliest days of recorded history, but it has never accomplished anything except disaster. It now influences both old parties. The great mass of this fine, young nation, however, is not tainted with this curse, and it ought to be able to throw off this attack if it move quickly and more completely than ever was done in the past, and to work free of the cowed condition into which these liars and hypocrites have thrown them by their pretended right to govern all morals and all lives.

If either of the so-called great parties had a spark of manhood about it, it would undertake this emancipation now and at once, for all the country recognizes the dire need of this right now. But neither has the grit, and so we see the farce we have seen, and will again see next week. God give us men in this our hour of need.

Lest you forget: The Scribes were the students of the old Mosaic law, and the Pharisees the enforcement agents of it, and they preached the letter of the law and nothing else, never the spirit. While they preached observance of the law, morality and honesty, they robbed and outraged and enriched themselves, ruling with an iron hand in the name of morality, and it was Christ Himself who said of them: "Woe to you, Scribes and Pharisees, hypocrites." Can you see no counterpart of this in these days? If you cannot you must be blind. In the days of Christ they ruled from behind, and played upon the ignorance of the masses, even inducing them to put Him to death. Today they are playing upon this same ignorance, and have brought the country to a degree of depravity and degradation that no one ever thought possible.

Put your ear to the ground and you will become aware that while we may have been wondering we have not wandered so far from the best interests of this and other business as might be supposed.

IS HAND TO MOUTH BUYING HERE TO STAY? asks The Literary Digest of June 7th, and then goes on to prove, apparently, that it is. Commenting upon this, President W. H. Killian, of the Baltimore Canned Goods Exchange, says in a letter to us: "This article certainly reflects the present state of mind of the canned foods buyer, just as it seems to have impressed buyers of more stable merchandise.

Stable merchandise can be manufactured as the need and demand arise, when the hand to mouth buying becomes a fixed practice, as this writer seems to intimate it will become. But it is going to be an entirely different matter when it comes to the preservation of food crops for the consumers' use during the closed seasons. In other words, if "hand to mouth buying" is going to become a fixed policy among canned foods buyers, it will not be very long before the canner who finds no opportunity to sell his goods as futures, or even as packed, will be forced into the position of a speculator, and sooner or later a lot of them will be eliminated because of unprofitable speculation, and the result will be that production will narrow itself into fewer hands, both among growers and canners. When the canned foods buyer precipitates such a condition and finds himself restricted to fewer sellers who are able to operate under such conditions, we seriously doubt if the consumer will be benefited by such a policy."

It is certainly a thought well worth serious consideration. Our old friend the banks, in their usual short-sighted methods, have been urging all buyers to this style of hand-to-mouth buying, and business generally, not alone the canned foods business, has come to this condition. It will bring a whole train of evils behind it, just as certain as can be. If every man waits until his immediate needs before buying, business must of necessity be slowed down, stopped and not easily started again. Employment will become spasmodic, irregular and lacking in wherewithal to buy; equipment, carriers and roadbeds neglected and allowed to deteriorate; and the banks, these money-changers who are so solicitous of their own welfare, will find that, instead of saving, they are losing their investments by making them unprofitable and too expensive to maintain on a hand-to-mouth policy. In other words, these bankers in striving to force quick and frequent return of the money through their hands, will find that they are trying to keep going the ponderous machine of production, now grown to enormous size in this country, with but a drop of oil, and that this cannot be successfully done.

This policy, inaugurated by the banks, is nothing but a heinous crime, even though it be committed in blindness, against all business, against all labor, against all capital, and so ultimately against themselves.

And it is particularly unjust towards all food matters, and canned foods especially. The food producers of the world are entitled to every consideration of the rest of mankind, most of all the bankers, who produce nothing, but take their profits from the earnings of all others. Prosperity must always be at its height when the food raiser, who perforce must invest his capital in lands, and seeds and farming implements, and then wait many moths for Nature to produce the crops, when these food raisers can market their crops promptly and get back their investments, to be reinvested in further food operations. If they are to be forced to carry these crops, after having carried the investment during the growing season, until the people eat the crops in small lots; if they are to be forced to wait for the return of their money in driblets, they will not be able to carry on their all-necessary work, and disaster will overtake us. And it is not fair to them. They are entitled to more consideration and to better treatment.

And so it is with the canner who takes these crops from the growers and puts them into cans, where they can be held, in perfect condition, to supply the needs of the people all the year 'round. Why should these benefactors of humanity be made to carry the whole burden until the pleasure of the buyers? Why should not the men handling these products be willing to stand their share of this carrying, at least to the extent of making known the amount of their wants to cover at least a goodly part, if not in fact the whole year, up to next harvest? And why is there a wholesaler if he is not to wholesale?

The public has a right to complain of the middle man and the profit he takes on the goods, if he merely takes them from the manufacturer or producer and hands them to the consumer. But if he gathers these products in a wholesale way, and stores them in his warehouses against the needs of his customers, then he is entitled to pay for his service, and the world will not begrudge him it.

The chain store, we know, does not buy in wholesale lots, but only in small quantities to cover immediate wants, and the wholesaler says that this being so neither can he afford to buy largely, carry the goods and compete with the chain-store. The wholesaler berates the chain-store and is fearful of this competition, but if he could see through a ladder he would realize that in this very act the chain-store lays itself open to annihilation. The chain-store could no more operate without canned foods than could any other grocery; they are an absolute necessity to him. If, therefore, the wholesale grocers bought their year's requirements in canned foods, in less than no time they would leave the chain-stores without a supply. This is not visionary. When the big meat packers get back into the business of canned foods distribution they will buy in these huge amounts, and they will leave the wholesaler stranded, just as they often did before, and the chain stores and the wholesalers will have to buy their full requirements if they want anything but the culls and leavings. There will be no hand-to-mouth buying of canned foods when these business men begin again to operate. And they will soon again be back in the game. But why wait for that? Why cannot the wholesaler see how to play the game and put the chain-store on the defensive?

Why? Because they do not want to. When the Concent decree was signed they held a little love-feast with their hated enemies, the chain-stores, as they did when the flat allowance on spoiled canned foods was hottest.

They owe this consideration to the growers and to the canners, but the American, in his quest for dollars, has never been thoughtful of the future. He'd kill the goose that lays the golden eggs, and he'd eat the eggs rather than set one of them to hatch another goose; and he is doing it now in this hand-to-mouth buying.



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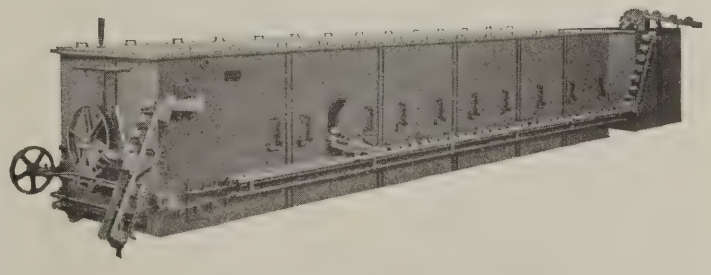
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Conference on Pea Growing at Madison

Experts on Pea Growing Confer at Madison, Wisconsin—Better Seed and Disease Troubles Considered—The New "Horal" Pea Resistant to Root-rot—Work to Combat the Aphis.

MANY interesting facts in regard to new varieties, pea diseases and insects and their control, and the tests for better fertilizers were brought to light at the Conference for Project Leaders and Others Associated with Canners' Problems, held at the Wisconsin College of Agriculture, Madison, Wisconsin, May 28.

R. A. Moore, veteran pedigreed seed breeder of the college, spoke about the breeding work that was being done on peas. He said that this work had been in progress for the last 15 or 16 years. The object has been to get a pea that would be uniform in blossoming, pod production and ripening. Weevil trouble at the Madison station caused the removal of the work to the Ashland station, where the work has since been in the hands of E. J. Delwiche.

One of Professor Delwiche's latest discoveries at the northern station is the hybridized pea, called the Toral. This was secured by crossing the Horsford and the Alaska. The new pea is resistant to root-rot, high in yielding power, but so far has not been fully tried out for canning purposes. It is now in the hands of a group of canning companies, and will be given more extensive trials this season. Altogether about 130 bushels of the Horal peas will be planted this year, and the crop will be carefully harvested in order to save the product for planting next year. As time goes on and the supply increases, each year more and more of the variety will be used for canning.

Mr. Moore is very optimistic about Wisconsin's opportunity to produce seed peas. He feels that the state can produce seed peas just as well as the western states.

Aphis Week—J. E. Dudley, of the United States Department of Agriculture, who has been doing cooperative work on eradication of the pea aphis, explained the work of the past, and told what they were doing this year in an attempt to find the most effective means of exterminating this pest. He claimed that the aphidozer used last year collected as high as 86 per cent of the insects. The work being done this year is along two lines. First, the actual control with aphidozer and insecticides, and second, a study of the biology and ecology of the pea aphis will be made. An effort to find the most economical dusts for control is being continued this year. Trials of this sort are to be carried on in several of the states. The workers want to find out in what sections of the country the pea aphis is serious, where it can be controlled, and where its natural enemies are the most numerous, in order to determine if it is possible to predict the likelihood of aphis injury.

In greenhouse tests Dudley said that the Admiral pea proved to be quite resistant to the aphis, while the Alaskas and varieties of sweets other than Admiral were not so resistant.

Among the natural enemies of the pea aphis are the lady bird beetles, syrphid flies, internal parasites had fungus diseases. Just whether the ravages of the pea aphis has an effect on the quality as well as the yield will be determined experimentally by Dudley and his assistants this year. Three acres of peas constitute the experimental plots in use at Columbia, Wisconsin, this season. Both Alaskas and sweets will be used in three different ways. One-half acre of each will be infested, one-half acre of each kept uninfested, and one-half acre of each left untouched. The total yield received from each plot under the different treatments will be recorded and a certain percentage canned and tested for damage to quality.

Dudley reports that they were able to save 90 per cent of the predators, such as the lady bird beetles, which became captives along with the aphids when the aphidoder was used as a means of control. The predators were returned to the field, where they could resume their inroads on the aphids. He also reports that it was found last year that blackbirds are natural enemies of the pea aphis, eating the insects in large numbers.

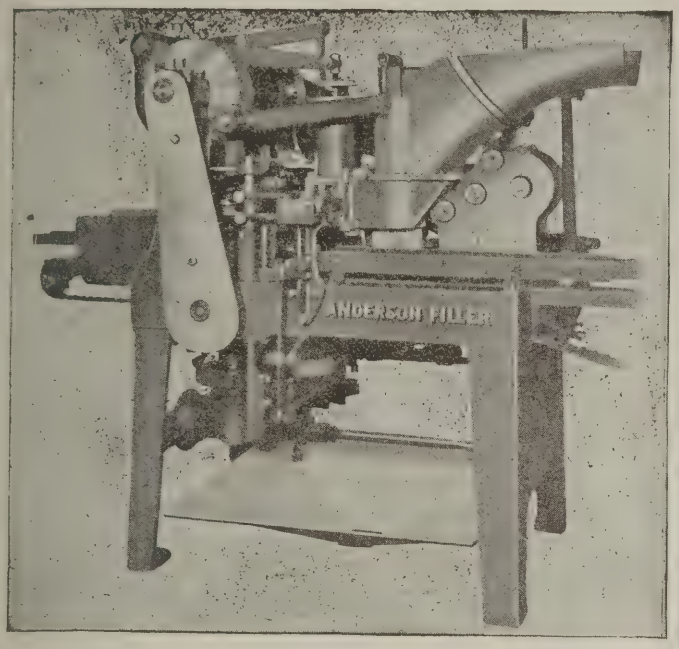
That the experimental work on fertilizers for peas is very difficult to carry on was the opinion expressed by A. R. Whitson. He gave three reasons for the difficulty. They are (1) different stages of harvesting; (2) the succulent nature of the plant, and (3) while good results may be gotten on one piece of ground by the use of phosphorus or some other fertilizer, this does not indicate that like results will be obtained on other plots. A few days difference in harvesting results in a great variation in resulting yields from plots.

Whitson explained that peas use considerable potash. He said that manure contains a high proportion of potash, so is a good fertilizer to use for peas. He reported that letters had been sent out to pea growers by W. E. Nicholoy, secretary of the Wisconsin Canners Association, advising the use of phosphate fertilizers.

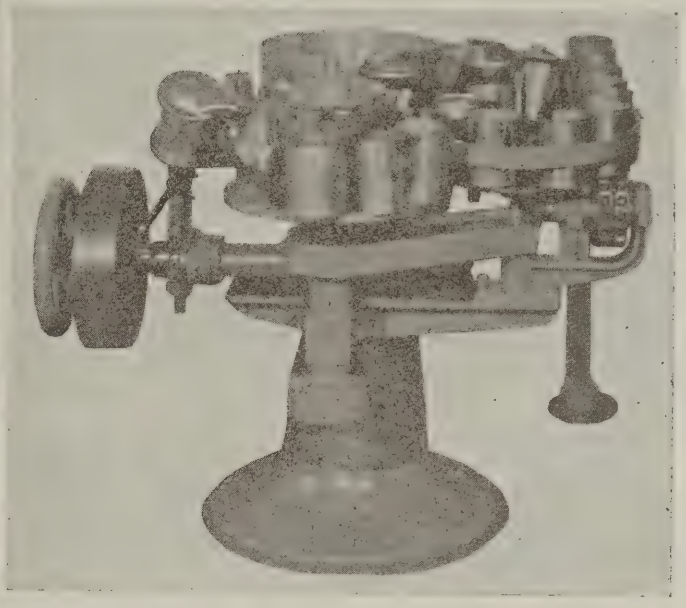
Not much experimental work on the use of fertilizers for peas is being done in the state this year, because of a shortage of help on the state soils staff, which made it impossible to place anyone on this kind of a proposition. However, H. L. Musbach is carrying on experiments at three places in the upper part of the state.

Root-Rot—Dr. F. R. Jones, of the Bureau of Plant Industry, introduced the subject of the pea root-rot survey for 1924. He explained that the root-rot is a fungus disease which causes the roots and lower stems to shrivel up. According to Jones, crop rotation will continue to be the important control. A preliminary survey indicates that the fungus may be present in all localities, and that it develops rapidly with the intensive culture of peas. Root-rot seems to spread more readily in soils that are retentive of moisture. Over 30 canning companies have subscribed a fund which will be used to cover the expenses of M. B. Linford and some assistants, who will go with the field agents of those companies into their pea fields to aid them in discovering root-rot in its early beginning, before it has caused much damage, and advise with them re-

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THE FILLER



THE SYRUPER

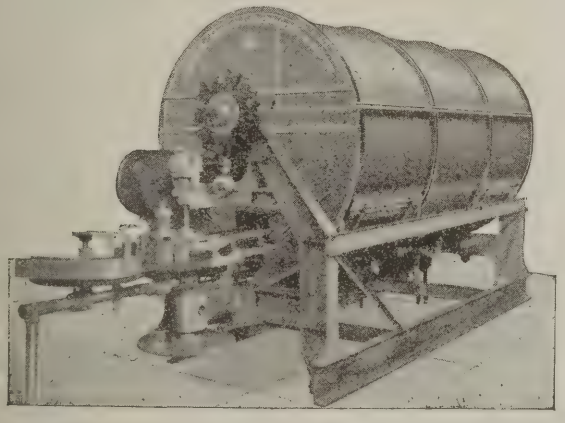
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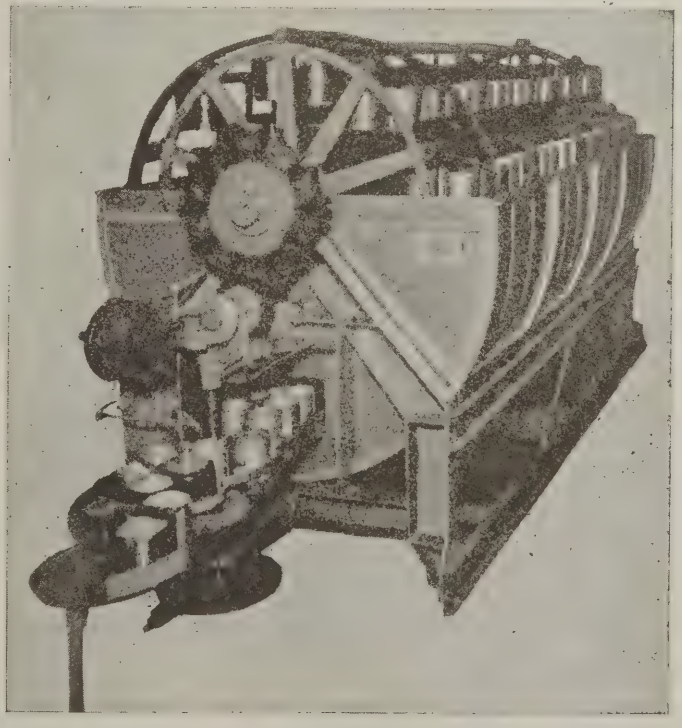
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garding the future use of such infested land for pea growing. Nearly 12,000 acres of peas will be inspected this season. It is anticipated that this service will not only be of considerable value to the subscribing companies, but that through this survey new phases of the problem will be found, especially the relation of soil types and drainage to the severity of the disease and the length of rotation necessary to prevent injury from it. Mr. Linford will work upon such problems during the winter.

Inoculation—A plan to get a general distribution of pea inoculation this year is being followed by the University of Wisconsin agricultural bacteriology department, under the direction of Dr. A. L. Whiting. Some of the inoculation is done by the experiment station, some by the canners and some by the growers. Whiting reported that between 11,000 and 12,000 acres of peas enter into the projects under way this season. In all 34 companies are using pea inoculation, the main stations being at Cobb, Temple and Gillette. In Portage county some experiments are being made by the county agent.

Whiting stated that good seed peas on which inoculation has been used are being grown at Fond du Lac, Beaver Dam, Lake Mills and Ashland.

Large quantities of liquid inoculation were sent out this spring to factories where a large amount of inoculation was to be used. In quite a few places Whiting says commercial cultures will be tested out beside the agricultural college cultures.

Whether there might not be some decided advantage in repeating inoculation was the question raised by Dr. K. F. Kellerman, of the Bureau of Plant Industry. Dr. E. B. Fred, of the Wisconsin College of Agriculture, replied that in the case of one soil type which had peas on it for 20 years inoculation of the seed doubled the crop.

Prof. R. L. Jones summarized the work of the conference and stated that it was 14 years ago when he was first called to Columbus by the Columbus Canning Company to investigate pea diseases. He said that the conference was the best balanced of any he had ever attended, in that every phase of the pea situation had been touched, experiment station, government and commercial interests being represented.

W. E. Nicholoy, secretary of the Wisconsin Canners Association, expressed appreciation of the efforts of the college to help the pea canners with their problem. He pledged greater co-operation on the part of the pea canners in any work the college and experiment station might want to do to solve their problems. He praised the Canners' Short Course last December as one of the best agencies for getting the canners themselves to see what was being done for them by the college and experiment station.

Dr. C. G. Woodbury, director of the Raw Products Research Bureau of the National Canners Association, also expressed his appreciation of the co-operation manifested in the conference.

The conference was presided over by R. E. Vaughan, of the plant pathology department of the University of Wisconsin. Others present besides those already mentioned included Dean H. L. Russell and C. L. Fluke, entomologist of the Wisconsin College of Agriculture.

Plans for a field day late in June were discussed by those present at the conference. On this occasion observations on root-rot, pea aphis and inoculation experiments will be made.

AS THE CROPS NOW APPEAR.

Rochester, N. Y., June 6, 1924.

My Dear Judge:

Replying to your letter of June 3rd, our weather conditions here have been very bad, and have seriously delayed the planting both of peas and corn. The season throughout the state is from ten days to two weeks late. According to my best advice, all of our contracted pea acreage, with the possible exception of a few hundred acres, has been planted, and such peas as are up are doing very well. although of course in many sections these are very backward. It is felt, however, that the late planting will cut down the yield considerably.

The prospects for cherries are very promising, while Baldwin apples do not look very well, although Greenings are quite satisfactory.

You may be interested to have the final statistics for the prospective acreage of our main vegetable crops. These are 36,353 acres for peas; 23,191 acres for corn; 12,276 acres for tomatoes, and 6,132 acres for green and wax beans. You will note that the acreages given for peas and tomatoes are considerably lower than the estimates of the U. S. Government, whose figures are based to a too great extent on guesswork and averages.

While our pea acreage was increased this year about 4,000 acres, it is our belief that because of the weather conditions and late planting New York's pea pack this season will not exceed that of last year.

Cordially yours,
JOHN P. STREET,
Secretary.

Crop Potentialities in Maryland and Delaware on June 1, 1924.

Rain! And more rain!

Our frog remarks he'd rather be a toad and liv on the vapors of a cellar than to dwell longer in th open unless someone shuts off the incessant drip.

Fields are water-soaked. Roads muddy.

There's no disguising the fact that the farmer are pessimistic. Dry weather would go a long way t rehabilitate their courage.

No little apprehension is felt concerning the out look. Three weeks behind in their work; plowing an planting not more than half accomplished in som portions of these States. That's the story briefly.

The cry is for sunshine, and more sunshine.

The continued hot weather has made insects ver bad. Caterpillars reported chewing up the leaves o the apple trees. So many insects never known befor is the way the farmers put it. Sussex county, Del. reports all vine and garden crops nearly destroyed b the hordes of insects; great damage being done t sweet potato plants. Wheat fields condition irregular spotty; many good fields abutting many poor ones Some hardly worth cutting. Highlands crops mostl good. Lowlands show bad color and choked wit weeds. Fly doing some damage. Wheat headed i the southern and central counties. Production thi

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year will be short of last year, due largely to heavy decrease in acreage.

Moderate and desultory planting of corn continues, but not as much as half the acreage has been planted. One of our best correspondents writes that not in forty years has corn planting been so late in his county.

Reports as to hay vary. Fields mostly weedy. Outturn is spoken of as uncertain, but farmers seem to agree that without more rain the hay crop this year will be a whopper compared with that of 1923 season. Some difficulty reported in saving after cutting. In Harford county prospect is somewhat reduced by bad set of timothy and clover. Clover—the scarlet kind—in many counties was never better. Alfalfa, where cut, making good yields. Pastures show up good to excellent.

Much of the rye crop has been cut. Condition good.

Oats planting seriously hampered by the cool, wet weather. Less acreage may result than last year. Where up, oats is doing well.

Barley is making good on a slightly larger acreage.

Tobacco planting checked by the unseasonal weather. Plants are late; setting out has hardly begun. A larger acreage is expected this year. Wildfire reported in beds in Charles and Prince Georges.

Transplanting of tomatoes greatly delayed. Not so many set out yet.

Potatoes only partly planted. On Eastern Shore prospects fair to good. Growing slowly; stands difficult to get; some rotting. Season very backward.

Green peas for canning look good. Podding in southern counties; blooming elsewhere. String beans in Anne Arundel are said to be very poor.

Strawberries ripening under difficulties. On June 2 Maryland was 1,145 carloads behing last year to same date in her shipments. Delaware 500 carloads behind.

Cucumbers, watermelons, canteloupes at least three weeks late. Much replanting necessitated. Stands not good. Prospects only fair.

Farm labor short and inefficient. Industry and public works absorbing labor from the farms at wages the farmers say they cannot pay. On June 1 about 80 men available for farm work for every 100 needed.

Cattle are improving in condition with improved condition of pastures.

Issued June 9, 1924, by John S. Dennee, Agricultural Statistician for United States Department of Agriculture, Division of Crop and Livestock Estimates.

(Note.—The above covers conditions as of June 1, though issued on the 9th. Since then there have been many heavy rains—June 8th a veritable deluge, with severe damage from wind and lightning in all this section.)

Ames, Iowa, June 5th, 1924.

Iowa has experienced the dryest May in upwards of half a century, according to government reports. The rainfall is 65 per cent below normal for the month. It has also been cold, the temperatures averaging 5 degrees below normal for the month.

Considerable of the early planted field corn has rotted, requiring replanting, and the same is true, though probably to a lesser degree, for sweet corn, as it was planted later.

The usual storage of moisture in the soil has not taken place, the effect of which may become apparent in the hot months of July and August.

A. T. ERWIN, Truck Crops Section,
Agricultural Experiment Station.

Indianapolis, Ind., June 4, 1924.

Since our bulletin of May 22nd we have had but two days of sunshine in Indiana, which were May 30 and May 31, United States weather bulletin reports a frost May 30th, the latest on record in Indiana. The last two days there has been a downpour of rain. We have heard of one packer on the Ohio River who has his tomato acreage set about 75 per cent, while those north of Indianapolis, where most of the factories are located, are hardly 25 per cent set, or rather reset, as the freeze caught their first setting.

Corn is in worse shape. Some packers in the southern part of the state are 40 per cent planted, whereas in the northern part of the state packers claim that their acreage will have to be replanted.

Peas are in bloom in several sections of the state with the vines very small and stunted, yet peas are apparently in better shape than any other canning crop by far. Our green bean packers tell us they have not had an opportunity to plant as yet, and this is an eight weeks crop.

We are entirely sold out of spot No. 2 and No. 3 tins tomatoes, and have been unable to locate a single car or mixed car of same in the state.

Our packers are entirely cleaned up on standard and extra standard corn, excepting one lot of extra standard corn which we think grades extra sweet at $1.05, and one lot of fancy Country Gentleman spot at $1.25. These are our spot stocks, and the pack is three months away. Corn, tomatoes and green beans are over three weeks late. If corn does not get caught it will probably mature in large quantities at a time so that the factories cannot handle it, and there will be waste.

A September frost means very short tomato crop. At the National Wholesale Grocers' convention in Chicago we were told by packers from Wisconsin, Michigan and from buyers in New York and from our Tri-States connections that the same conditions are true in those sections.

We are still shipping tomato plants out of Georgia, but unfortunately will be able to secure but few more, and Mr. Keithly wires us that Utah and Missouri and the Tri-States are also trying to get tomato plants from Georgia.

Now these facts which we are trying to present as we have gathered certainly are worthy of serious consideration by all buyers. There is very little change in our future quotations as given May 22.

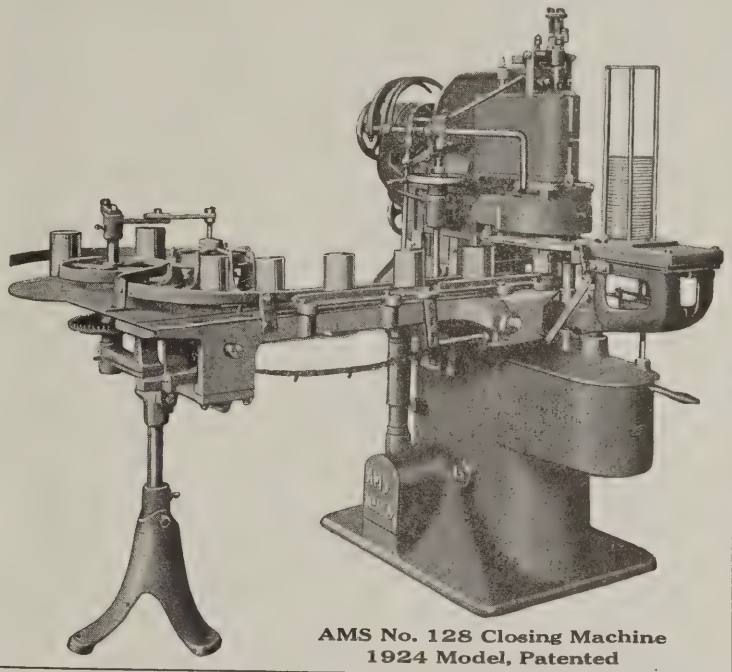
BERT C. KEITHLEY CO.

Westover, Md., June 9—It is June 9th and there is hardly any ground broken for the planting of tomatoes. The plants are ready to go in the fields. It has been raining here for the past six weeks every day, and last night we had a regular cloudburst. Water is standing everywhere. It will be at least another week, if it should stop raining, before the farmers can get to work on ground. Our acreage in tomatoes will be cut at least 50 per cent, and if weather continues he will not get any tomatoes planted.

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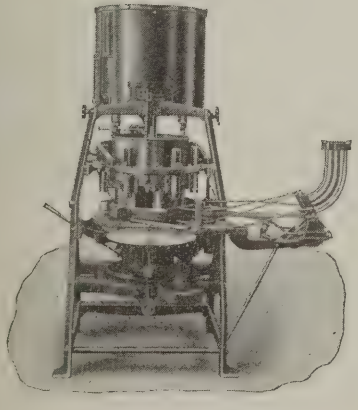
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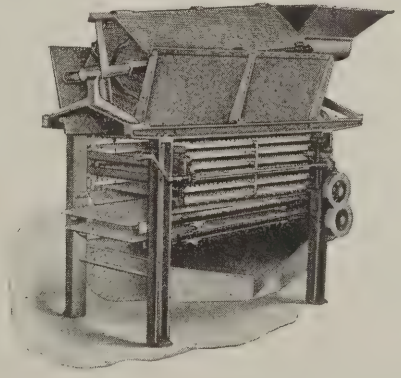
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A Digest of Changes Between The 1921 and 1924 Tax Laws

By *H. Archibald Harris*
Certified Public Accountant

INCOME TAX changes are shown first because they affect most people and concerns, and are classified under "General," "Individual," "Corporations" and "Estates and Trusts." "General" covers changes applying to both corporations and individuals.

The Gift Tax, the Estate Tax and the Miscellaneous Taxes are all covered separately, under their own headings.

Sections used after paragraphs are sections of the new 1924 law, except where otherwise stated.

In order to be brief only bare changes have been shown, with very little comment.

INCOME TAX
GENERAL

Administrative Provisions

If tax not more than $10.00 may be signed before two witnesses instead of under oath.—Section 1002 (c).

Collector may not grant thirty days extension for filing income tax return.—Section 1003.

Request for extensions of time for filing returns must be made before the time fixed by law for filing the return.

Assessment and Collection of Tax—Period of Limitation

Taxes for 1921 and subsequent years must be assessed within four years after return filed. No suit after such four years except in case of fraud.—Section 277 (a) (1).

Tax upon income received during life of a decedent shall be assessed and any proceeding in court for its collection shall be begun within one year after written request therefor (filed after the return is made) by the person representing the estate.—Section 277 (a) (2).

The Period of Limitation may be extended sixty days for assessment of a deficiency if taxpayer does not file appeal with the Board of Tax Appeals or if appeal has been filed, the extension shall be the number of days between the date of the mailing of the notice and the date of final decision by the Board.—Section 277 (c).

Assessment and Final Determination

If tax has been paid without protest or abatement, credit or refund has been accepted and written agreement has been made between the Commissioner and the taxpayer, case shall be closed and not reopened even by suit, excepting in case of fraud or misrepresentation.—Section 1006 (a).

Board of Tax Appeals

Board consists of seven members (for two years after enactment of Act there may be as many as twenty-eight, in the discretion of the President).

Members shall be appointed by the President with advice and consent of Senate.

Terms of all members during first two years shall expire at end of that period.

Salary of members, $7,500.

Hearings before the Board shall be open to the public.

Findings in every case shall be made in writing and shall be published and sold in the same manner as any other public document. A copy shall be furnished the taxpayer.

If the tax in controversy is more than $10,000, the oral testimony shall be reduced to writing and a written opinion shall be given in addition to the finding of facts and the decision.—Section 900.

Claims in Abatement

If a deficiency has been assessed without notice or within 60 days after notice or before the Board has reached decision even though the taxpayer has appealed, then abatement claim may be filed. Bond in twice the amount of the assessment shall be furnished. Commissioner shall by registered mail notify taxpayer of decision on the claim. Taxpayer has sixty days in which to appeal to Board of Tax Appeals. Amount disallowed is collectible on notice and demand. Court proceedings for amount allowed may be begun within one year even though time limit may have expired. Interest 6% on amount disallowed from original notice after final decision, thereafter 12% until paid, except in case of estates of incompetent, deceased or insolvent person, rate is 6%.

No abatement claim may be filed except in the three cases above mentioned.—Section 279.

Credit for Taxes

Same as for 1921, except that the credit may, at the option of the taxpayer and irrespective of the method of accounting employed, be taken in the year in which the foreign taxes accrued; subject, however, to proper adjustment when the tax is finally paid. If taxpayer adopts this basis for claiming the credit, all future years must be handled in same manner.—Section 222 (c) and 238 (c).

Dates on Which Tax Shall Be Paid

Commissioner may grant extension of time for payment of the tax or any installment not to exceed six months.—Section 270 (c) (1).

If extension for payment granted, interest at 6% shall run from original due date of the tax or the installment to date of payment.—Section 270 (c) (2).

No extension possible for payment of tax withheld at source.—Section 270 (d).

Deductions

No loss is allowed on a sale of stock or securities where within thirty days before or after the sale substantially identical property was purchased or contracted for. New Act does not say sale must be after passage of this act as in 1921 Act.

Deficiency in Tax

Taxpayer has sixty days in which to appeal to Board of Tax Appeal instead of thirty days as in 1921 Act.—Section 274 (a).

After appeal is considered by Board of Appeals, assessment shall be made and tax shall be paid on notice and demand. Assessment shall not be made of any part of a deficiency found by the Commissioner, but disallowed by the Board. But suit may be started without assessment. Court shall allow interest at 6%. Such suits shall be begun within one year after final decision of the Board.—Section 274 (b).

If no appeal is filed in the sixty-day period, the deficiency shall be assessed and shall be payable upon notice and demand.—Section 274 (c).

If Commissioner believes delay dangerous, he shall assess the deficiency immediately. In such case assessment may be made without notice or before the sixty-day period has expired or before final decision of the Board. If such assessment is made and no claim in abatement is filed, the deficiency shall be paid upon notice and demand.—Section 274 (d).

If deficiency not paid in accordance with terms of extension, interest at 1% a month shall run from the time the tax was due under the extension to its payment.—Section 274 (g).

No 1% a month interest for negligence as in 1921. Only 5% flat.—Section 275 (a).

Delinquency—Additions to the Tax in Case of—

Where tax computed by the taxpayer is not paid at prescribed time it bears interest at 1% a month instead of 5% plus 1% a month from notice and demand as under 1921.—Section 276 (a) (1).

If extension of time for payment is granted and tax or interest thereon is not paid in full before the expiration of the extension, then instead of 6% interest shall be 12%.—Section 276 (a) (2).

Where a deficiency or interest or penalties are not paid within ten days after notice and demand, interest runs at 1% a month from time of the notice and demand. (No 5% as in 1921.) If deficiency allocated to installments is not paid when installment is due, interest runs from date of installment.—Section 276 (b) (5).

Estate of incompetents, deceased or insolvent persons shall pay interest at 6% in lieu of 12%.—Section 276 (c).

If claim in abatement is filed, interest provided by Section 276 shall not apply.—Section 276 (d).

Dividends—Liquidating

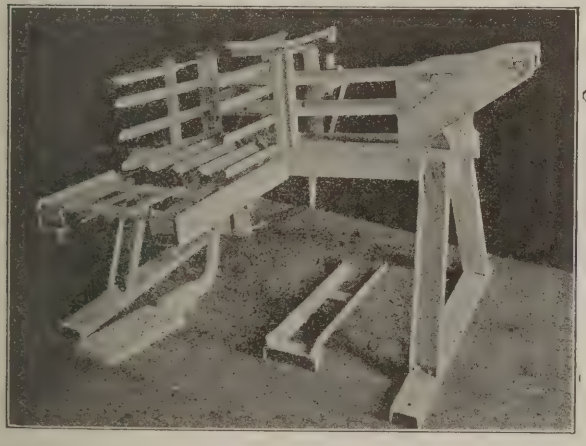
In case a corporation pays a partial liquidating dividend, it shall not claim that its earnings were taken up by the non-taxable part of such liquidating dividends, and reduced for the pur-

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pose of determining the taxability of future distribution of the company.

Amounts distributed in partial liquidation are defined as a distribution by a corporation in complete cancellation or redemption of a part of its stock or one of a series of distributions in complete cancellation or redemption of all or a portion of its stock—Section 201 (g).

Dividends—Taxable Date

The 1924 Act does not specify the date at which a dividend is taxable. This was Section 201 (e) of the 1921 Act and was put in as the result of much discussion over the old law.

Gains or Loss from Sales and Exchanges, Recognition of—

1924 Law has not the provision of the 1921 law, for cases in which property received in an exchange has no readily realizable market value.—Section 203.

No gain or loss if stock or securities in a corporation a party for productive use in trade or business or for investments (with same exceptions as in 1921) except that in 1924 Act if common stock in a corporation is exchanged solely for common stock or preferred is exchanged solely for preferred stock of same corporation no gain or no loss.—Section 203 (b) (1).

No gain or los if stock or securities in a corporation a party to a reorganization are in the reorganization exchanged solely for stock or securities in any corporation a party to the reorganization.—Section 203 (b) (2).

(Old law provided for no gain or loss when in a reorganization a person received such stock or securities in exchange for "any stock or securities owned by him.")

No gain, no loss on transfers of property by any person or persons to a corporation solely in exchange for stock or securities of the corporation if same person or persons are in control immediately after the transfer (Control same as in 1921 Act.)—Section 203 (b) (4).

If property described in 203 (b) (1) (2) or (4) just above is received together with money or property of another nature, then gain is recognized, but not to exceed the sum of the money and the fair market value of such other property described in 203 (b) (1) (2) or (4).—Section 203 (d) (1).

No gain to a shareholder who in a reorganization does not surrender his old stock, but receives stock or securities of any corporation a party to the reorganization.—Section 203 (c).

In all the foregoing cases of mixed property no loss shall be recognized even though a gain may be recognized.—Section 203 (f).

The new law prohibits a corporation from claiming that a distribution (in pursuance of a plan of reorganization) of its stock was a distribution of earnings available for future distribution and does not allow such distribution to be considered in determining the taxability of such future distributions.—Section 203 (g).

Gain or Loss, Depletion and Depreciation—Basis for Determining

If property acquired after 12/31/20 by transfer in trust (not including a trust by bequest or devise) is sold, basis is same value as would have been used by grantor, proper adjustments being made for any gain or loss recognized when the transfer was made.—Section 203 (a) (3).

This value is not to be used in determining gain or loss on trust property transferred during life by an individual under such conditions as rendered the property subject to estate tax at the time of the grantor's death or on the sale of property passing under a general power or appointment by a decedent whether by will or by deed executed in contemplation of death.—Section (a) (3).

In the case of a sale of property received in exchange which would be wholly or partially exempt under this law, the basis shall be the cost or 3/1/13 value of the old property with proper adjustments for any gain or loss accounted for at the time of the exchange.—Section 204 (a) (6).

Bases are (1) cost, (2) bases outlined above or (3) March 1, 1913, value (Basis No. 2 is new). In determining March 1, 1913, value of stock due regard shall be given to the fair market value of the assets of the corporation.—Section 203 (b).

Basis for depletion, depreciation or obsolescence same as basis for determining gain or loss except that depletion in the case of mines, oil or gas wells may be in certain cases based on discovery value.—Section 204 (c).

(1921 methods of determining gain or loss on sale of property owned on 3/1/13 omitted).

Interest on Refunds and Credits

Interest at 6% to taxpayer on refunds, credits and penalties illegally assessed runs from date such tax penalty or sum was paid to date of refunds, or in case of credit, to due date of the amount against which the credit is allowed unless such amount is an additional assessment, then to the date of the assessment of that amount.—Section 1019.

Losses, Net

A net loss shown by a return for a fractional part of a year may be carried forward to the next year or two under 1924 law. Rulings under previous laws allowed only net losses sustained in a full twelve-month period.

It looks as if this action of Congress may lead the Treasury Department to reverse its rulings for prior years and allow net losses for a fractional part of a year.—Section 200 (a) (1).

In computing a net loss a taxpayer uses all deductions connected with his trade or business plus any deductions allowed on his income tax return and not connected with his trade or business to the extent of gross income not derived from such trade or business.—Section 206 (a) (1).

In determining net loss deduction for depletion shall not exceed the amount which would be allowed if computed without reference to discovery value.—Section 206 (a) (3).

"Gross income" for net loss purposes includes all tax-free interest received less the amount of interest pair or accrued and losses sustained and not allowed as a deduction from gross income.—Section 206 (a).

Net losses for 1922 are to be handled under the 1921 Act.—Section 206 (e).

Net losses for 1923 are to be determined under 1921 Act, but applied to 1924-1925 income according to 1924 Act.—Section 206 (f).

In case of a fiscal year beginning and ending in calendar years having different laws and net loss for such fiscal year shall be the sum of the proportionate part of a net loss computed under each law which corresponds to the part of the fiscal year falling in each calendar year.—Section 206 (g).

Limitation on Assessments and Suits by the United States

With a few exceptions internal revenue taxes shall be assessed within four years after they become due, and any suit for their collection must be brought within five years after they become due.—Section 1009 (a).

In case of fraud, or a failure to file a required return or of a wilful attempt to evade tax, assessment may be made or a suit for collection may be begun without assessment, at any time.—Section 1009 (b).

Where assessments made in time suit may be begun within six years after assessment.—Section 1009 (c).

Limitations on Prosecutions

Limitation on prosecutions for defrauding or attempting to defraud the United States shall be six years.—Section 1010 (a).

Limitation for Suits and Proceedings by Taxpayers

Suit for a recovery of taxes or penalty may be brought whether or not such taxes or penalty was paid under protest or duress.—Section 1014 (a).

Any taxpayer who has been charged with fraud for any year between 1916 and 1921, both inclusive, may now reopen claim for refund or credit for any of those years which were disallowed because the taxpayer failed to come clear of the fraud charge.—Section 1015.

Penalties

Penalty for willful failure to pay or make return, $10,000 or imprisonment not more than one year or both—Section 1017 (a).

For willful failure to collect and pay over tax or willful evasion of tax, $10,000 or imprisonment not more than five years or both.—Section 1017 (b).

For willful aid or assistance in preparing false or fraudulent return affidavit or statement, $10,000 or five years or both.—Section 1017 (c).

For willful failure to pay or collect or to account for and pay over any taxes (other than income, estate or gift taxes) or for willful attempt to evade payment of such taxes shall be in addition to other penalties, 100 per cent. of the tax evaded.—Section 1017 (d).

Reduction of Income Tax Payable in 1924

1923 taxes reduced 25% for all taxpayers other than corporations.—Section 1200 (a).

If entire 1923 tax has been paid, 25% shall be credited or refunded.—Section 1200 (b).

If tax being paid in installments, the 25% shall be allocated to the four installments. The amount prorated to any installment not yet due shall be used to reduce such installment.

The amount prorated to any installment past due shall be used as a credit against the installment next falling due.—Section 1200 (c).

Provision is made for credit in case taxpayer has an extension of time for payment.—Section 1200 (d).

Provisions are also made for adjustment of deficiencies and overpayment.—Section 1200 (e), (f), (g).

Credit provided for 25% of that part of fiscal year (1923 or 1924) tax applicable to calendar year 1923.—Section 1201 (a).

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Twenty-five per cent credit allowed for part of year 1923 if return covers fractional part of year.—Section 1202.

Refunds and Credits—

Claim must be filed within four after tax was paid instead of five years after return due as in 1921. The credit or refund shall not exceed the tax paid during the four years immediately preceding the filing of the claim, or if no claim was filed, then during the four years immediately preceding the allowance of the credit or refund.—Section 281 (b).

If 1917 or 1918 waivers filed, claim may be filed at any time before April 1, 1925, or within four years from the time the tax was paid.—Section 281 (e).

Any claims now on file are valid and claims for 1919 or 1920 may be allowed if claim is filed before five years after return was due.—Section 281 (f).

Returns—False or Fraudulent

In case of false or fraudulent returns or failure to file a return, tax may be assessed or court action may be brought at any time.—Section 278 (a).

Any deficiency due to a change in an amotization deduction under either 1918 or 1921 Act may be assessed or a proceeding in court without assessment may be begun at any time.—Section 278 (b).

Where assessment made in time provided by law, such tax may be collected by distraint or proceedings in court begun within six years after assessment. Court action may be begun without assessment at any time before the expiration of the Statute of Limitations.—Section 278 (d).

Returns to Be Made Public Records

If the Ways and Means Committee of the House, the Senate, Finance Committee or a Special Committee or either House of Congress calls upon the Secretary of the Treasury for any income tax returns, it shall be his duty to give such committee all data contained in or shown by such returns.

Proper officers of a State may upon request of its governor have access to the returns of any corporation (not any other taxpayer) even though such state does not impose an income tax law.

Commissioner may add to the public list of taxpayers' names and addresses kept in the Collector's offices the amount of tax paid by every taxpayer.

INDIVIDUALS

Caiptal Gains and Losses

Definition capital loss same as 1921 Act, except does not specify sale or exchange shall have been consummated since 12/31/21.

"Ordinary deductions" defined as all deductions under Section 214, except capital deductions.

Capital net gain is the excess of capital gain over sum of capital deductions and capital losses plus (a) any excess of ordinary deductions over gross income not including capital gain. (a) is new.

"Capital net loss" means the excess of the sum of the capital losses plus capital deductions over the amount of capital gains.—Section 208 (a) (5).

Under the new law it appears that property held for personal use may be a "capital asset" under this section. The 1924 Act precludes property held primarily for sale in the course of the taxpayer's trade or business from being considered "capital assets."—Section 208 (a) (7).

Taxpayers other than corporations are allowed capital losses only to the extent of capital gains.—Section 206 (a) (2).

Credits Allowed for Normal Tax Purposes

Dividends paid by a corporation organized under the China Trade Act are not allowed as credit for normal tax purposes as are other dividends.—Section 216 (a).

Married person or head of family—$2,500.

Personal exemption allowed United States citizens or residents—$1,000 or $2.500—shall, if status of taxpayer changes during year, be changed also. If he was single four months and married eight months, he has one-third of $1,000 plus two-thirds of $2,500. The month in which the change occurred shall be counted according to which status occupied the greater portion of the month.—Section 216 (f) (2).

Deductions

Contributions by individuals to fraternal societies, etc., operating under a lodge system or to a trust shall be allowed as deductions if the contributions are used for religious, scientific, educational or other named purposes.

Deductions shall not ordinarily exceed 15% of the net income, but if in the taxable year and in each of the ten preceding years the amount of contributions combined exceeds 90% of the taxpayer's net income for each year, then the full amount of such contributions shall be allowed.—Section 214 (a) (10).

Earned Income

Earned income is any compensation for services actually rendered—does not include amounts received by a stockholder of a corporation which represent distribution of profits rather than compensation for services.

Where a taxpayer is engaged in a trade or business and both personal services and capital are material income-producing factors a reasonable allowance as compensation for the services of the taxpayer shall be considered earned income, such "earned income," however, not to exceed 20% of his share of the net profits of the trade or business.—Section 209 (a) (1).

"Earned income deductions" means any deductions under Section 214 properly allocable to earned income.—Section 209 (a) (2).

"Earned net income" excess of earned income over earned income deductions.

If taxpayer's net income from all sources is not more than $5,000 it shall be considered earned net income.

If the net income is more than $5,000, at least $5,000 of it shall be treated as earned net income.

Earned net income shall never be more than $10,000.—Section 209 (a) (3).

An individual shall receive as a credit against his normal tax 25% of the amount of the tax computed on his earned income at regular rates. Such credit shall in no case be more than 25% of his normal tax.—Section 209 (b).

The method of handling partnership earned income is put up to the Commissioner who is authorized to draft regulations.—Section 209 (c).

Fiscal Years of Partnership

Partnership has a fiscal year. If the law in first part of fiscal year is different from the law in the second part, the partnership shall compute its income under the laws applicable to both. The partners shall report that proportion of the income computed in each year which corresponds to the number of months in each calendar year falling within such fiscal year.

Partnership income taxable at rates for the second year shall be added to the other income for the second year, and the total placed in the lower brackets for such year. The part of such income subject to the rates for the preceding calendar year shall be placed in the next higher brackets of the rate schedule applicable to that year. (This shall be included in the taxpayer's income return for the calendar year during which the fiscal year of the partnership ends.)—Section 207 (b).

Gain or Loss

If in a reorganization money or other property is received together with the stock of a corporation, a party to the reorganization so that gain or loss may result (Section 203 (d) (1)), any part of the gain covered by earnings or profits accumulated since 2/28/13 shall be taxed at surtax rates only; any gain not covered by such earnings or profits shall be subject to both normal and surtax.—Section 203 (d) (2).

Income—Gross

A person having tax-free securities must submit with his return a statement showing the number and amount of such obligations and the interest received.—Section 213 (b) (4).

Provision is made for refund to states or municipalities of tax paid by public utilities on income accruing to the state or municipality.—Section 213 (b) (7).

Payments under the World War Veterans Act, 1924, are exempt, also State Pensions. (This last provision does not appear to be necessarily a war pension.)—Section 213 (b) (9).

In order that an exemption of $300 income per year be allowable, the domestic building and loan association shall be one "substantially all of the business of which is confined to making loans to members" instead of one which is operated exclusively for such purposes as under 1921 Act.—Section 213 (b) (10).

If a citizen of China, residing therein, receives dividends from a corporation organized under the China Trade Act, 1922, the stock of the corporation being in good faith vested in him, such dividends are exempt from surtax.—Section 213 (b) (13).

Net Losses

If a taxpayer other than a corporation has in the second year a capital net gain, the net loss of the prior year shall first be used as a deduction in computing income for such "second year." If such net loss exceeds the ordinary net income, such excess shall be applied against the capital net gain for such year, and any excess loss shall be carried over to the "third year."—Section 206 (c) (2).

A capital net gain in the "third year" is handled by a taxpayer other than a corporation in the same manner as in the "second year."

(To Be Continued Next Week)

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WHAT THE BROKERS SAY

Wausau, Wis., June 7, 1924.

Gentlemen: Weather conditions have been much more favorable for the pea crop during the past week. We have had a full week—the first one this season—without rain interfering with seeding. It has been warmer, although still unseasonably cool, so that the earlier plantings are growing nicely. Some canners have completed their plantings, although most of them will be seeding another week, and many of them two weeks or more.

This will bring us up to the time when packing ordinarily begins. Everything depends on the weather from now on. The usual hot spell early in July will simply raise——you know what I mean.

The revived interest in future peas, which we reported two weeks ago, still continues. Nothing big, but there is a little business every day. We can give you confirmation on either straight cars or most any assortment you want. Send us your orders. We will do the rest. GROCERS SUPPLY CO.

Milwaukee, Wis., June 7, 1924.

We have had occasion to examine a great many pea fields the past week, and these examinations bear out the predictions made earlier in the year—that the cold rains and cold weather encountered during the planting season would have a serious effect on the yield.

Several of the fields examined were planted during the period of April 18th to 25th, and we found that these peas had grown to a height of six inches, have a very unhealthy color and practically no roots. These vines, although only six inches high, are ready to bloom, and will do so the first few warm days we have. The vines in these fields will produce as an average not over three pods, whereas they should produce five to seven pods.

The later plantings show a decided improvement over the earlier ones, and from the present outlook will produce larger yields.

After another two weeks have passed we will be able to tell more definitely what is going to happen to the pea crop—the weather during that time will be the determining factor.

Offerings of future peas are limited, canners as a whole being willing to pass up business until they can tell something more definite about the crop.

FRANK A. INBUSCH CO.

Columbus, Ohio, June 9, 1924.

The writer's frequent prediction that spot standard corn would reach $1.05 to $1.10 per dozen before the end of June has practically come to pass. Today there is but one lot of 3,300 cases of standard corn in factory hands in the State of Ohio, and this is held at $1.10 per dozen, option of labels. We have knowledge of three small straggling lots of extra standard quality totaling below 4,000 cases at $1.10 per dozen. This is the situation in the State of Ohio, and it is equally true of other corn-packing States, with the exception of Maryland, which holds several thousand cases of so-called standard corn, but which evidently is not of a satisfactory nature to Eastern buyers, as they are continually seeking to purchase in the Middle West even at higher prices.

There will be no early packed or early shipments of new pack corn this year from any section, due to the continued unseasonable weather right up to today. Canners everywhere are scrambling for seed corn with which to replant the acreage under contract, and it is almost impossible to secure same. Thousands of acres over the country must be replanted, as the early planting has failed to germinate from unseasonable weather conditions. The maturing of corn this season will be at a critical period when frosts will more than likely seriously injure same. I am of the opinion that many acres of land intended for sweet corn will now be used for other purposes, due to the scarcity of seed and the lateness in replanting; the risk is too great to the grower. June 1st of this year was next to the coldest day of that date in this section for the past 30 years or more. During May we had rain 24 out of 31 days.

You merchants who have not covered your wants on all grades of future corn take warning and buy freely at this time and at present prices. You will probably get short deliveries anyway. Don't hold back looking for lower prices during the canning season. The market will be as bare of corn at that time that there will be a clamoring for shipments, and price will not "cut any figure." Today we can get several of our factories who have not been heavy sellers to book limited quantities

Full Standard Sweetened Corn	$ .90
Extra Standard, well sweetened	1.00
Extra Standard Country Gentleman	1.10
Fancy Country Gentleman	1.25

but in no instance will they take on the quantity that they would have confirmed two or three weeks ago. Those who have sold futures have double worries.

The same story is equally applicable to tomatoes and peas. Thousands of acres of tomato plants already set over the country were absolutely destroyed by the freeze of two weeks ago. And in many sections of the country the pea situation is equally as bad as corn. F. L. DUTTON CO.

Baltimore, June 11, 1924.

So far during the month of June, in this section, we have been enjoying real October weather—cool, rainy, cloudy—which has made the early crops—peas and stringless beans—two to three weeks late. Baltimore canners do not anticipate packing nearby peas until the end of this month, and country canners will start in about ten days. This time last year the pea-packing season was about over. Baltimore canners do not expect to start packing stringless beans until about July 10th, and last year this time the season was well on. And with all the crops so far being backward, it stands to reason that corn and tomatoes also will be late, and should early frost come on, the pack will be very much curtailed. Yet, with all these facts staring jobbers in the face, and with short stocks of almost all "spot" commodities, they are reluctant in purchasing either spots or futures. Take, for instance, No. 2 standard tomatoes: Less than three cars yet unsold in Baltimore, and the market during the past month has advanced from 95c to $1.15, with the indication pointing to a $1.25 market before these three cars mentioned herewith are sold. No. 3s are taking on new life. Lookout for a $1.50 market. No. 1s and 10s also will come into their own.

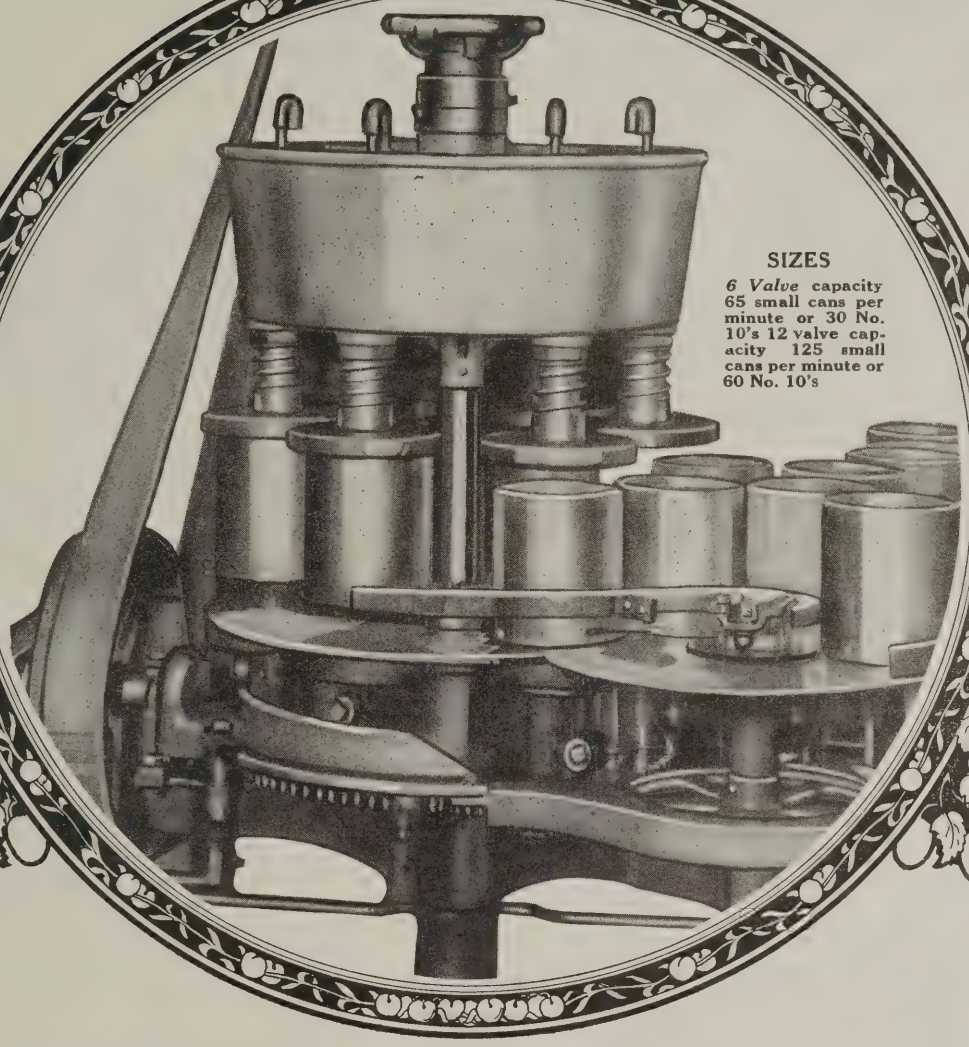
HOWARD E. JONES & CO.

AVERAGE PRICES PAID PENNSYLVANIA FARMERS ON MAY 1, DURING LAST THREE YEARS.

Prices received by Pennsylvania farmers for their products on May 1 of this year, as compared with average prices for the same crops on the corresponding date in 1923 and 1922, were announced by Frank P. Willits, Secretary of the Pennsylvania Department of Agriculture.

While the average price paid for wheat was $1.11, the variation ranged from $1.41 per bushel in Susquehanna county to $1.00 in Mifflin, Perry and Fulton counties. Corn prices ran from $1.12 per bushel in Carbon and Lackawanna counties to $.73 in Erie and Venango counties. Hay showed a wide range in prices, extending from $32.00 in Carbon to $20.00 in Wyoming county.

	Wheat Bu.	Corn Bu.	Rye Bu.	Oats Bu.	Buckwheat Bu.	Tobacco Lb.	Potatoes Bu.	Hay Ton	Eggs Doz.	Farm Butter, Lb.	Wool Lb.	Milk Per 100 Lbs.
Ave. (1924)	$1.11	90c	92c	59c	95c	17c	$ .98	$26.27	23c	45c	34c	$2.29
Ave. (1923)	1.25	89c	95c	57c	93c	16c	.97	16.45	25c	46c	36c	2.52
Ave. (1922)	1.27	68c	95c	50c	95c	12c	1.25	18.35	24c	39c	26c	2.08



SIZES

6 Valve **capacity 65 small cans per minute or 30 No. 10's 12 valve capacity 125 small cans per minute or 60 No. 10's**

Peerless Syrupers Won't Jam Fruit or Cans.

Because Peerless Syrupers are equipped with the famous patented Peerless non-bruising, non-clogging valve. They are guaranteed not to crush nor injure the tenderest fruit you may pack — and are further guaranteed not to drip, leak or waste any syrup or liquids.

Nor will Peerless Syrupers jam cans, because they are furnished with a different size star wheel feeder for each different size can. Peerless Syrupers can be quickly moved into or out of any line, making them the ideal syrupers for the canner of a general line who may only require a syruper for certain of his products.

Order either a 6 or 12 valve Peerless Syruper depending on your speed and capacity requirements.

Address all inquiries to

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

Peerless Husker Co., Inc.,
Buffalo. N. Y.

FACTORIES:
Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co. San Jose, Cal.

PEERLESS

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

HALL WRIGHTSON BECOMES PARTNER.

MR. CHAS. T. WRIGHTSON is one of the old, well- known and highly esteemed canners of the Eastern Shore, having operated his large cannery at Easton, Md., for many years. Of late his son, "Hall," has been proving himself a worthy son of a worthy father, and the industry's attention has been forced on him. Corn canners everywhere will recognize that we are speaking of the secretary of the Corn Section of the National Canners Association, Mr. Hall Wrightson.

We are just now in receipt of a letter from Mr. Wrightson, Sr., which reads:

> "It affords me great pleasure to announce that my son, Francis Hall Wrightson, has become a partner with me in my canning business. In the future the business will be conducted by us under the firm name of Charles T. Wrightson & Son."

"HARRY" CANNON A FEDERAL RESERVE BANK DIRECTOR.

THE industry should take credit for distinctions it earns, and we know a host of friends in this industry will learn with pleasure and feel the more kindly towards this banking system after having learned that Harry L. Cannon, son of that fine old canner and early builder of canner associations, H. P. Cannon, has been named a director in the Philadelphia division of the Federal Reserve Bank. This is one of the most important divisions of this banking system, and it emphasizes the business ability of this hustling young canner. He will honor the board, for it is just such men as he that is bringing the canning industry into its proper recognition.

U. S. CIVIL SERVICE EXAMINATION.

The United States Civil Service Commission announces the following open competitive examination:

Junior Marketing Specialist.

The examination will be held throughout the country on July 9 and 10. It is to fill vacancies in the Bureau of Agricultural Economics, Department of Agriculture, at an entrance salary of $1,860 a year. Advancement in pay may be made without change in assignment up to $2,400 a year.

Competitors will be examined in the following optional subjects: Marketing, grain, hay, feed or seed; marketing fruits, vegetables and miscellaneous products; marketing livestock and animal products; marketing dairy products; marketing poultry and eggs; marketing wool; the economics of marketing, and foreign competition and demand.

Applicants must have had a high-school education, and, in addition, must have graduated from a college of recognized standing, or must be senior stu-

"We have had some seasons when we did not finish our planting in May, but the delayed planting was always the late varieties; but in the present instance there are still some of the Alaska peas to be planted, and unless the growing and canning season is cool and backward, there is bound to be much bunching and consequent congestion in Wisconsin this year."

Clipped From May 24th issue of Canner.

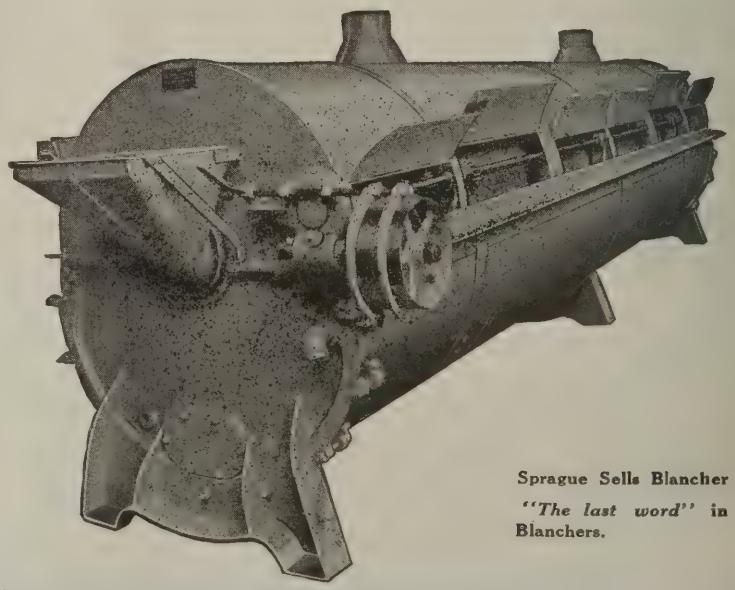
Peas are bunched and come with a rush, how many will you lose?

There's still time to get another Blancher to you, or another *complete* line of pea machinery, to enable you to get your *whole* crop into the cans even if it comes in bunches.

If *your* crop is bunched the probable *loss* through being unprepared *will more than equal the entire cost of the new line.*

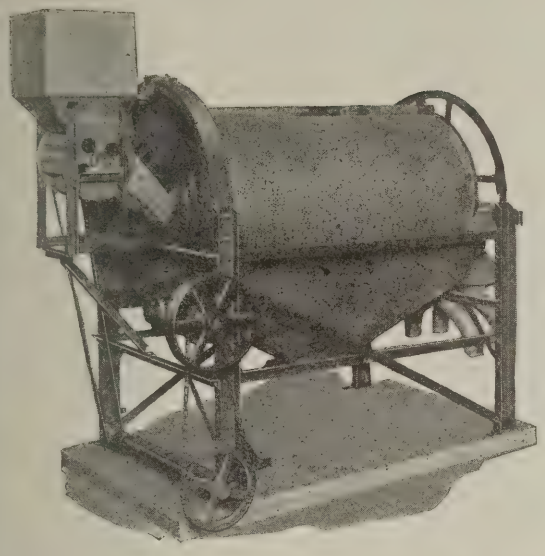
Wire Us Your Order Today.

SPRAGUE-SELLS CORP.
500 N. Dearborn St. Chicago, Ill.



Sprague Sells Blancher
"The last word" in Blanchers.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

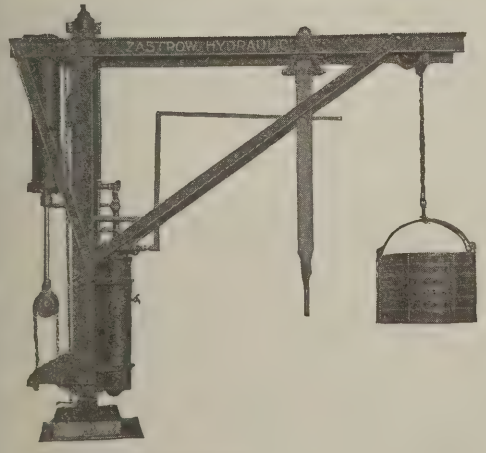
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

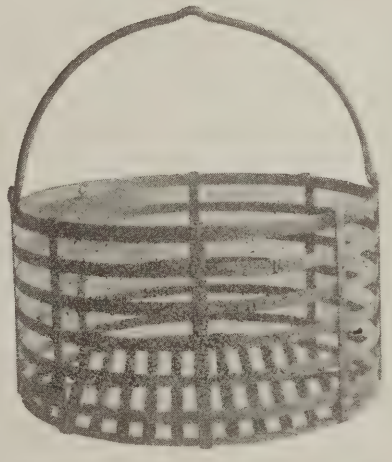
ZASTROW'S PROCESS ROOM EQUIPMENT



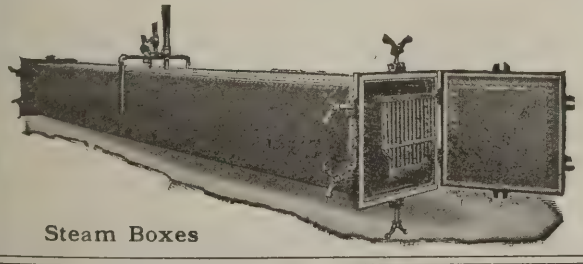
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.

dents in such an institution, and furnish proof of graduation within six months from the date of this examination. For each year lacking of the college work applicants may substitute a year of experience in a position or positions clearly tending to quality them for work under the optional or optionals in which they desire to be examined.

Competitors will be rated on political and commercial geography, practical questions on each optional subject chosen, a thesis to be handed to the examiner on the day of the examination, and education, training and experience.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the board of U. S. civil service examiners at the postoffice or custom house in any city.

GOOD MARKET FOR CANNED FOODS.

The sugar mills throughout the Antilla district of Cuba are large purchasers of canned foods, according to Vice Consul Frederick W. Hinke, in a reeort to the Department of Commerce. The fact that Cuba is so engrossed in raising sugar cane gives an opportunity for American exporters of foodstuffs to secure a good market, assisted by a favorable customs tariff and the proximity of the countries to each other. Excellent transportation facilities are also available. At the present time the market there for canned foods is largely in American hands, although Spain, Great Britain and Norway are favored for certain products, imported into the island principally through Habana, and from there distributed by rail. Most of the sugar mills have purchasing agents located in the United States. Large importing houses in the port towns, particularly Antilla, are important buyers of canned foods.

COLOGNE YEARNING FOR FRUIT.

A GOOD market now exists in the Cologne district of Germany for American fresh, canned and dried fruits. Before the war these were imported in large quantities, especially American apples. They are much superior to anything produced in Europe, and have long been popular in Germany, according to Vice Consul John J. Ewart, in a report to the Department of Commerce. The usual port of importation for occupied Germany is Rotterdam. From there fruits are shipped by railway express, by boat up the Rhine and by automobile. At present the demand is very good for apples, fresh and dried, fresh and canned pineapples and canned peaches. Dealers say that, with the exception of oranges and lemons, the prices of American fruits compare favorably with those of other countries.

AMERICAN FRUITS COMMON IN HOLLAND.

SPECIAL attention is being given Holland as a market for American fruits, the imports into that country during the first three months of 1924 having increased greatly over those during a similar period of 1923. Fresh and dried apples, prunes, Sultana raisins, show the largest gains, according to a report to the Department of Commerce from Consul General George B. Anderson, Rotterdam. The record for the whole of last year, which was a much larger year than 1922, was not so sensational as that for the first three months of the current year, but it has resulted in material increases in the sale of American fruits in that market under conditions which indicate permanence if the trade is properly looked after. The record of accomplishment in the raisin trade is in some respects the most significant of the entire list. Under the stimulus of favorable price and trade conditions in the United States, American raisin exporters commenced an intensive sales campaign of American Sultanas in Netherlands during the latter part of 1922. This was continued into 1923 with excellent results, and apparently the trade is now well established. The dried apple trade has been mostly American and Canadian for many years, and its volume depends largely upon prices in the United States and upon the size of the fresh apple crop in Holland and neighboring countries. There is always a large demand for dried apples, not only in Holland, but in the German hinterland and in Central Europe generally. The ups and downs in the prune trade also have depended largely upon European conditions rather than any special failure of American exporters to cultivate the market. The sale of more American fresh fruit in that market is only a matter of intelligent marketing. There has been a large increase in the imports of oranges and other citrus fruit during the first quarter of this year. The increase in the imports of American oranges has been large, while the imports of American grapefruit have become so large that practically all fruit dealers in the larger cities of Holland now regularly carry stocks of this fruit, a thing unheard of two or three years ago.

GOLD SEAL
TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.

CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....
BAKED BEANS†		
Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30
BEANS†		
String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90
BEETS†		
Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.10	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	.90	.85
Ex. Std. Crushed, No. 2	.95	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.05	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25
OKRA AND TOMATOES‡		
Standard, No. 2	Out	Out
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	2.00	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	....	¶1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	Out	....
" f.o.b. Baltimore	1.35	....
No. 5 Sieve, 2s, f. o. b. Balto.	Out	Out
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois, 1's	1.30	Out
PUMPKIN‡		
Standard, No. 3, factory	1.25	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75
SAUERKRAUT‡		
Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50
SPINACH‡		
Standard, No. 2	1.00	1.00
Standard, No. 2½	1.40	1.50
Standard, No. 3	1.45	1.50

CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.25	4.50
California, No. 2½, f.o.b. Coast	....	....
California, No. 10	....	....
¶F. O. B. Factory basis.		
SUCCOTASH‡	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	Out	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.25	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1.35	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	1.07½	....
Standard 2s, f.o.b. Baltimore	1.15	....
Standard, No. 2, f.o.b. County	1.10	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.60	.60
Standard 1s, f.o.b. County	.57½	.60
TOMATO PULP‡		
Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*		
Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	3.50
Maryland, No. 10, f.o.b. Balto.	3.25	Out
APRICOTS§		
California Choice, No. 2½	2.75	2.30
BLACKBERRIES§		
Standard, No 2	1.30	2.00
Standard, No. 3	....	Out
Standard, No. 10	8.00	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....
BLUEBERRIES		
Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05
CHERRIES§		
Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	9.60
Standard 2½s	2.85	2.75
GOOSEBERRIES§		
Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00
PEACHES*		
California Choice, No. 2½ Y. C.	2.70	2.35
California Stand., No. 2½ Y. C.	2.10	2.05
PEACHES†		
Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued		
PEARS†	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	1.75	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.15	2.70
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	10.50	12.50
Eastern Pie, Water, No 2	1.25	....
Eastern Pie, Water, No. 10	4.50	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1 30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	6.00

Canned Fish

HERRING ROE*		
Standard No. 2 Factory	2.00	2.00
LOBSTER*		
Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30
OYSTERS*		
Standards 5 oz	1.60	....
Standards, 4 oz	....	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70
SALMON*		
Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35
SHRIMP*		
Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75
SARDINES—Domestic, per Case F. O. B. Eastport, Me., 1923 pack.		
¼ Oil, Keyless	4.90	4.00
¼ Oil, Key	5.75	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50
TUNA FISH—White, per Case		
California, ¼s	....	....
California, ½s	12.40	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	10.50	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 16, 1924

WEEKLY REVIEW

Buyers Finally Realize That Weather Is Not Favorable to Crops —Canners Should Not Sell Further Futures—The Sellers Must Beware—A Golden Opportunity Thrown Away—Slight Flurry in the Market— Many Pineapples Arrive from the Bahamas.

RAIN, STILL RAIN—It has taken old Jupiter Pluvius, Dame Nature, the Weather Man, or whoever is generally given credit for this autumnlike weather we are having and have had all spring, a long time to interest the "great city" buyers; but at last they have taken notice and seem to be a bit peeved at prospects. This is not evidenced in any particular anxiety to buy further of futures, nor of spots, but rather in the remarks heard to the effect that pro-rata deliveries will probably be in evidence again this fall, owing to the crop damage and consequent short packs. It would be too much to expect anything like a buying flurry. There is nothing in the bag of tricks that could cause that, it would seem.

The jobbers do not like to be accused of not buying in proper form, or to be criticized in any way in their buying, or lack of buying, and one cannot blame them. Certainly we have no desire to induce them to buy, especially of futures, and especially of future tomatoes at present prices. To do so would be unfriendly to our readers, the canners, in two ways: First, because in all probability it would put them to serious trouble and cause them heavy financial losses either in making settlement for short deliveries, which now look fairly certain at this writing, or in buying goods to make deliveries on such contracts; and, second, because even if the clouds blow away, warm sunshine and gentle showers are distributed over all the balance of the season yet remaining—ideal growing conditions, in other words—still they will not be able to pack the goods and deliver at present prices, and have any profit left to themselves. So we trust our jobber friends will not misunderstand us when we comment upon their lack of business ability and foresight in failing to take their full supplies of canned foods of all kinds now, while the canners are in their foolish mood and willing to give them the goods. *Caveat emptor* has no place in market consideration today, for it is not the "buyer who must beware," but the sellers, owing to these remarkable crop conditions. And these sellers, apparently, are so wrapped up in self-complacency that they are utterly oblivious of all that is taking place around them, if you get what we mean. At least, we have not been able to wake the tomato canners, in particular, to the golden opportunity which stares If ever a stage was set for the canners to make some money, it If ever a stage was set for the caners to make some money, it was so set this year: a buoyant demand by the consumers—never mind the buyers—which has cleaned out every last can of the 1923 packs and carryovers, and a promise of a steady increase in the volume of this demand if the canners only prove faithful to their calling and give them good products. Which means that they could not have overpacked the market this season, try as they might have. And yet they started in by scaring themselves with the idea that the packs will be too large, and so cut the prices against themselves, and threw away every opportunity for a proper profit.

And even now, in face of what many have pronounced the most unfavorable season in the past quarter century, they apparently can see no hope, for we have seen sales tickets this week for No. 2 standard tomatoes, futures, at 82½c, delivered, Baltimore! Of course, these sales are not by the men who read and keep informed and in touch with passing events, but the buyers and their agents, the brokers, make the most of such sales, and they have a most direct effect upon the whole market, although they should not.

CORN—It is so with tomatoes, but it is not so with corn, nor peas, string beans and many other products. The canners of these latter articles, noting the completely cleaned-up condition of the spot markets, and the very questionable outcome of the 1924 crops, are either refusing further business in futures, if they are fairly well sold up, or advancing their prices in conformity with conditions. And that is as any business man should do. Corn is in a precarious condition, with floods in Indiana and Illinois; cool, if not actually cold, weather in all corn-growing sections, and almost daily rains, keeping the growers out of their fields and killing off the chances of what little corn has been planted to this date. Iowa seems to be the exception to this rule, and the only one, for that State, as you will note in the crop reports given elsewhere in this issue, is suffering from a long drought. Meantime such States as had any surplus of spot corn are cleaning down to the vanishing point, and corn prices are improving. Western corn canners value their spot and future corn at or above $1, with spots climbing well above it; but again complaint is heard of the Eastern corn canners and holders that they fall far behind these prices.

MARKET FLURRY—The nearest thing to a market flurry in canned foods took place in Baltimore this week, and would still be with us if there were any stocks to trade in. Everybody has seemed to want No. 2 tomatoes, and this size has advanced out of proportion to the others. Buyers were warned by the brokers and urged to buy before they were all gone, but little attention was paid to these warnings. Some came back for a carload or so at $1.05 when the market was $1.10, and then $1.10 when the market had advanced to $1.15; but someone else had grabbed them, and now they are begging anybody to tell them if they know where any No. 2 tomatoes are at $1.20 or more. The man that has any can ask and get $1.25 for them, but they say they are all gone, and the new canning season many months away. We will see this repeated in No. 3 tomatoes, and very soon, we expect. Just as soon as the holders of standard goods have the backbone to ask $1.50 or more for what few are left. They are worth more; in fact, they are worth what the holders care to ask

for them, because spots cannot possibly last until new tomatoes can be packed.

PEAS—Some new packed peas are on the market, packed from the "steamboat" pea, which come from Virginia and North Carolina; and some of the Southern canners are getting new string beans to market and to good advantage. But the pea season is some little time off in this section as yet, though it ought to be nearly over with by this time of the month.

While you have the weather so much on your mind at present, we wish you would keep us in mind and send us reports of your condition. Tell us how the prospects look with you, and with canners in all sections doing this you will get the true version of affairs, and what this industry most needs is this sort of truthful statements of conditions as they are.

PINEAPPLE—There has been some very large shipments of pineapples from the Bahamas this season, and advantage has been taken of this by the canners. As we write, a large cargo is in this harbor, the pines in crates, however, whereas they used to come here in bulk—and very large bulk at that.

Seeman Bros. Expand—Seeman Bros., prominent New York City wholesale grocers, have taken over the warehouse formerly occupied by Koenig & Schuster, old-time New York grocery jobbers who merged with Francis H. Leggett & Co. a few years ago. This warehouse is needed to accommodate the stocks of Seeman Bros., who have been expanding their business constantly during the past several years.

Grocery Jottings—Frederick B. Marston, for many years associated with the Conant Patrick Co., wholesale grocers of Portland, Maine, and latterly with the Continental Products Co., of Portland, died at his home there recently.

Tollerton & Warfield Co., wholesale grocers of Sioux City, Iowa, have merged their business with that of Wm. Tackaberry Co., also of Sioux City. The business is being continued as Tollerton & Warfield Co., under the same control and management.

James G. Godfrey has been elected president of the Wisconsin Wholesale Grocers' Association for 1924. Other officers chosen were: M. J. Brew, vice president; Mitchel Johannes, second vice president; Francis E. Dewey, treasurer, and Francis Rickert, secretary.

Retailers Heading West—New York retailers left this week for the annual convention of the National Association of Retail Grocers, which will be held in Los Angeles during the coming week. The New York delegation left on two special trains, made up of Twentieth Century Limited equipment, one of 13 cars and the other of 12 cars. The delegates will live on the trains for practically the balance of the month.

NEW YORK MARKET

Weather Making All Take Notice—Maryland Future Tomatoes Continue at Low Prices—Spots Higher—Sardines Are Weaker—Some Interest in Fruits—Corn Advancing as It Is Cleaned Up—Future Apples Offered at $4.00—Spot Pears Very Scarce.

New York, June 12, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

THE WEATHER—Buyers of canned foods are showing an unusual interest in weather conditions this year. The late spring will have a vital effect upon the canned foods markets for the coming season, inasmuch as canning crops are backward in many sections, and this will effect both the quantity and the quality of this year's pack. Buyers who entered the market with a considerable degree of confidence early in the year and bought futures in fairly liberal volume are now congratulating themselves.

Future Tomatoes—Maryland canners continue to quote on 100 per cent. delivery contracts at 55 cents for 1s, 85 cents for 2s, $1.25 for 3s, and $3.80 for 10s, all prices f. o. b. cannery, for standard quality. Puree is offering on future contracts at 47½c to 50c per dozen for 1s, made from trimmings, with whole concentrated at 55 to 57½ cents. No. 10 whole tomato puree of 1.04 specific gravity is quoting at $3.60 per dozen.

Spot Tomatoes—There has been a little demand for 2s for prompt cannery shipment and canners hold the market at $1.10 to $1.20. No. 1s are offered at 57½ cents, 3s at $1.35, and 10s at $4.00 to $4.15. It is not believed that there will be much of a carryover. Indiana packers are withdrawn on tomatoes, both spots and futures, in most instances. California canners are quoting new pack at $1.12½ per doezn for standard 2½s in puree, although only a few packers have named thus far.

Sardines Weaken—With the new canning season steadily speeding up, the market for Maine sardines has eased off. Offerings of quarter keyless oils are reported all the way down to $3.60 per case, although most holders are inclined to hold for $3.75 per case, f. o. b. Eastport. California sardines have been offered at lowered prices, sales of quarters having been made down to $6.00 per case. It was explained that these sales represented the clearance of small carryover stocks of one or two packers.

New Fruits—There has been a little buying interest in new pack California fruits, but future sales have not been heavy on all varieties. The trade is not vet certain as to just how much damage has been done to the growing crop of canning peaches, and so is inclined to go slow. Carryover stocks of California peaches, particularly standards, are light. and the market holds firm. It is expected that the quantity of apricots available for canning will be fairly liberal, and buyers are inclined to go slow on this item. Cherries are also expected to be available in a large way, and this, in conjunction with the fairly liberal carryover of old pack, has weakened the market for this fruit. Coast reports indicate that the tonnage of pears shipped fresh this year will be heavier than last season, and canners are apprehensive that this business will cut down the supply of pears for canning.

Corn—Southern canners offer spot standard corn at 95 cents to $1.00 per dozen, f. o. b. cannery. Mid-western packers are selling at $1.00 per dozen for this grade. Future Southern corn is quoted at 87½ to 90 cents for standard 2s and $6.00 for standard 10s, with extra standard at 95 cents for 2s and fancy at $1.05 to $1.10 per dozen. Western packers quote standard corn at 95 cents per dozen on future contracts. Reports from Maine state that the market for future fancy corn remains steady at $1.70 for Golden Bantam and $1.45 for Early Crosby.

Offer New Apples—New York canners are quoting future apples at $4.00 per dozen, f. o. b. cannery for fancy quality. Maine canners quote $4.75 factory, for quartered. Michigan packers have not yet opened. Maine canners quote future apple sauce at $1.15 for 2s and $4.75 for 10s.

Salmon—Unseasonable weather throughout the country has delayed the usual spring buying campaign on salmon, and the market in Seattle remains quiet and unchanged. Thus far, the Alaska pack has not gotten fully under way, although the canneries along the Columbia River are running full blast. Canners are talking higher prices for this year's pack, owing to governmental fishing restrictions, increased costs, etc., but it does not appear at this time that the market is in position to absorb much salmon at prices above those now prevailing. Salmon is selling at high prices at retail now, and many in the trade do not believe that consumption will pick up much until prices go lower and give salmon a chance to sell on a competitive price basis with other foods of similar food value.

Expect Pineapple Opening—According to reports along Hudson Street today opening prices on new pack Hawaiian pineapple are due. The trade expects that the prices will be in by the end of the week, and it is probable that they will be made known to the trade late today.

Peas Scarce—The shortage of wanted grades of peas on spot remains unrelieved. The season is late in the sections which ordinarily produce an early pack, and thus the distributing trade is not able to obtain supplies from the usual sources. The market continues strong on both standards and fancy quality. and jobbers carrying a full line of private brands now report that their assortments are "shot full of holes."

Spinach Firmer—A little more strength is reported in the market for Southern spinach, and as a result buyers are showing a little more interest in this item. The California spinach market is also showing strength.

Michigan Fruits—Michigan canners have sold a good portion of their expected pack, and are showing firm views on the market. New York has been taking Michigan fruits in increasingly large quantities during the past few years, particularly cherries, berries, apples and peaches.

Notes of the Trade—Frank Elliot, of the Oregon Canning Co. of Newburg, Oregon, was in the market during the week.

W. G. Becker, of R. C. Williams & Co., Inc., has just returned from a week's trip through up-state fruit packing sections.

F. G. Henry, the champion angler of Hudson Street, leaves this week for a two weeks' fishing trip in Canada, during which he has designs upon the finny population of the Dominion.

John King, of Burnham & Morrill Co., of Portland, Maine, was on the Street this week.

CHICAGO MARKET

Buyers Alert to All Opportunities—Some Few Jobbers Offering Stocks—Nearly Everything in Spots Is Cleaned Up—Changing of Canned Foods Week From Spring to Fall Causes Interest—Export Business Is More Favorable.

Chicago, June 13, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

BUYERS ALERT—The market for canned foods is not as quiet as some would infer from statements in the trade press, as wholesale grocers are alert and anxious buyers of any article in the line of staple canned foods for immediate or spot delivery which brokers can find.

The canners are disposed to clear out all their small and rather insignificant holdings of everything of the 1923 pack, and to be thereby prepared for handling the 1924 pack without worry in relation to closing out remnants of the old pack. These offerings are being closed out by the brokers to the wholesale grocers as rapidly almost as they are offered.

Some of the wholesale grocery houses in the interior and a few in Chicago are offering through their brokers some small surplus lots of canned foods, and these are being sold rapidly, and it looks to the writer as if the clean-up of the 1923 output of canned foods will be more thorough than any known in the history of the industry for many years.

Nearly everything in canned foods from the 1924 pack will arrive on a bare market.

The cold weather continues and has been persistent for almost two months, and it rains nearly every day in this particular lake region section.

The change of Canned Foods Week from Spring to Fall and the fixing of it for November, 1924, instead of Spring of 1925 is received divergently. Some of the brokers and some of the wholesalers think that the change is good. Others think that it will bring the two selling events in this year too close together, and some adhere to the opinion that Spring clean-up to Canned Foods Week would be better than the Fall promotion.

However, everyone will be loyal to the decision when it is finally made and the dates fixed, and will work faithfully to promote the success of Canned Foods Week.

There is a good deal of indecision and doubt in relation to crop conditions, and the situation is hard to determine. Planting on the high lands is good, and the crops are making progress. On the low lands the planting has been bad, and the crops are either not planted at all or not making any progress, and even the canners themselves don't know exactly what the average stand as to acreage is. It will be some time before the situation will develop itself.

Quite an interest is being taken by canners in the development of the exportation of canned foods. The statistics of exports, which have been compiled for the past year by the Department of Commerce of the United States, have proven greatly interesting and have shown to canners that the export business for their products is in a more favorable situation than they supposed.

These statistics show that not only canned fruits, canned salmon, canned milk and canned meats are exported to an important extent, and that they are shipped to every civilized and uncivilized country in the world, but that canned vegetables, corn, peas, tomatoes and other articles in canned vegetables are also beginning to be exported and introduced throughout the world.

The building up of an export business in canned foods is a most important proposition, and the "Canning Trade" should take up the suggestion and give it the benefit of its splendid power of promotion and suggestion.

About a year or so ago the Congress of the United States gave, by formal action, to the President of the United States authority to adjust protective tariff rates to other countries where reciprocity could be obtained—that is to say, where reciprocal concessions could be obtained—and this power in the hands of the President is a mighty power for the promotion of the selling of canned foods, especially to South American, Asiatic and African countries, as well as to European countries and Central America and Mexico, and a large export business in canned foods could be organiezd and built up by establishing such reciprocal conditions. It is to be hoped that this matter will be entered into aggressively.

The Western Canners' Association will in a few days announce the appointments of its committees for 1924-1925, and President Rogers will appoint a Committee on Exportation of Canned Foods, and endeavor through that committee to promote the distribution of canned foods throughout all the world. I respectfully suggest that this is a matter of great importance and that President Rogers is far-seeing in starting this work in a practical way.

ST. LOUIS MARKET

Inquiry Shows Improvement—Odds and Ends Exchanged Between Jobbers—Tomatoes Slow Sellers—Corn Is Quiet—Delay in Early Packed Peas Felt—New String Beans on the Market—Fruits Steady.

St. Louis, June 12, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

IMPROVEMENT—Inquiry for canned foods the past week has been somewhat better than it has been, but there has been a scarcity of large orders. No speculative interest is being shown, even when it is a recognized fact that a certain commodity, because of its scarcity, will advance in price before the new pack comes in. The trade continues on a hand-to-mouth buying basis, and no special inducements can make it change. Odds and ends are being taken from first and second hands, increasing its shortage. The spot market has been well combed. In spite of the shortage, there is a dull market, and only bare requirements are being considered. Future buying is still confined to narrow limits.

Tomatoes—Tomatoes are the slowest selling item in canned foods. It is hard to move anything but Southern No. 2s. Other sizes are dull, and factory prices are being shaded in many instances. With an insufficient spot market, future offerings are being overlooked. The new pack is coming in slowly from the most Southern districts, but buying on this account is not increased, as spots have been too slow a seller for several weeks to inspire much confidence.

Corn—Corn is quiet, but standard is a good seller, although there is not enough of a shortage in standard to make the market very much excited. Buying is only for requirements. Fancy is in the class of most other items, because of its scarcity.

Peas—Peas are scarce in most grades and are well maintained. The scarcity will continue until the Southern factories are able to make larger deliveries of new packs. The Southern canning sections, which commence to pack early, have been delayed by cold, wet weather, which has influenced the packing of peas. What few peas have been packed has not changed the spot situation. In Wisconsin the prospects of a pea pack are rather discouraging because planting was delayed two or three weeks. In many sections of the State it is said that Alaska pack may be harvested with the sweets, so there may be a congestion at the canneries. Because of this congestion, packing of fancy grades may be difficult. It looks at present as if the pack this year will run heavily to standards.

Miscellaneous—Minor vegetables are being taken to meet the current demand. Buyers are using new pack string beans and stringless beans which are now ready for delivery from most Southern sections. Southern and California spinach is firm, because canners write that their packs are being cleaned up as rapidly as it is ready for delivery. Bargain prices are being asked for asparagus.

Fruits—A steady market prevails for California fruits. The demand for jobbing replacements is increasing, and standards at prevailing quotations are being absorbed from first hands. Choice are not so much in demand. Lower grades would move, but they are not available. Pears are hard to locate, as stocks have beeen pretty well absorbed. Cherries are quiet. Pineapple is moving, but not in a big way. Apples are quiet.

Information has been received here that from present indications there will be a splendid crop of cherries at numerous points in the Ozark territory. It is expected that they will be ready for the market in a very short time. Some are even now coming in. These cherries are largely of the Montmorency variety.

Market Prices—The following are quotations here for canned vegetables, carload lots, f. o. b. at point of shipment:

Total receipts of strawberry auction sales at Monett and at Noesho, Mo., the principal Southwest Missouri strawberry marketing points, from May 18, when the season opened to Sunday night, June 8, were $1,132,000, it is announced by the local representative of the Bureau of Agricultural Economics, of the United States Department of Agriculture.

The entire output of the district is sold at auction, the buyers assembling each evening in a hall furnished by the Monett Commercial Club. The berries are sold by two large co-operative associations of growers.

The total daily sales range between $30,000 and $120,000. The first day of the season, May 18, the sales aggregated $2,000. The peak to date was June 2, when the $120,000 mark was set. The average price paid to growers this year has been $3.25 a crate. A crate contains 24 quart boxes.

The two co-operative associations handling the sales are the Ozark Fruit Growers' Association and the Missouri Strawberry Exchange.

District officials of the associations at each community where berries are raised ascertain each afternoon the total amount picked that day. The number of cars available for sale and the car numbers are wired to association headquarters. Then the cars are offered to the bidders, about 25 of whom are in Monett this season.

Standardization in picking and packing methods are co-operative marketing permits handling and sale of the berries at a cost to growers of 5 per cent of the f. o. b. price. Some of the growers will net $300 an acre this season.

While the berries are being sold at auction, the cars are brought in from the growing points and assembled at Monett. The Frisco Railroad runs a strawberry special each night both to St. Louis and Kansas City, where the trains are split and cars forwarded to destinations. About 50 to 60 cars a day are handled. The railroad gives preference to the business, because the product is perishable.

The buyers represent wholesale firms and brokers in all parts of the United States, and several Canadian firms are represented. The Aroma variety of strawberries is the principal produced in Monett. The picking season will continue about two weeks.

MAINE MARKET

Buying Shows Marked Improvement—Sardine Canners Discouraged—Canada Puts Prohibitive Tariff on These Fish as Caught — Blueberry Season Promising — Corn Crop Looks Better—G. H. Buxton Dead.

Portland, Me., June 13, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

BUYING BETTER—The general grocery trade has shown a marked improvement in the past fortnight and buying is much better. Of course, this is largely due to the opening and provisioning of the hundreds of summer schools, sporting camps and hotels in Maine, and does not necessarily indicate an improvement in general business conditions.

Retail selling in all lines is extremely quiet. Many department and specialty shops state that they are not paying their running expenses this spring, and the passing months show no improvement. Retail grocery buying in good centers is running about 70 to 80 per cent of normal, and in manufacturing towns where work is slack the average falls to 55 per cent in some locations.

Sardines—The sardine industry has a right to be discouraged. Again this season the costs are high, fish are scarce, and the market is slow. Less than half of the factories in Maine are operating today, and none on full time. A recent ruling from Canada, taxing $10 a hogshead on all Canadian fish shipped into the United States, has interfered with the source of supply for many down-East factories, and has a tendency to force up the price on the few fish taken in American waters. Until a good run of herring comes in and stays with us for the rest of the season, work will be slack and costs very high. The few fish that are now being packed are going to the market at around $4.00 for standards. It is a sad fact that buyers of sardines are looking for a price proposition without considering quality, which is disastrous to any line.

Blueberries—A new blueberry cannery is to be erected at North Gray, Maine, to take care of acreage recently purchased and improved in that vicinity. This is to be operated by H. L. Forhan and Daniel Foss, who own most of the acreage. Mr. Forhan has been handling berries for many years in Washington county, and also packs at his Yarmouth factory near Portland.

The present outlook for berries is pretty good, as indicated by the blossom. However, this fruit is easily affected by dought, also by heavy rains, which beat off the berries; and for that reason it is always impossible to estimate the crop until harvested. This is one reason why prices are never named until late in the season.

All crops this year are liable to damage from dry weather. During the earlier days of planting and growing the ground was very wet, so that the roots did not "dig down" for water. Now that the surface of the ground is dry, these roots are not deep enough to feed the plants, and the result is already noticeable in many places.

The corn crop is looking very much better than could possibly be expected after the unfavorable weather of May. Farmers got desperate and put their corn in the ground whenever possible; just then we had a few warmer days and the result is astonishing. Even at best, however, the crop is very lightly planted and in a delicate state of health, but is better than none at all. The only interest in future corn is in the field, not in the market. Canners are not offering more contracts at this time, and their best hope is to be able to make full delivery on the sales already completed.

Death of G. H. Buxton—For the third time within a month death has visited the circle of Portland wholesale grocers. George Herbert Buxton, president and oldest member of the H. S. Melcher Co., died June 9th, suffering a severe attack of health trouble for about two weeks before his death.

Mr. Buxton was 76 years old, and at the age of 19 he began work with the old firm of Churchill, Hunt & Melcher, now H. S. Melcher Co. He has been president of this corporation since 1905, and has been one of the best-known men in the city. He was a man of sound principles, conservative but active policy, and his advice and judgment was sought by all of his business and political associates. He was just an old-fashioned New England business man, loyal to the highest ethics, active in church and civic work, and a friend to man.

Mr. Buxton's passing, following so closely the loss of C. H. Randall, of the Charles McLaughlin Co., and Fred Marston, of the Conant Patrick Co., is a serious loss to the trade in this market, and a deep grief to those who enjoyed association with him in his various activities.

CALIFORNIA MARKET

Good Business Where Opening Prices Have Been Made—Cherries Being Bought—No Opening Prices on Tomatoes Yet—Plums Damaged—Canning Pineapple—Sardine Law Upheld—Preparing for Big Season in Salmon—Coast Notes.

San Francisco, June 12, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

BUSINESS GOOD—An excellent business has been done on California canned products on which opening prices have been made, but comparatively little interest seems to be manifested in futures which are offered subject to approval of opening prices. Asparagus, spinach and peas, on which definite prices were quoted several months ago, have been closely sold up, and the packing of these is about at an end. Considerable interest has also been shown in cherries, on which tentative opening prices were named recently, and which are now going into cans. Holdover stocks of fruits are dwindling away and will be in very light supply by the time the new pack is ready. Buyers are taking small lots at a time, but are coming into the market frequently. Export business has been quite good this spring, and well ahead of that done a year ago. During April exports of canned milk from San Francisco reached a value of $285,923, as compared with $211,194 in April, 1923. Exports of sardines amounted to $96,150, as compared with $53,386; exports of canned salmon amounted to $184,156, as against $98,845, and

exports of canned fruits reached the splendid total of $899,363, as compared with $356,095 during April, 1923.

Tomatoes—Opening prices have not as yet been named on the 1924 pack of California tomatoes, but are expected within the next two weeks, at least. Some large contracts with growers have been made of late at $15 a ton, and it is intimated that opening prices will be made on about this basis. The protracted drought tends to make the cost of production higher than usual, since irrigation and added cultivation is necessary.

Plums—Considerable damage has been done the California plum crop by high winds, which occurred late in May, shippers reporting a loss of about one-quarter of the crop. It is anticipated by canners, however, that it will be possible to make the usual pack. The same storm did some damage to pears, but the loss is much less marked than in the case of plums.

Pineapple—The packing of pineapple in Hawaii is now under way, and will be in full blast within thirty days. The quality of the fruit being harvested is reported to be excellent, and the outlook is for a good output. Preliminary estimates call for a pack of about 6,000,000 cases, but should growing conditions continue favorable this figure may be surpassed. Opening prices have not been announced, but these are expected any day. Sales representatives of various concerns are in the Eastern markets, and an active selling campaign is under way. The co-operative advertising campaign that has been launched, and which will be continued during the remainder of the year, is expected to be of great value in stimulating the demand for this fruit.

Sardines—The California State Supreme Court has upheld the State law prohibiting fish packing companies from using more than twenty-five per cent of the sardine catch for the manufacture of fertilizer and other by-products.

Arthur Sconberg, authority on insect pest control, recently addressed the Rotary Club, of Oakland, on the control of pests and declared that the loss from this source last year in California amounted to not less than $26,000,000, or about one-tenth of the value of the fruit crop annually. The brown rot, which destroys apricot and prune trees, came from Japan, he said, while mildew, which causes so much loss to grape growers, came originally from Germany. He declared that the enforcement of strict quarantine regulations was necessary to preserve the fruit-growing industry, and that it was a matter which affected the fortunes of all.

Salmon—Preparations are being made for a heavy catch of salmon in British Columbia this season, and practically every plant will be in operation. Last year but one or two plants were operated on the Queen Charlotte Islands, but this year all have made preparations to run. In all about fifty canneries will be in operation.

Coast Notes—California has a reputation for some unique products, some of which make their way into the humble tin can, but a new one has made its appearance, if the veracity of the clerk at the cigar stand of the Palace Hotel is to be trusted. An Englishman recently sauntered up to the stand and engaged the clerk in conversation, mentioning the fact that he had been here before, some twenty years ago. This led to some questions and some elucidating information.

"I say, old chap, what have you done with the bally fogs? They used to be nearly as thick as the good old London sort."

"Well, you see, our canning industry has become a wonderful thing; they have experimented for years, and now turn out a vast variety of products."

"But that has nothing to do with fogs. Where are they?"

"You bet your life it has. The demand for California climate and our wonderful clean, health-giving fog is such that they now can it in concentrated form and ship it everywhere. Every good Californian away on a trip takes a case of canned fog along to keep him from getting homesick."

"My word! I must jot that down. You Californians are a wonderful sort. Canned fog! Marvelous!"

W. N. Rolph, vice-president of the Griffith-Durney Co., San Francisco, is making a business trip to Europe and will be away until about the end of July.

B. McPhun, for many years with Mailliard & Schmiedell, San Francisco, but who engaged in the brokerage business on his own account three months ago, is now acting as selling agent for the Lindsay Ripe Olive Co., of Lindsay, Ca., and has been successful in booking a good business. He has offices at 112 Market Street, which is headquarters for the brokerage trade.

R. D. Frey, sales manager of the California Canneries Co., Francisco, is making a trip to Eastern trade centers in the interests of this concern.

J. H. Long, representing Libby, McNeill & Libby, Chicago, is paying the San Francisco office of this concern a visit.

The California Olive Growers' Association, Inc., has purchased a five-acre tract at Strathmore, Cal., on which it will erect a pickling and packing plant with a capacity of 1,000 tons.

SUGAR SURPLUS TO EXCEED MILLION TONS.

Federal Statisticians Predict Huge Carryover Because of Record Cuban Crop.

THERE will be a surplus of 1,364,854 tons of sugar (refined basis) available for the United States between now and next October, predicts Federal Sugar Refining Company, as a result of a careful world survey just completed. As a result of this prospect, sugar prices have steadily declined, raw sugar reaching the lowest point since 1922. But, despite several drastic reductions, demand has been restricted and buyers have purchased only for immediate needs, being doubtful about future prices.

The Cuban crop will reach the record total of 4,050,000 tons, according to the latest estimate of Federal's representative on the island. This will leave available 1,880,951 tons of raw sugar for the United States until October 1. Adding the balances available from Porto Rico, 141,060 tons; that from Hawaii, 305,630 tons; from Philippines, 149,547 tons, and 2,000 from Virgin Islands and 15,000 tons of full duty sugar to the refiners' and importers' stocks of raw now on hand, makes a total available of 2,761,140 tons. Deducting exports and meltings for the domestic trade (on the same basis as last year) the total available on September 26 is estimated to be 1,364,854 tons of refined sugar.

Stocks in Cuba are over half a million tons more this year than at the corresponding date last year. The estimate as of May 24, including sugar at plantations, ports and in transit to ports, totals 1,724,616 tons, against 1,179,847 tons at the same time in 1923, an increase of 544,769 tons. Despite reports of revolution and strikes in Cuba, buyers have apparently realized that a huge carryover is inevitable, and prices must stay in line with conditions of supply and demand. Talk of "large" sales of Cuban raw sugar and American refined to foreign markets has also not been borne out by the facts, while the normal season of heavier sugar consumption is approaching, stocks are larger than usual, and will go a long way to satisfying any demand in the near future. Conditions during April were such that certain American interests were offering granulated sugar in England at prices nearly one-half cent a pound under prevailing domestic parity.

Europe's 1924-1925 beet sugar crop will total 6,770,000 tons if the outturn is based on the 1922-23 outturn, and 6,056,000 tons based on the bad European weather conditions of 1923-24. The acreage sown this year exceeds last year's by 21 per cent, 1,975,000 hectares, as compared with 1,633,137 last year. Germany reduced its consumption of sugar 300,000 in the five months ending March 1, according to one of Federal's European correspondents. This year consumption was 350,000 tons, as compared with 650,000 tons in the corresponding period last year.

The improvement in the English sugar market, expected after the announcement of the new duties, has not materialized.

Stocks on hand May 1 totaled 410,000, about equal to the consumption during the first four months of the year.

Exports of sugar from the United States in the first four months this year were less than a half of those in the corresponding period of last year, and about one-seventh of those in 1922, according to Federal's figures.

What Canned Foods Distributors are Doing

Packer's Interests Score Victory in Latest Consent Decree Hearing—Decree Not Voided, However—American Wholesale Grocers' Association to Carry Case to United States Supreme Court—Outstandings Worry Trade—Other Notes and Observations.

THE Consent Decree—The famous packers' consent decree has again found its way into the limelight during the past week as a result of the action of the Court of Appeals of the District of Columbia in reversing Justice Bailey's decree denying the California Co-operative Canneries the right to intervene in the case. Counsel for both the packers and the Co-operative Canneries took the position that the consent decree was invalid, but in the decision rendered by Justice Vanorsdel the court declined to pass on the validity of the decree inasmuch as the validity of the Consent Decree was not questioned in the Court below by any of the parties to the action. The only order appealed from in the proceeding which was decided on June 2 was the refusal of the lower court to grant the canneries the right to intervene. The Court of Appeals based its opinion that the canneries should be permitted to intervene on the claim of the canneries that their contract with Armour & Co. was destroyed by the Consent Decree and they have no remedy unless they are permitted to be made a party to this proceeding, so that they may set up their rights and sustain, if they can, their claim that the Consent Decree be abrogated insofar as their contract is concerned. In the order reversing the lower court, the Court of Appeals remands the case to the lower court with instructions that the latter court allow the intervention of the canneries and such further proceedings thereupon be had as are necessary to determine the issues raised by the canneries' petition.

Commenting on the latest decision in this bitterly waged legal content, J. H. McLaurin, president of American Wholesale Grocers' Association, says: "It is not, of course, our intention to permit the return of this case to the Supreme Court of the District of Columbia until we shall have presented the decision of the court today (June 2) to the Supreme Court of the United States for review and determination. It is probable that this matter will not be heard before the United States Supreme Court before next winter."

The National Wholesale Grocers' Association, in commenting on this latest move in the Consent Decree case, says: "Whatever reports may have been circulated to the contrary we advise wholesale grocers most emphatically that the present decision does not hold the packers' Consent Decree void, either in whole or in part. This decision does nothing more than to permit the canneries to come into the case for the purpose of making such future application in the court below (that is the Supreme Court of the District of Columbia) as it may think necessary to protect its rights under the contract it had for the sale of canned fruit to Armour & Co.

"Attorney General Stone has not yet made public the course the United States will pursue as a result of this decision, but it is understood he has previously indicated very clearly that this present administration will make every proper effort to sustain this consent decree as entered by the Supreme Court of the District of Columbia February 27, 1920. Thus far Judge Bailey of the Supreme Court has not rendered his decision upon the latest application of Armour & Co for further extension of time within which to dispose of its unrelated lines. The National Association at its annual meeting in Chicago last month determined unanimously to continue its fight to have the Consent Decree sustained according to its terms as entered by the court in 1920."

American-National Merger—Nothing official has yet come forth as to any plans which may be on foot to merge the activities of the National and the American Wholesale Grocers' Association. The American moves its headquarters to Washington July 1. As indicative of the changed relations between the two jobbers' organizations, it is interesting to note that the National in several of its recent bulletins has mentioned its contemporary organization, as in Bulletin No. 635 General, on the Consent Decree, which says: "As respects possible appeal to the Supreme Court of the United States, National Wholesale Grocers' Association and American Wholesale Grocers' Association now have for consideration this question of policy just mentioned." It has been years since the National has passed on to its members any information whatever regarding the American (former Southern) Wholesale Grocers' Association.

National's Officers for 1924—John W. Morey, of the Morey Mercantile Co., of Denver, new president of the National Wholesale Grocers' Association, is now selecting chairman of the various committees for 1924. The executive committee this year is made up as follows: John W. Morey, Austin L. Baker, Eldridge, Baker Co., Boston; O. J. Moore, O. J. Moore Grocer Co., Sioux City, Iowa; Roy L. Davidson, M. O'Connor & Co., Indianapolis; Charles Feilbach, the Feilbach Co., Toledo; Carl H. Schlapp, Krenning-Schlapp Grocer Co., St. Louis; Sylvan L. Stix, Seeman Bros., New York City; S. B. Steele, Steele-Wedeles Co., Chicago; E. M. Schenecker, James McCord Co., Fort Worth; E. F. Brewster, Brewster, Gordon & Co., Rochester; Perry T. Cumberson, Wm. Cluff Co., San Francisco; M. A. Christopher, Christopher Mercantile Co., Kansas City, Mo.; Paul H. Earle, Earle Bros., Birmingham, Ala.; M. W. Griggs, Griggs, Cooper & Co., St. Paul; Guy W. Rouse, Worden Grocer Co., Grand Rapids, and C. C. Virgil, Western Grocer Co., Chicago.

Too Many Sales—Too Few Profits—The Alabama Wholesale Grocers' Association, in a bulletin to members, says: "Many of us are suffering severe losses from our large outstandings. The average for Alabama is entirely too high. Recent reports from a few State Secretaries show the following: Indiana, 77 per cent.; Michigan, 78 per cent.; Illinois, 105 per cent.; California, 101 per cent.; Oklahoma, 10 per cent." The average for Alabama in April was 151 per cent., against 137 per cent in March, 148 per cent. in February, and 136 per cent. in January. "We are in business to make profits and not sales," the letter of the Alabama Association cnotinues. "There can be no profit, regardless of how satisfactory the sale may be, until the money covering the merchandise sold has been collected."

Value of an Association—"We have had members ask us the question: 'What does the association do for me or for my busines?'" writes C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association. This association has always stood for a fair, square deal. It has shown no favoritism among members. This association believes that it is fair, right and legal for wholesale grocers to sell to whom they please, or refuse to sell. This association has ever contended that to make a success of your business you should sell all goods at a fair margin of profit above the cost of doing business not by any price agreement, but by your own free will and accord. This association contends that it is fair and legal that you should collect from the carriers for your loss and damage claims, at your established price, it contends that many of the splendid manufacturers from whom you buy are not giving a fair cash discount; it contends that a wholesale grocer, to be recognized as such, should be one that carries in his warehouse a well assorted stock of food products and allied lines, travel salesmen, have no retail stores, and not discriminate against his customers in the territory where he travels salesmen, by offering those of other sections inducments not given where he does travel salesmen; it contends that you and all merchants who desire to handle drugs, medicines, and home remedies that are sold in original packages, may do so without interference from the drug concerns who seem to think otherwise. If you agree with the foregoing, then give us your full support and co-operation that we may continue to function in the interest of fair play in the wholesale grocery business."

New York Jobbers Take Up Golf—The New York Wholesale Grocers' Association will hold an invitation golf tourney for members on June 18 at the Englewood Golf Club links at Englewood, N. J. The affair is being arranged for by a committee composed of Howard L. Sills, chairman: Jos. Seeman, H. E. Sayre, E. S. Truesdell, Geo. C. Buell, and A. B. Martin.

Green Retires—John A. Green, for the past eight years special representative of the American Sugar Refining Co. to the retail grocery trade, has retired. Mr. Green is well known to the retail trade, having for many years served as secretary of the National Association of Retail Grocers.



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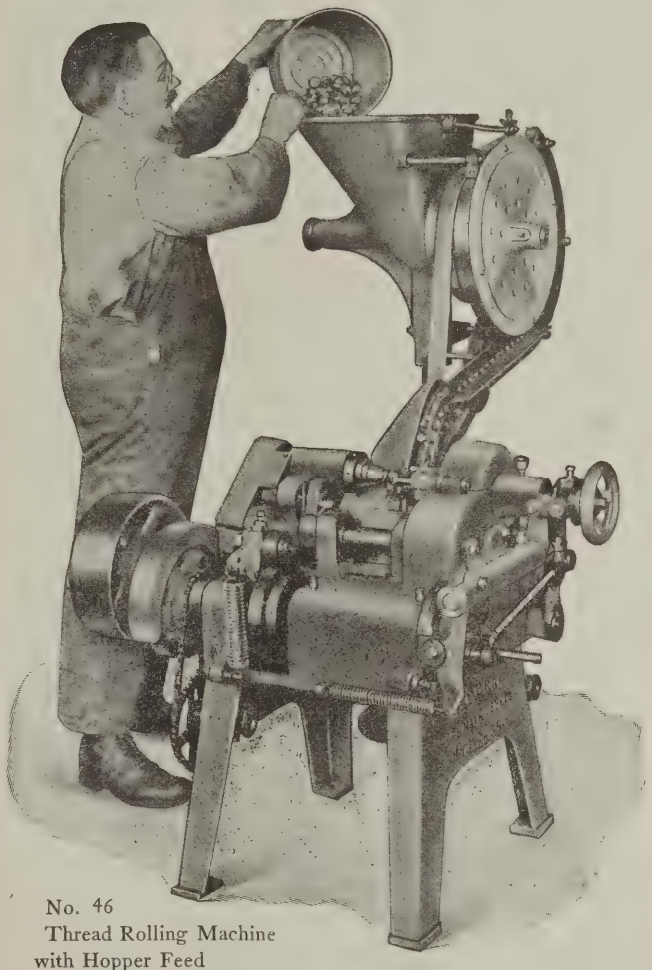
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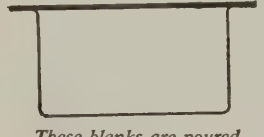
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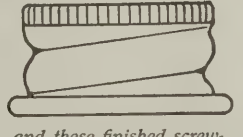
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SMILE AWHILE

OPPORTUNITY IS GOLDEN

The Backward Suitor—What makes you so excited tonight, Mildred, You've never acted like this before during the three years that we've kept company.

The Hopeful Maid—Oh, Arthur, I just discovered this afternoon that this is Leap Year.

LABOR-SAVING

"How did you manage to get the weeds down so well in your garden?"

"I blindfolded the neighbor's hens and they scratched out as many weeds as they did vegetables."

THE ALARM

Barber—I cut a gash in a customer's chin today and it cost me five dollars.

Friend—He made you pay him that?

"No, but he was sound asleep, and I figure the gash that woke him up stopped me from doing five more dollars' worth of work on him."

BUM TECHNIQUE

"Holy cats!" exclaimed the owner of the Uncle Tom show. "This is the last time I'll ever carry dachshunds to chase Eliza across the ice."

"What's the matter?" inquired the stage manager.

"Looka there. That mutt's got his front feet on one shore and his hind feet on the other river bank, and all the ice is floating down stream under his tummy. Order some short dogs."

PRECAUTION

It was 3 A. M., and the irate married lady who had been waiting awake all night at last heard uncertain footsteps on the stairs.

"Are you sober?" she demanded, sharply.

"If you're m-m-my w-w-wife," answered a cautious voice, 'I mos' shert'nly am."

REAL TRAGEDY

Mrs. (at the telephone)—Oh, Jack, mother's fallen down the stairs—now, dear, do be brave—and broken——"

Mr. (eagerly)—Her neck?

Mrs.—No, dear—that bottle of Benedictine she promised to bring us from Bermuda.

SOUNDS SUSPICIOUS

Little Ethel—Mother, isn't environment something we have around us?

Mrs. Kriss—Yes, dear. Why do you ask?

L. E.—Because I heard father say that he had seen a dancer who was outside of her environment.

"GOIN' FISHIN'"

He had been looking over the cards of greeting on the counter for some time, when the saleslady suggested:

"Here's a lovely sentiment: 'To the Only Girl I Ever Loved.'"

"That's fine," he said, brightening. "I'll take five—no, six of those, please."

PAINSTAKING WORKER

Foreman—I thought you said you were an expert bricklayer? You've worked all morning, and now you can go and get your time.

Bricklayer—Have ye any fault to find wit the brick I laid?

Foreman—No, but I thought you might have laid the other one, too, while you were about it.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor
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Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

CINCINNATI THE NEXT CONVENTION CITY—A decision has been reached by the Location Committee, and Cincinnati has been chosen as the place for the next annual Canners' Convention. It is said that this city can take excellent care of the Convention, both as to the hotel accommodations and exhibition hall facilities. The first annual Convention under the auspices of the National Canners Association was held in Cincinnati in 1908, and it was a memorable Convention, as many will recall. Cincinnati then entertained the Convention as possibly no other city has since done, as a city. The Baltimore Convention in 1914 may be cited as an exception to this, but the entertainment was furnished mainly by the Canned Goods Exchange and local supply men, etc., though Baltimore did a wholesome share of the entertaining. There is no reflection intended in this upon any other city which has since entertained the Convention, Buffalo, for instance, or any other city, because the Convention has grown too large for a city to actually play host and entertain the gathering. That was not the condition in 1908, when Cincinnati, as a city, actually took the entire body as its guests on one notable evening, in particular.

That Cincinnati will treat the Convention well may be written down as certain. The big, new six-million dollar Gibson Hotel has replaced the old Gibson House; the Hotel Sinton, where headquarters were maintained before, is just around the corner, and there are any number of fine hotels within a small radius, ready and willing to care for all who come.

The exhibition hall is so large and commodious that it will not only take care of the big machinery display, but can house the canned foods display at the same time, so that here all will be under one head.

Assignment of reservations (rooms) will undoubtedly be done as it was last year at Buffalo—that is, with a committee handling the entire matter and bringing to this troublesome question order and expedition.

CANNED FOODS WEEK—There has been such enthusiasm over the coming Canned Foods Week that the committee, composed of all branches interested in canned foods, even the chain stores this time, are able to announce at this early date that the Week will be held in November, 1924, instead of March, as has been the custom. The brokers, the jobbers, the retailers and the chain stores are all behind the move, and it now but remains for the canners, who are the chief beneficiaries of the week, to bestir themselves. It is not very complimentary to the canners to see them lag, even in the slightest, when their friends are willing to put up the money and do most of the work to advertise canned foods, and so increase consumption. The canners are not to be asked for any money, but they are asked to co-operate whole-heartedly and with vigor, and that they will do so this time we are not afraid to promise. Associations and individuals intend to get back of this November drive, and he will be a lonely canner who has no part in it.

One grocer suggests that instead of a week the occasion be made a month—Canned Foods Month. We are not going to discuss this, except to point out the attention it means to this occasion, as an evidence that Canned Foods Week is a real thing in the grocer's life. It rests with the canners to keep it so.

You will also note that the Baltimore Canned Goods Exchange is going into this year's week with both feet. The first time they went heartily into the movement, had the city decorated, a big parade, etc., but in the past two weeks they have taken no interest whatever. Baltimore is going to do her share this time with a bang.

The chairmen of the various Canned Foods Week Committees will meet in Chicago on June 27th, when the whole matter will be more thoroughly threshed out and definite plans agreed upon. This shows the spirit with which all hands have taken hold of this big Canned Foods Week for November, and with all interests working so harmoniously together what is to stop this event being the greatest ever? Will the canners work with them? Well, you just watch them!

HAND-TO-MOUTH BUYING—The well-known brokerage firm of Taylor & Sledd, Inc., Richmond, Va., have written us on the question of our comments last week anent the hand-to-mouth style of buying now prevalent. They say:

> "The writer has noted with considerable interest your editorial in regard to buying futures for the jobbers. You complain about their buying in a hand-to-mouth way. It has been the writer's observation, as a broker, that the jobbers buy futures quite freely on the items that seem to promise a reasonable chance for them to make interest on the money invested. It would be well for the canners to bear in mind the fact that when a jobber buys a block of goods to be carried from six to eight months before they are sold that it is going to cost him interest on his money and storage to carry these goods. There has got to be some advance in the market to enable him to get a moderate profit out of the goods.
>
> The writer has been told by the jobbers any number of times in the last few years that if they buy goods and carry them six months they generally find that they can go out and buy them for the same price, or less, than they paid for their futures, which simply means that they threw away their interest and six months' storage.
>
> This is not always true. For instance, take the Wisconsin peas. We believe if you will ask the Wisconsin packers they will tell you that their future sales have been good.
>
> We would like to have your comment from this angle."

It sometimes happens that canned foods continue to sell at, or so near, the future prices that there is nothing in it for the wholesaler who loads up on futures; but this is not the general rule. In the great majority of cases futures prove good buys for the wholesaler. It is speculation, of course, but legitimate speculation, and decidedly more uniform in its success than most speculative ventures. Experienced jobbers know this; but there is the other side of the question, and to which we referred last week: the producers cannot afford to take the surplus of Nature, gathered in two months at most, and hold it for the twelve months, while the market takes it piecemeal. The wheat and grain farmers could not afford to do this; why then should the food farmers, without this slight help from those who make money, or do business, on their products? Of necessity there must be co-operation here between the producers and the distributors, and the best co-operation is the sale of futures, at least in moderation.

JOTTINGS—A Kaffir canner wants to know how to can an ox in his own back yard. If someone could devise a means to "can" the "bull" in our own front yards or bailiwicks it might help preserve the country in these days of political pot boiling.

* * *

The first reports from the Maine election, on Monday, the 16th, indicated that our own Senator, "Bert" M. Fernald, was having a hard time to nose out his opponent, and so be returned to the U. S. Senate. Fortunately this was not true, as he really won easily. If the voters cannot see the wisdom of sending a splendid business man, like Senator Fernald, back to the Senate, then our case is well-nigh hopeless. What the country needs more than anything else, more, even, than a powerful President, is more Fernalds in both the Senate and in the House of Representatives; in other words, more good, sound-sensed business men and fewer second-rate politicians. And we hope the country is waking up to this and will make the correction. We have at least one victory, and we congratulate the voters of Maine.

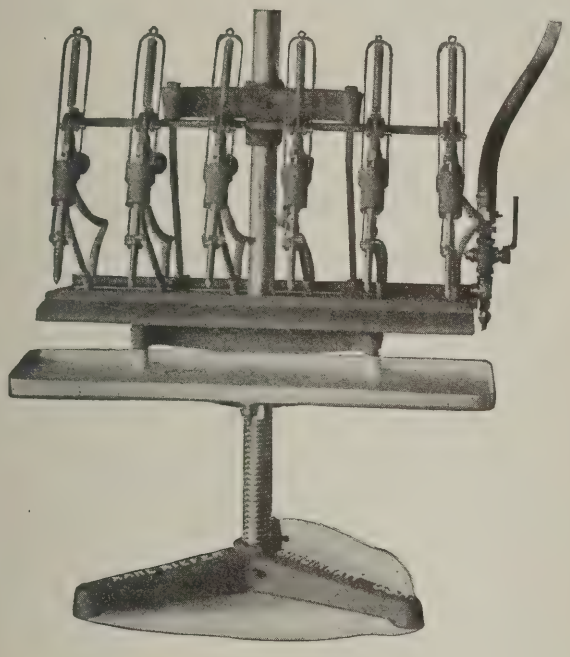
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The industry received a distinct shock when it learned of the death of J. W. Hill, until just a month or so ago President of the Western Canners Association, and member of the Board of Directors of the National Canners Association at the time of his sudden death in Los Angeles on June 12th.

Mr. Hill was a genial gentleman of force and ability and made an excellent presiding officer. He was one of the most extensive canners of corn in Iowa, and was always awake to the welfare and prosperity of the canning industry. His wise counsel and far-seeing advice will be sadly missed.

GOVERNMENT PLANS TO TEST PROPOSED GRADES FOR CANNERY TOMATOES—We are just in receipt of the following notice from Mr. Charles W. Hauck, who explained his plan before canners' conventions last fall:

> "Considerable comment was caused last fall and winter among manufacturers of canned tomatoes and tomato products by the announcement that the United States Bureau of Agricultural Economics had formulated standard grades for cannery tomatoes, which might be used, if desired, as a basis for buying tomatoes from the growers. It was suggested by the Bureau that if the proposed grades were so constructed as to fit into present good commercial buying practice that they would place the canner in position to establish graduated prices corresponding with the quality or grade of the stock delivered. Thus the canner could secure his tomatoes at a cost commensurate with their value for his purposes, and at the same time more harmonious and fairer business relations with the grower would be promoted. Moreover, the grower would be encouraged to produce better tomatoes and to handle them more carefully in order to secure a higher price for U. S. No. 1 and to avoid a discount for U. S. No. 2.
>
> Some canners have evidenced their intention to try out this plan in a small way during 1924, but the disposition in most quarters has been to go slow in making any changes in the buying methods pursued and to await the outcome of further studies of the use of these grades before adopting them.
>
> Consequently, the Bureau is planning to undertake this year some comprehensive tests of these proposed standards in an effort to determine whether or not they are practicable in their present form, and to ascertain what revisions, if any, are necessary to make them meet the needs of the owner and the grocer. These studies will be made in several large factories in New Jersey and Indiana, and it is hoped that arrangements can also be made to include New York State."



FILLING MACHINE

for

Vinegar—Syrups—Fruit Juices—Flavoring Extracts—etc.

The "P" Type Filling Machine, illustrated here, has become a very popular filler with manufacturers whose output does not warrant our larger automatic machines.

It is a simple, sturdy little filler that can be depended upon to do the work right and not give you trouble. Nothing to break or get out of order.

Handles a great variety of bottles. Quickly cleaned without taking anything apart.

We make all types and sizes of filling machines from this simple, inexpensive filler up to fully automatic equipment.

Write for catalogs.

The Karl Kiefer Machine Co.,
Cincinnati, O.

REDUCE COOKING HAZARDS

A-B Continuous Agitating Cookers are entirely automatic—time of cook governed with absolute accuracy—each can rolled evenly and continuously producing quick, uniform heat penetration, guaranteeing unfailing perfect sterilization.

Output in quality has never been surpassed—in quantity exceeds all other systems or devices for the space occupied, fuel, power and labor consumed.

Write for particulars.

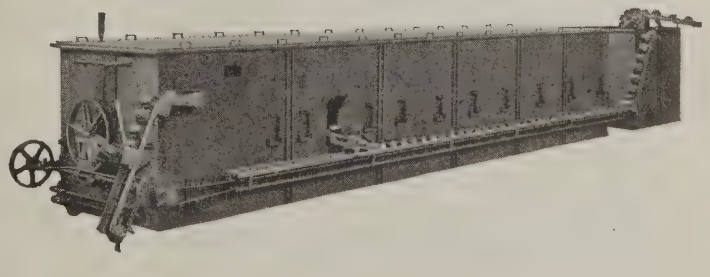
ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.

—BRANCH OFFICES—

BALTIMORE,
S. O. Randall's Son
409 Marine Bank Bldg.

CHICAGO
S. G. Gorsline
844 Rush St.

SAN FRANCISCO
A. C. Caldwell
20-22 Fremont St.



Canned Foods Week In November

All Interests Aroused and A Record Expected—Canners, Wholesale Grocers, Retailers and Chain Stores All to Join in Big Event—Definite Announcement Made.

PRESIDENT Clark's report on Canned Foods Week at the recent meeting of the Board of Directors, and the discussion which followed, confirms and reflects the favorable attitude of the entire industry towards this method of popularizing canned foods. Canned Foods Week had a modest beginning, and there were many doubters, but each year has recorded increasing success. Despite the handicaps of the 1924 Week, there is no question but that it eclipsed its predecessors.

The Board of Directors acted unanimously to continue Canned Foods Week, and favored a convenient week in November instead of March.

President Clark announced that the canners would not be called upon to make individual contributions to the fund. He did urge their personal support and assistance to distributors in encouraging them to do individual advertising.

President Clark presented his thought first to the American Wholesale Grocers Association at its meeting in Dallas, Texas, and second at the meeting of the National Wholesale Grocers Association held in Chicago. Never before has the distributor organizations' membership shown such live interest. The chain store organization has already been invited to participate and its participation will be genuine and sincere. The Machinery and Supplies Association and the Brokers Association will do their full part.

Distributors and canners have agreed on November 8 to 15, 1924, inclusive, as the date of the "week."

The National Wholesale Grocers Association has named as the chairman of its Canned Foods Week Committee, Mr. Leslie Lieber, Haas-Lieber Grocery Company, of St. Louis, Missouri. The American Wholesale Grocers Association has named as its chairman Mr. T. G. Perfect, Huntington Grocery Company, Huntington, Indiana. The other chairmen will be named within the next few days, and the organizations will commence their active functioning. There will be no delay in the distribution of literature, window decorations, and other forms of dealer helps, which will be furnished to the distributors.

Retailer Suggests a Month Instead of a Week.

The Interstate Grocer, of St. Louis, in the issue of June 14th, under black headlines, carried the following:

> The suggestion made by Royal F. Clark, president of the National Canners' Association, for a canned foods week in November at the convention of the National Wholesale Grocers' Association several weeks ago, is being carried into execution. The machinery which was successfully operated last March is again being oiled and put into shape for another and more pretentious effort later this year and it already is predicted the campaign will be on a more extensive scale.
>
> Coming in November gives added opportunity since the trade will be supplied with the new pack and one of the slogans suggested as an advertising attraction to the housewives is "Stock up your home with new canned foods." Another slogan that is to be strongly emphasized will be "if it's in a can it's fresh." An aggressive effort is to be made in all markets to make this a record breaking event, as since canned foods were adopted each succeeding event has surpassed the previous one.
>
> It was at first planned to begin an active advertising campaign on canned foods to extend over a period of three years, the funds to be obtained from the canners, wholesale grocers, can manufacturers, and canning machinery and supply concerns. President Clark of the Canners Association, stated at the wholesalers' convention in Chicago, however, that it was not timely to begin this advertising this year and suggested a canned foods week in November to take its place.

Retailer Suggests Month Campaign.

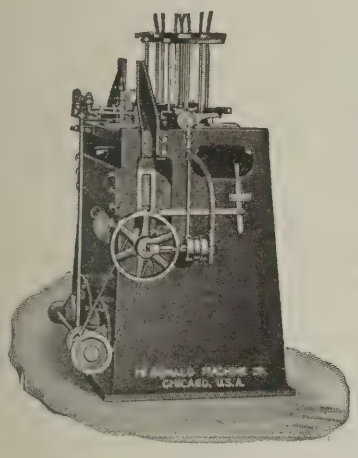
He told the wholesalers that the canners would lend every co-operation and would increase the advertising by running a double-page spread in colors in the leading national weekly. In addition, he said the canners would contribute liberally to local campaigns and in other ways would give every possible assistance to putting it over in a big way. He felt confident that with the full co-operation of the distributive trade—retailers and wholesalers—it would mean a tremendous increase in sales of canned foods in which all would profit.

E. S. Berthiaume, who represented the National Association of Retail Grocers at the wholesalers' convention, made the suggestion that it be a "canned foods month" rather than just for one week. His reason for this was that it took many retail grocers a week to become interested and that seven days was too short in which to conduct an aggressive selling campaign and properly acquaint the public with all the variety of canned food items carried by the grocer.

He further said he had found this more productive and followed that plan last March with good success. Being a large retailer in Superior, Wis., and employing 38 clerks, his suggestion carries considerable force. That plan certainly would enable the grocer to reach all of his customers as the particular week decided upon might not be to the best advantage to all customers. They may be short of funds whereas if extended over a month more could be induced to lay in the winter's supply.

The Interstate Grocer talked with Leslie Lieber, of the Haas-Lieber Grocer Co., of St. Louis, who was last year national chairman of the Canned Foods Week campaign for the

COMPOUND APPLYING MACHINE DOUBLE SPINDLE



Being adjustable for all sizes from 2 to 6 inches in diameter, this double machine supplies sufficient compound for any high speed sanitary can making line. Ends are stacked in hopper and are fed, coated and discharged without handling.

Feeding nozzles are self-clearing, and arranged to apply compound only when ends are in proper position. The machine has independent supply to each nozzle from separate agitated reservoirs, insuring proper distribution of compound, also separate control levers for each slide so that one side can be operated independent of the other. Direct connected pressure pump and attachments for one size are standard equipment.

We also manufacture a Disc Dryer to be operated with Coating Machine, which has sufficient capacity to dry compound for all sizes.

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

7600 South Racine Avenue Chicago, Illinois.

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

Houston :-: Texas.

Wire us your offerings.

50 Years of Service to Canners.

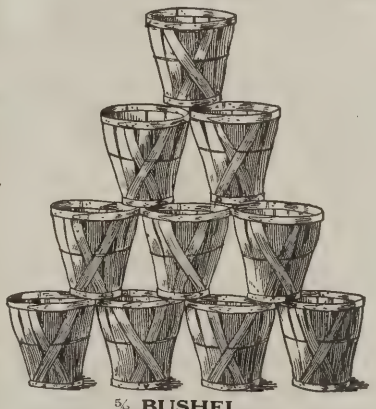
Thos. J. Meehan & Co.

(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

BROKERS and COMMISSION MERCHANTS

Canners' Accounts Solicited for Tip-Top Buyers.



⅝ BUSHEL

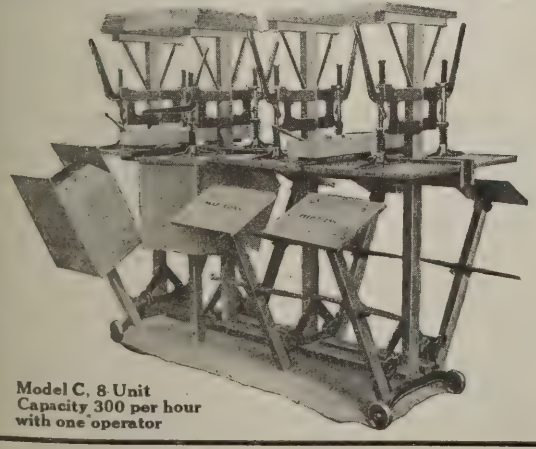
First Quality tomato picking baskets car loads or less.

Quick Shipment.

A. K. Robins & Co.

INCORPORATED

Baltimore, Md.



Model C, 8 Unit Capacity 300 per hour with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers

510 Consolidated Building, Los Angeles

wholesale grocers, regarding Berthiaume's suggestion. He said he had not been notified that he would again be appointed this year, he would take occasion to bring to the attention of those interested the thought of a campaign longer than a week. He was in agreement with the thought that one week was a little too short a time for a strenuous campaign and that a longer period would be advisable.

Arthur P. Williams, who was active in promoting the advertising campaign, and is Foods Week, is already taking preliminary chairman of the New York section for Canned steps to acquaint the trade with the coming event. In a statement issued to the retailers of that territory he points out that the campaign will be backed by the advertising cards and banners and urges retail grocers' associations to appoint a committee to make the necessary preparations.

* * *

Canned Foods Week has taken hold of Baltimore, and she means to go right to the front. President Killian has just made this announcement:

Canned Foods Week Committee, November, 1924 —Pursuant to a resolution of the Exchange to constitute a large committee to insure for Baltimore a successful Canned Foods Week in November, I have appointed the following:

Canners—D. H. Stevenson, chairman, Torsch-Summers Co.; Hampton Steele, D. E. Foote & Co.; E. A. Kerr, Gibbs Co.; J. A. Killian, W. H. Killian Co.; Frank Curry, J. Langrall & Bro.; Eugene Thomas, H. J. McGrath Co.; J. Neuman Numsen, Wm. Numsen Co.; J. O. Langrall, Roberts Bros. Co.; C. F. Butterfield, Webster-Butterfield Co; F. W. Wagner, Martin Wagner Co.

Brokers—J. Cecil Smith, Hanna & Smith; Howard E. Jones, Howard E. Jones & Co.; H. H. Mahool, H. H. Mahool Co.; Thomas L. North, Thomas J. Meehan & Co.; Joseph M. Zoller, Jos. M. Zoller & Co.

Supply—H. W. Krebs, American Can Co.; James F. Cole, Atlantic Can Co.; Robert Rouse, Continental Can Co.; Carl Cooling, Metal Package Corp.; Frank O'Brien, Southern Can Co.; N. D. Dryer, Jr., H. D. Dryer & Co.; F. Watson, Consolidated Paper Co.; Herman Gamse, H. Gamse & Bro.; R. A. Sindall, A. K. Robins Co.; Arthur I. Judge, The Canning Trade.

A big committee for a "big job."

On former occasions the large cities have excelled Baltimore in putting over a "Canned Foods Week" that counted in results, but we intend to get "ours" this time.

Get together. Subdivide the committee into units with a definite responsibility, and if the addition of further members or the extension of the effort to other committees in the state seem advisable—ACT.

W. H. KILLIAN, President.

VIRGINIA CALLS THE TRI-STATES

J. W. Gillaspie Wants to Know How They Make Their Prices—Where Is a Profit to Come From—He Asks Enlightenment.

Bedford, Va., June 17, 1924.

Mr. A. I. Judge,

Dear Sir: I have wondered many times during thee last six to nine months what in the creation was the matter with the Tri-State tomato packers, watching and noticing their quotations on both spot and future tomatoes, as I have in the last several months, I find myself in a position unable to solve the mystery (if I should call it that, and I don't know what else to name it), which caused the packers in the Tri-States, not only to quote, but to sell tomatoes at the prices they have been selling at for the last several months.

The writer well remembers a few years ago, when the packers, not only in Virginia, but in Tennessee, looked upon the packers in the Tri-States with envy, because we considered they got better prices for their product than we did for ours, and in many instances the quality was better, as we had so many small packers in Virginia that did not look upon the quality of the pack as they should have. And we would point them many times to the Tri-State packers. But this situation exists no longer.

The Tri-State packers in the last several months have been selling goods at such a price that it cannot show the packer any profit. For the last four months they have been persistently and consistently quoting and selling future tomatoes No. 2's at 82½c and 85c, and No. 3's at $1.22½ and $1.25 per doz. If they are paying, as we understand they are, from $13.00-$15.00 per ton for tomatoes, the writer is unable to figure out how these packers can make any money at the above figures.

Virginia, which we all know sells tomatoes too low, with practically no profit, started quoting future tomatoes about four months ago at 90c per doz., for No. 2s and $1.30 per doz., for No. 3s. These quotations were in vain, as far as getting any business was concerned, as the Tri-States opened up with a 2½c per doz., lower price. Virginia met these prices, but it was only a few weeks until the Tri-States went 2½c per doz., better on prices, and then it was only a few weeks until the market was too "dead to skin." If the packers of the Tri-States, Virginia or any other state which had been offering these tomatoes at such a ridiculously low price, had stood firm for 90c per doz., they would have much more easily gotten this price than they would to have broken the 85c price.

I would be glad if some of the packers of the Tri-States who know their business, and know how to figure cost and know how to make money, would send me a cost sheet showing how they can pack tomatoes the coming season, 1924, No. 2s at 85c and No. 3s at $1.25 and make money. I would appreciate this very much. If they want it published I will have it published and if they want it kept a secret I will do so.

Crop conditions through Virginia for a tomato pack at this time are not favorable at all. There was an effort made earlier in the year to plant a large acreage in Virginia and larger than what has been planted for the last two seasons. On account of the continuous wet and cold weather, the acreage will not be anything like as large as was expected at one time. About two-thirds of the acreage is set in the fields, but has practically made no progress in growing, the land is weedy, grassy and wet and cannot be cultivated.

In the State of Tennessee, where the writer is interested in the operation of several plants, I believe the prospect for a crop, at this time, is better than it is here in Virginia—the season I consider has been a little more favorable. While it is early yet to predict or tell just what the pack will be, indications are not good for a normal pack at this time.

J. W. GILLASPIE.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.
Write for samples and detailed information

SPENDING WISELY

Spending money wisely has as much to do with success as any other factor in business.

Wise spending is investing your money not with the thought of first costs only, but rather of ultimate results.

The thousands of canners who are investing in the "cleaning service" which always follows the use of

Wyandotte Sanitary Cleaner and Cleanser

are getting these ultimate results in dependable sanitation and practical insurance against preventable losses from swells and spoilages.

These factors show up in the profits of the year and carry the conviction that your order to your supply house for this cleaner is an investment well worth repeating.

It cleans clean.

Indian in circle



in every package

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

A Digest of Changes Between The 1921 and 1924 Tax Laws

By *H. Archibald Harris*
Certified Public Accountant

(*Continued From Last Week*)

If a taxpayer (other than a corporation) has, in the second year, sustained a capital net loss, the deduction for a net loss sustained in the prior year shall be used in computing the ordinary net income of the second year. If the deduction is in excess of the ordinary net income, such excess shall be allowed as a deduction for the third year.—Section 206 (c) (1).

If a capital net loss is sustained, the taxes shall be computed as follows:

The tax should be computed on the ordinary net income at regular rates. From this shall be subtracted 12½% of the capital net loss.—Section 208 (c).

Rates of Tax—Normal Tax

	1921 Act
Rates for American citizens:	
2% on first $4,000 above exemptions and credits..	4%
4% on next $4,000.....	8%
6% on rest of income.....	8%
Rate for non-resident aliens:	
6% on all taxable net income in excess of $1,000..	8%

Rates for non-resident aliens residing in Canada or Mexico:

2% on (salaries, wages, etc.) first $4,000 in excess of $1,000 plus any credits for dependents.

4% on next $4,000 salaries, wages, etc. (not all kinds of income.)

6% on all salaries and wages in excess of $8,000, above $1,000, plus credit for dependents.

6% on all other income in excess of personal exemptions ($1,000 plus credits for dependents).—Section 210.

Surtax

Surtax begins at $10,000 net income. 1921 began at $6,000.

From $10,000 to $14,000 rate is 1%.

1% is added for each $2,000 until $500,000 is reached.

All net income over $500,000 is subject to 40%.—Section 211 (a).

Returns

Married persons living with husband or wife must file a return if the net income is $2,500. (1921 law $2,000.)—Section 223 (a) (2).

Joint return provision same as 1921 Act, except net income raised from $2,000 to $2,500.—Section 223 (b).

Returns for period less than twelve months:

Commissioner is empowered to make regulations prescribing method of computing tax on such returns where during the fractional part of a year covered by a return the taxpayer has had a capital net gain, sustained a capital net loss or has received earned income.

In cases of fractional returns not due to changes of accounting period the personal exemptions and credits for dependents are prorated.—Section 226 (e).

Tax Paid at Source (Withholding)

Rate of withholding on salaries, wages and other fixed and determinable annual gains of a non-resident alien—6% instead of 8% as under 1921 Act.

Withholding returns due March 15th.—Section 221.

CORPORATIONS

Capital Gains or Losses

Corporations allowed all capital losses.

China Trade Act

Entirely new. Special credits for corporations organized under the China Trade Act, 1922.—Section 263.

Consolidated Corporations

Affiliation established if one corporation owns at least 95% of the voting stock of the other or others, or if at least 95% of the voting stock (instead of "substantially all") of two or more corporations is owned (instead of owned or controlled) by the same interest.—Section 240 (c).

The Commissioner shall if necessary in order to correctly establish income of two or more related trades or business owned or controlled by the same interests consolidate the accounts of such trades or business, such consolidation to be made at the request of the taxpayer as well as at the demand of the Commissioner, which was the only way in the 1921 Act.—Section 240 (d).

Deductions

Dividends not allowed as a deduction include those paid by a corporation organized under the China Trade Act of 1922.—Section 234 (a) (6).

Evasion of Surtaxes

When a corporation holds earnings to prevent payment of surtaxes by its shareholders an additional tax of 50% of the corporation's net income shall be added instead of 25% as in 1921.—Section 220.

Net income means taxable net income plus any dividends received and plus any interest on obligations of the United States which would be taxable in the hands of an individual instead of taxable net income as in 1921.

1924 Act does not allow the shareholders to elect to be taxed

The fact that a corporation is a mere investment company

The fact that a porporation is a mere investment company is prima facie evidence of a purpose to escape taxation.

Exempt Corporations

A local association of employees, the membership of which is limited to the employees of a designated person in a particular municipality and the net earnings of which are devoted to charitable, educational or recreational purposes is exempt.—Section 231 (8).

Benevolent life insurance associations of a purely local character and mutual casualty insurance companies are exempt. Most corporations are not required to be of "purely local character" as was the case under the 1921 Act. To be exempt such corporations must derive 85% of their income from amounts collected from members for the sole purpose of meeting expenses, instead of deriving their sole income from such sources as under 1921 Act.—Section 231 (10).

Gain or Loss—Basis for Determining

If property (other than stock or securities of a company a party to a reorganization) was acquired after 12/31/17 by a corporation in connection with a reorganization and immediately after the transfer an interest of 80% or more in such property remained in the same persons or any of them, the basis shall be the same as if the transferor had sold the property adjusted by any gain or loss recognized at the time of the transfer.—Section 204 (a) (7).

In case of sale of property (other than stock or securities of a corporation a party to a reorganization) acquired after 12/31/23 by a corporation by the issuance of its stock where after the transfer the control of the corporation was in the persons who transferred the property to it, the basis is same as if transferor had sold the property, adjustment being made for any gain or loss recognized when transfer was made.—Section 204 (a) (8).

Gain or Loss—Recognition of

No gain, no loss when corporation in a reorganization exchanges properly solely for stock or securities in another corporation which is party to the reorganization.—Section 203 (b) (3).

If the corporation referred to above receives, in addition, other property or money the transaction is not entirely tax-exempt unless the recipient corporation distributes such money or other property in pursuance of the plan of reorganization. If this is done, no gain and no loss.

If, however, the recipient corporation does not distribute it in pursuance of the plan of reorganization, the gain, if any, shall be recognized and shall be accounted for by the recipient corporation, but not in excess of the sum of money and the value of such other property which is not distributed.—Section 203 (e).

Reorganization same as 1921, except that the 1924 act makes the term include a transfer by a corporation if immediately after the transfer the transferor or its stockholders or both are in control of the corporation to which the assets are transferred.—Section 203 (h).

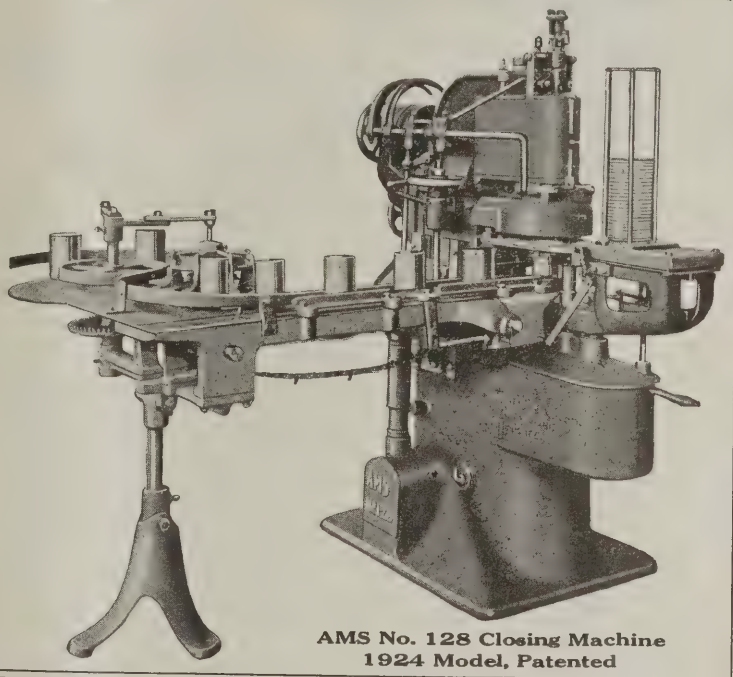
"Party to a reorganization" is defined as including a corporation resulting from a reorganization and as including both

MAX AMS Closing Machines

Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

AMS built the First Closing machine and still builds the Best.

There is an A M S Closing Machine for every can closing need.



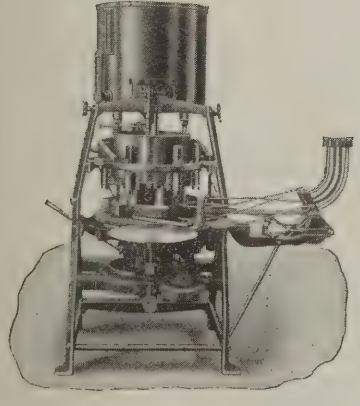
AMS No. 128 Closing Machine
1924 Model, Patented

The Max Ams Machine Co.
101 Park Avenue
New York

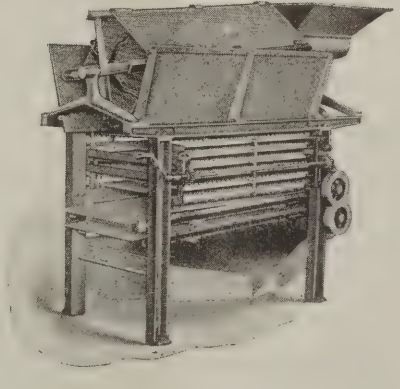
BRANCHES: Chicago and London, England.

Corn, Pea and Tomato Canning Machinery

"Buy from the house of Service"



CORN COOKER FILLERS



No. 7 CORN SILKER



STEAM RETORTS

Write for New Catalogue.

A. K. Robins & Co., Inc., Baltimore, Maryland.

ROBERT A. SINDALL, *President-Treasurer* HARRY R. STANSBURY, *Vice-President*

corporation in case of an acquisition by one corporation of at least a majority of the voting stock and at least a majority of the total nlumber of shares of all other classes of stock in another corporation.—Section 203 (b) (2).

Losses—Net

In case of corporations, computation of net losses shall not include dividends allowed as deduction for the tax year.—Section 206 (a) (4).

Personal Service Corporations

Personal Service Corporations are not now recognized. (Was Section 200 (5) of 1921 Act.)

Refunds, Administration

Any income taxes paid by farmer's mutual or other mutual, hail, cyclone or fire insurance companies (if otherwise exempt even though they are not of a purely local character) not outlawed shall be refunded.—Section 1013 (b).

Rates

Corporation income tax rate 12½%—same as 1921.

WHAT THE BROKERS SAY

Indianapolis, Ind., June 11, 1924.

Tomatoes and Pulp—We are withdrawing entirely on tomatoes and pulp on account of the seriousness of the situation due to continuous heavy rains, which has precluded planting.

On account of the freeze, canners were compelled to import their plats. Possibly 50 per cent of these have been lost on account of continuous rains. Many fields are wholly inundated, and creeks and rivers are overflowing their banks, and further rain is threatening. A curtailment of acreage is assured. Will quote only on application.

Sweet Corn—Old packers of corn state this is the worst season they have experienced in thirty years. Only a small part of the acreage has as yet been planted in Indiana. Iowa planted the major portion of her acreage the first three weeks in May, and it is just beginning to show, and there is but 75 per cent stand. Some localities in that State are going to require replanting. The condition in Nebraska is somewhat worse; that is, their corn is not up yet, and more replanting will probably be necessary than in Iowa.

Grimes Canning Co. has but 55 per cent stand. The normal corn pack for Iowa and Nebraska for the past ten years has been approximately 2,500,000 cases per year. The canners in those States have about 75 per cent of that amount booked as futures.

Ohio packers have had the same conditions as Indiana—only four days of sunshine in the month of May, 27 days of cold, rainy weather, unfavorable to germination, and rendering it impossible to plant any quantity.

There is not to exceed 40 per cent of the acreage planted in Ohio, while there should be at least 90 per cent planted. It continues to rain, which makes the situation, indeed, very serious. We can quote but very limited quantity of future corn from Indiana.

1924 Pack Corn

No. 2 Standard, per dozen	$ .95
No. 2 Extra Standard, per dozen	1.05
No. 2 Extra Standard Country Gentleman, per dozen	1.15
No. 2 Fancy Country Gentleman, per dozen	1.25
F. O. B. Indiana factories.	
No. 2 Standard, Narrow Grain, per dozen	.90
No. 2 Extra Standard, Narrow Grain, Extra Sweet, per doz.	1.05
No. 2 Fancy, Narrow Grain, per dozen	1.15
No. 2 Country Gentleman, per dozen	1.25
F. O. B. Ohio factory.	

CONTINENTAL BROKERAGE CO.

Wilwaukee, Wis., June 14, 1924.

Canners report that the weather this week has been ideal and that crops are coming along as well as can be expected, in view of the conditions earlier in the season. Several Northern Wisconsin canners reported that they had at last completed their planting schedules, while a few Southern Wisconsin canners have advised us that they will start packing the latter part of this month.

As the packing season approaches interest in future offerings increases. Our list this week is attractive and should interest the most conservative buyer.

FRANK A. INBUSCH CO.

Wausau, Wis., June 14, 1924.

Wisconsin weather has been running true to form during the past week. It rains nights and Sundays, so as not to interfere with farming operations, and the temperature has been seasonable during the last few days. The writer has just returned from a few days' trip out among the canners. All but a few have completed their seeding, and they will finish up next week.

The growing crop looks fine, although very late, of course. One canner visited had blossoms on his fields on May 28 a year ago. He will have none before June 20th this year. That is the story. The crop is just about three weeks late. It is all a question of weather from now on. Most anything can happen. But whatever does happen, Wisconsin will be among those present—you can bet on that.

Milk has been selling heavily for the last week or ten days. We look for a much stronger market in the near future.

GROCERS SUPPLY CO.

Columbus, Ohio, June 11, 1924.

Corn—At last spot corn is again in good standing with the jobber and consumer. It is out of the "cent" and into the "dollar" class, and from all indications is going considerably higher before new pack corn makes its appearance. The writer predicts that new pack standard corn will be in the dollar class within three months. Last week we could have placed many thousands of cases of future standard sweetened corn with packers at 90 cents. They would have been glad to have them on their books. Today, after the continued storms of the past week, which have most seriously damaged canners' prospects, the majority of the packers are congratulating themselves that they do not have large contracts in hand. Many hundreds of acres of sweet corn must be replanted and will have serious weather conditions at the critical growing period to contend with, besides the ever-present prospect of an early frost which invariably catches late corn. Thousands of acres over the sweet-corn-growing sections of the country and under contract will be "passed up" by the grower, and the ground used for other purposes because of this condition. Seed corn for replanting is almost impossible to obtain and is in big demand. In no section of the country east of the Mississippi River is the soil in proper condition to receive and germinate seed corn. Many packers report conditions similar to those existing in this State, which are that ground is so wet and, with continued showers in sight, that it will not be sufficiently dry for at least a week to ten days to continue planting. Should we have many hot days during July and August when the corn shoots are very tender, conditions will become very discouraging. We have cleaned up a 15,000,000 case pack of corn of 1923 and a carryover of 2,000,000 cases from the year before. Canners will not have a ghost of a chance to produce anywhere near this quantity in 1924, let alone producing a surplus to protect the increased demand which we will experience, because corn is surely coming back into the position that it formerly occupied.

Tomatoes—The same weather conditions described on corn apply to tomatoes. Conditions, however, are somewhat different, as, if the tomato plant gets through the early stages, it can withstand hot weather for a greater length of time than corn. The early settings of plants were "not partially," but completely killed by the severe frosts the latter part of May. Since then it has rained almost daily and the ground too wet to start the replanting. A number of reports reach us today that where plants were reset the heavy cloudbursts experienced through this section and Indiana the past few days have beat down the plants so that many of them will be entirely lost. This condition. as well as with corn, means a heavy added expense to the final cost of production. Number two tins tomatoes of all grades are practically cleaned up, and offerings are very limited. We believe that No. 3s will become active and be in demand by the first of July. All over the heavy tomato-growing districts these conditions have prevailed, and there will be no early supplies of new crop fresh tomatoes for the markets until much later than usual. As canned tomatoes, like corn, are a year-round article of food, with the shortage of early fresh stock the consumption of the canned article will be continued and a cleaned-up market in both 2s and 3s is predicted by the end of the season.

Let us repeat here just a few of the letter and telegraphic communications that have reached us within the past 48 hours:

"Indiana—We had two cloudbursts here, yesterday and this morning. The river is out of its banks, has destroyed 200 acres of our Golden Bantam corn, which must be replanted if not too late when the water recedes and the soil is in condition. Our peas are standing in great pools of water, rapidly turning the vines yellow. Our first corn was planted June 7th, and it will be a week or more before we can resume. It is by far the most

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

PICKUP GUMS

For Use In KNAPP Or BURT Labeling Machines.

Cold Water Paste for sticking the lap.

DEWALCO PRODUCTS

Gold Seal Tin Paste for spot labeling.

Dewey & Almy Chemical Co., ∴ Cambridge, Mass.

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

discouraging condition ever experienced by canners in this section of the country. Please give us information concerning conditions in Ohio and elsewhere."

"Virginia—Packers write us that they are withdrawing their offerings on tomatoes and string beans because of the lateness in getting these items under way and the continued unseasonable weather conditions. The tremendous amount of moisture has developed an unusual army of worms, which are already creating havoc with the young tomato plants, and later will attack the corn shoots, and if corn comes late, it invariably suffers big damage from worms."

"Illinois—Corn canners are very much upset because all of their corn is coming together and will bunch, and a number of packers have had to plow up and replant from one-third to one-half of their earlier plantings."

The State of Iowa has had a very dry season so far and much replanting has had to be done.

In New York State the conditions are very serious as regards peas—excessive rains and cold weather have prevailed.

From a very conservative operator in Wisconsin we have the following:

"Our greatest fear is that peas will all bunch, making it impossible to handle them properly. Seeding was delayed beyond the usual time, and the ground was not as well prepared as it would have been had we had favorable weather. Summing it all up, it looks very much like a conspiracy on the part of nature to prevent the canners from overproduction this year.

F. L. DUTTON CO.

Aberdeen, Md., June 18, 1924.

Tomatoes—Spot No. 2 tomatoes are virtually cleaned up. We have one car left at $1.20 per doezn if unsold. Can still get 1s at 60c and 3s at $1.35, packers' labels. We have one straight lot of 5,000 cases 3s, first-class quality, available for buyers' labels, at $1.40 per dozen. The No. 10 size, which has been somewhat neglected, is now receiving attention. We can get one car at $4.25 per dozen, Baltimore rate, and one car at $5.00 per dozen, ex-warehouse Chicago, Ill.

The future situation is firmer, although we are now having some "long over-due" seasonable weather. A great many packers are well sold up on futures and are temporarily out of the market. While there is no pressure to sell future tomatoes, the range of the market is about as follows: 1s, 55c to 57½c; 2s, 85c to 90c; 3s, $1.25 to $1.30, 10s, $3.90 to $4.00, f. o. b. respective shipping points, for shipment when packed.

Corn—The backward spring has created quite a little interest in the spot corn market. A number of lots were cleaned up this week. We have left about 1,500 cases fair standard crushed sugar corn at 90c per dozen, if unsold. We also have about a car of whole-grain shoepeg corn at $1.25 per dozen, and about 180 cases fancy shoepeg corn at $1.50 per dozen, f. o. b. county.

Most packers are out of the market on future corn, but it is still possible to place orders for limited quantities at $1.15 for standard shoepeg, $1.25 for extra standard shoepeg, $1.35 for fancy shoepeg, and 90c to 95c for standard crushed sugar corn.

C. W. BAKER & SONS.

A KAFFIR OF AFRICA TO CAN

THE following letter was received by the well-known can making machinery firm of Brooklyn—E. W. Bliss Co., and by them sent us. It illustrates how widespread has become the urge to enter the canning field, and some other things. Some of our supply men should answer him in detail.

Como, Thika, Kenya Colony,
(British East Africa),
March 23, 1924.

The Manager E. W. Bliss Company,
Brooklyn, N. Y.

Dear Sir:

Your American consul in Nairobi suggested that I should write to you on the subject of canning.

Labeling Cruets—

This new style container for syrup and vinegar can be successfully labeled on our

NEW ERMOLD LABELER.

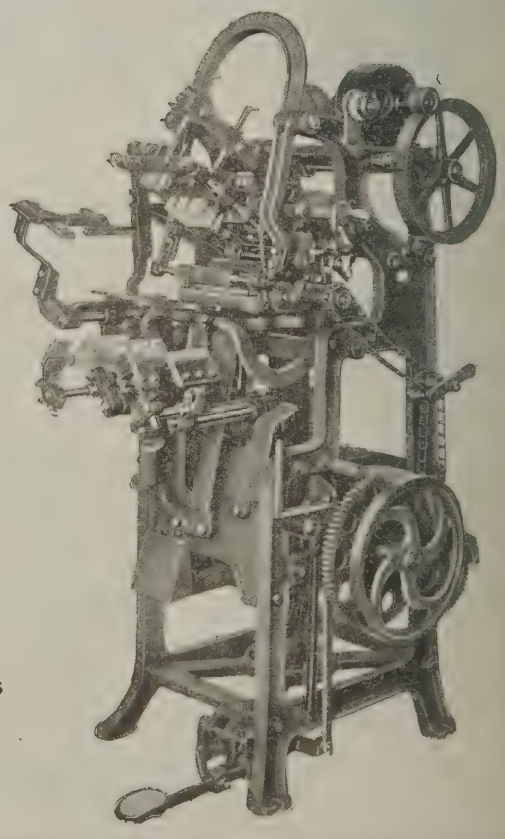
Acknowledged the standard labeler of the packing trade.

Edward Ermold Company

The Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets

NEW YORK CITY.



Bliss High Speed Automatic Body Makers



Over 575 in Service

If You Do Not Know Why Ask Us

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

CANNERS!

At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

CANNERS EXCHANGE SUBSCRIBERS at WARNER INTER-INSURANCE BUREAU

enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

Now I like writing to American firms, because they always answer questions, no matter how foolish, and they don't make you feel a worm if you do not, in the end, buy something. I expect they think to themselves "Next time perhaps, this man will buy, and we won't frighten him off from trying somewhere else."

You see, in this new country, where the white people altogether are only ten thousand, we have not got the local markets which are so useful to start people on industries which later may become export industries.

What we really want to know is, "What can we produce that is worth canning?"

Can you give us a start in the right direction?

We can grow good second class beef in quantities, and a fair amount of grade stock, but everybody says the first sort won't pay to can because it is not good enough, and the second wont pay because it is too expensive.

Can you tell me **how to can a bullock in my back yard**, or is that outside and beyond the range of your line of goods?

If I could do that I might be able to start a local industry.

I can grow excellent pines (smooth cayenne and Queen), but a couple of hundred pines floods the small local market. But if I could can four or five thousand in the year, to start with, I might be able to work up enough local industry to pay me for planting the pines. And gradually, I could extend to a larger plant, and an export business.

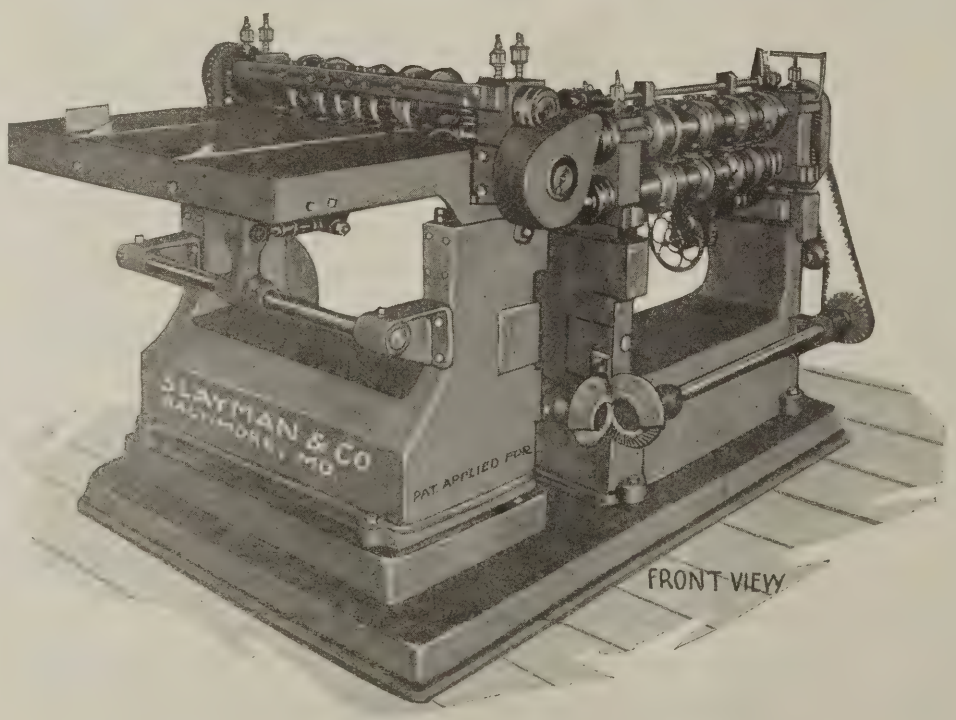
Some time ago I planted a quantity of peanuts, and had about a couple of tons on hand, with no sale for them. So I wrote to U. S. A. for a peanut butter machine, to try to make peanut butter for the local market. The man I wrote to had quite a lot of trouble to get a small enough machine, and at last he dug out one costing about two or three pounds, the sort you used to use in grandfather's days.

Well, that gave me a start, and I shelled lots of peanuts, and we roasted them beautifully, and ground up quite a quantity of nice peanut butter and then nobody wanted the stuff, not even when it was given away to them by their grocers. It was quite as good as the Heinz stuff in glass jars, and I was offering it at a quarter the price. So I fed the rest of my peanuts to my pigs, and concluded that I had bought my experience of nut butter machinery pretty cheaply.

I am a coffee planter really (sat one time on the staff of "East African Standard"), but but all coffee planters would be glad of side lines to keep their labor employed in the slack times, or to make a little extra money to pay their labor bills.

And there are many farmers up-country who don't know what to do with their cattle. There are about three million head in the country, mostly small "zebu" native stock.

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY **801 E. Pratt St.,** **BALTIMORE, MD.**

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

And there are a few farmers who don't know what to do with their farms, or what to grow on them for profit, being far from the railway.

And now I've got so far, I expect you will be thinking that my talk is shear waste of time for you to listen to, or to read.

But still, if you have some literature on such a subject as "Canning for the small proprietor." "How shall I begin to can?" "Does a small canning outfit pay?" "Why I started canning, and what it led to." You might send it along with your best wishes.

Why don't some of you Americans come over here to look us up? Lots of big game, and also lots of opportunities for investing money on the lines of your fine Western States. And we have no cash for development. You have it all in the States.

One good thing you have over here, and that is a very useful consulate, always helpful and obliging.

Now I think I have taken up enough of your time, so I will conclude my letter of inquiry.

Yours faithfully,
SEYMOUR H. C. HAWTREY.

ANNUAL MEETING OF NATIONAL KRAUT PACKERS' ASSOCIATION

Nichols Inn, Clyde, Ohio, June 12, 1924.

President W. W. Wilder called the meeting to order at 10.45 A. M.

The minutes of the last meeting were read and approved.

The application of C. M. Bogle Company, of Seattle, Washington, was presented and, upon motion, was accepted.

The President, in his address, said that sixteen years ago there was a meeting of the kraut packers held at the same hotel, at which time they founded the National Kraut Packers' Association. He further recalled that Mr. John McCaskey, of Pittsburgh, now deceased, was the prime mover in bringing it about. This was corroborated by some of the old members who were present. Also that the Association had grown from a few members up to quite a substantial membership, and he was glad to see so many present at this meeting.

The President appointed a nominating committee consisting of W. H. Knox, of the Wilson Packing Company, and E. Naylor, of the Castle Company. The President described the new Seed Company in detail and hoped that all members would subscribe for the stock at an early date in order to assist in the great work of producing disease-resistant cabbage seed.

If

"We have had some seasons when we did not finish our planting in May, but the delayed planting was always the late varieties; but in the present instance there are still some of the Alaska peas to be planted, and unless the growing and canning season is cool and backward, there is bound to be much bunching and consequent congestion in Wisconsin this year."

Clipped From May 24th issue of Canner.

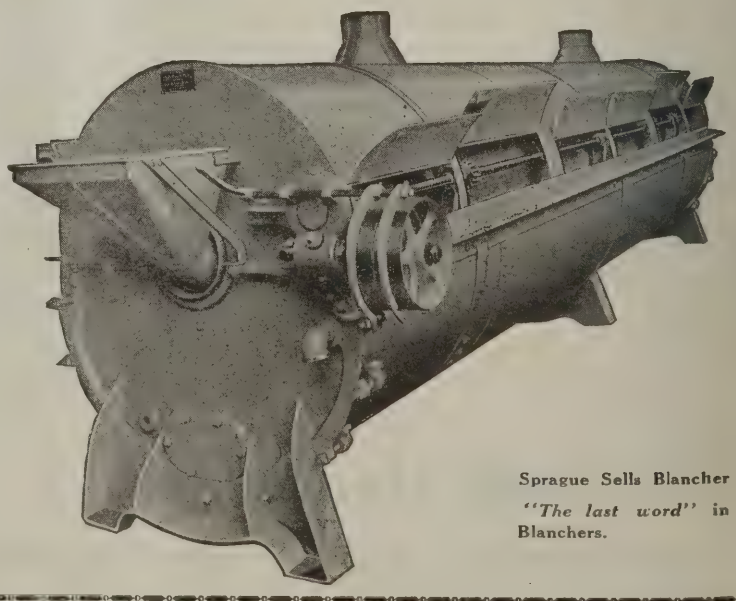
Peas are bunched and come with a rush, how many will you lose?

There's still time to get another Blancher to you, or another ***complete*** line of pea machinery, to enable you to get your ***whole*** crop into the cans even if it comes in bunches.

If ***your*** crop is bunched the probable ***loss*** through being unprepared ***will more than equal the entire cost of the new line.***

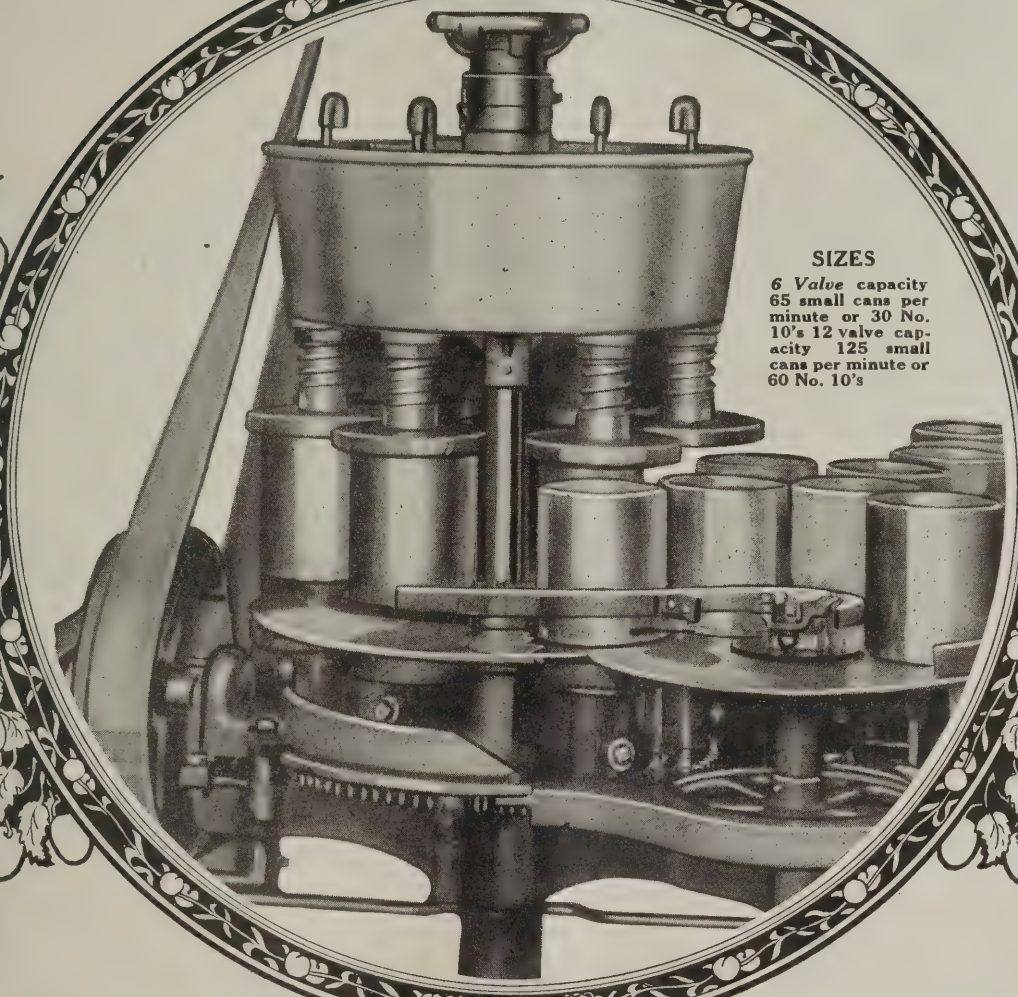
Wire Us Your Order Today.

SPRAGUE-SELLS CORP.
500 N. Dearborn St. Chicago, Ill.



Sprague Sells Blancher
"The last word" **in Blanchers.**

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. and Y. The Sprague-Sells Corporation, Hoopeston, Illinois.



SIZES

6 Valve **capacity 65 small cans per minute or 30 No. 10's 12 valve capacity 125 small cans per minute or 60 No. 10's**

Peerless Syrupers Won't Jam Fruit or Cans.

Because Peerless Syrupers are equipped with the famous patented Peerless non-bruising, non-clogging valve. They are guaranteed not to crush nor injure the tenderest fruit you may pack — and are further guaranteed not to drip, leak or waste any syrup or liquids.

Nor will Peerless Syrupers jam cans, because they are furnished with a different size star wheel feeder for each different size can. Peerless Syrupers can be quickly moved into or out of any line, making them the ideal syrupers for the canner of a general line who may only require a syruper for certain of his products.

Order either a 6 or 12 valve Peerless Syruper depending on your speed and capacity requirements.

Address all inquiries to

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

Peerless Husker Co., Inc.,
Buffalo. N. Y.

FACTORIES:
Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co. San Jose, Cal.

PEERLESS

STURDY MACHINERY BACKED BY SERVICE — PHCo

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

The Secretary-Treasurer read the financial report as audited and made up by E. H. Erdrich, of the Bellevue Kraut and Pickling Company, and A. J. Haakenson, of the Fremont Kraut Company. It was moved that the report be accepted. Seconded and carried unanimously.

Mr. Wm. Clendenin, of the Conover-Mooney Company, gave a splendid address of advertising, and said, in part, that there was a manager of an athletic club in a certain city who was now advocating sauerkraut diet for all his members and had the following sign hung up by the pugilistic ring side: "To Win That Bout, Don't Forget Your Kraut."

Mr. Mooney stated some of his recent experience with people who said that some of them had just begun to serve sauerkraut, and he stated further that on traveling about the country whenever diet became the subject, sauerkraut was invariably mentioned.

The Secretary then read many letters from consumers, giving their experiences on sauerkraut diet. Commenting on the letters, one of the members stated that he had been packing kraut for thirty years and had always been bothered with stomach trouble and insomnia, and it was necessary for him to watch his diet at all times. Last Christmas he and his wife were visiting and he was compelled to eat what was set before him. On their return home, he was unable to sleep. He told his wife that there must be something in sauerkraut which has been so thoroughly advertised, and he a large contributor at that. So he was determined to try it, and his wife has been serving it in many ways regularly since Christmas, and now he is feeling like a new man. This brings out the fact that even though some of the members who have packed sauerkraut for years, they are just beginning to learn of its health value.

An ex-president of the National Canners' Association was present, Mr. W. J. Sears, and was called upon for remarks. He paid a great tribute to the work of the Association and the advertising campaign, and said, in part, that it was a great surprise to him to know that so much good had been done towards popularizing sauerkraut.

The question of the Association entering into and securing the services of a chemist for research work was then discussed. It was moved that two more members be added to the original research committee. Seconded and carried unanimously. The President then appointed Mr. Al Slessman and Mr. L. A. Colton. The present research committee is composed of A. A. Huppert, chairman; Emil Hamilton and Martin Meeter.

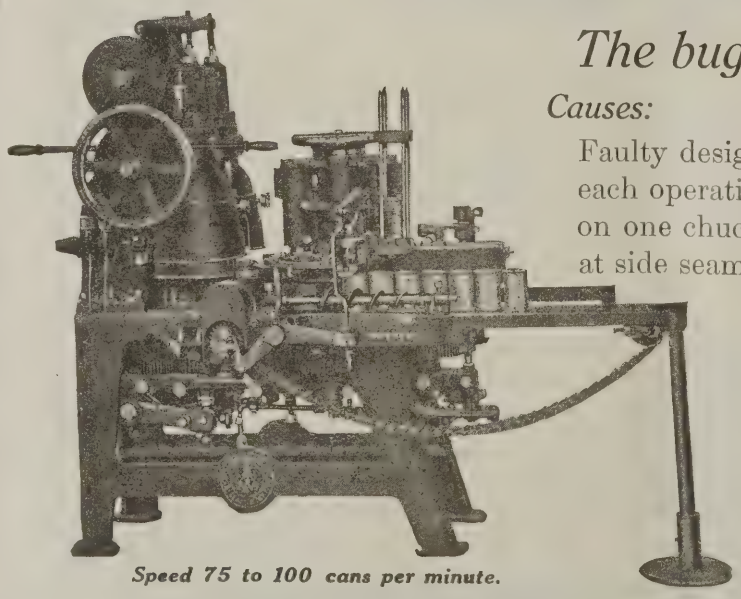
The nominating committee reported the officers for the ensuing year, W. W. Wilder, president; B. E. Babcock, vice president, and Roy Irons, secretary-treasurer. Directors: Geo. Lang, Brooklyn, N. Y.; Martin Meeter, Lansing, Illinois, and A. A. Huppert, Milwaukee, Wis.

The question of holding the next meeting was discussed. It was moved and seconded that this be left with the option of the President and Secretary.

There being no further business, the meeting adjourned.

SLACK SEAMS!—

The bug bear of the average canner.



Speed 75 to 100 cans per minute.

Causes:

Faulty design of Seaming Head, such as one roll for each operation, causing side strain. Both operations on one chuck, the second if made tight, cutting the top at side seam lap. No spring in second operation to take care of different tin plate thickness.

The TROYER-FOX Non-Spill Closing Machine has separate seaming heads for each operation. Adjustments hold over long periods of time. Two rolls for each operation, the can standing still.

A good, tight seam all the time with no "cut overs". Write for particulars.

SEATTLE-ASTORIA IRON WORKS 601 MYRTLE STREET SEATTLE, U. S. A

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

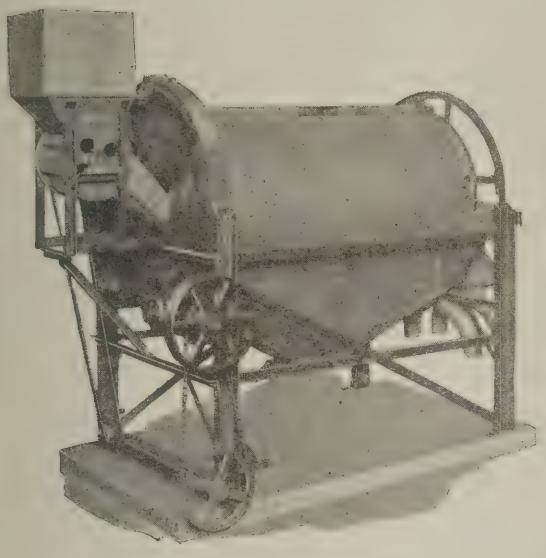
SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
400 N. Michigan Ave., Chicago, Ill.

GEO. DOWSING
Metropolitan Bldg.,
Sydney, N. S. W.

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

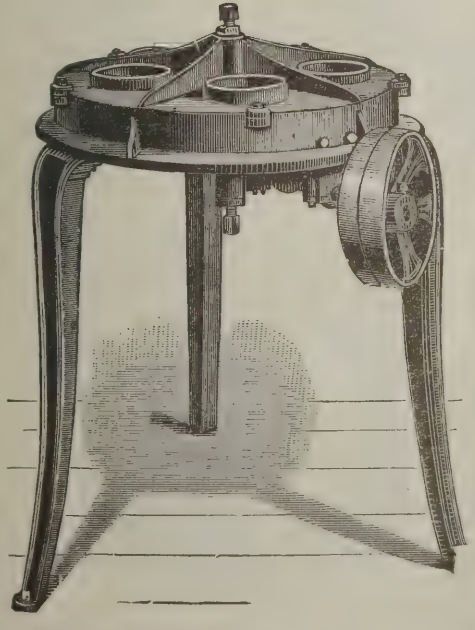
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

SOMETHING NEW UNDER THE SUN

Fruit Frozen in the Can—An Opportunity for a New Summer Business.

A MID-SUMMER campaign on canned fruits? Enough to make any grocer wonder! But here is a campaign based on a new idea that promises to make canned fruits as indispensable in hot weather as they are in winter.

Thirteen million women are being reached by a special Del Monte advertising drive this summer. They are learning how easily and economically they can have the most delicious fruit ices and frozen salads imaginable simply by freezing Del Monte fruits right in the can.

This advertising will appear in the women's magazines and the Saturday Evening Post during June, July, August and September. Full color pages will illustrate many delicious frozen dainties. They will show by word and picture how these and similar dishes may be prepared without a freezer, without stirring—in fact, with an ordinary bucket as the only utensil.

Here's the story. Just pack a can of Del Monte fruit in an ordinary bucket, with equal parts of chopped ice and coarse or ice-cream salt in layers. Forget it for about three hourss. Then take out the can, dip it for an instant into hot water, punch airhole in the bottom, open the top—and there you have it. As refreshing a treat as ever tempted hot weather appetites.

It's the uniform high quality and even consistency of all Del Monte fruits, together with the fact that each Del Monte fruit is packed in just the proper richness of syrup to make it congeal smoothly, that make it possible to freeze these tempting ices so successfully right in the can. This, plus the fact that the frozen fruit idea, and a Del Monte business builder. The grocer, Packing Corporation, makes this distinctly a Del Monte idea, and a Del Monte bussiness builder. The grocer, therefore, who wants this extra business to come into his store, owes it to himself to look up these advertisements and explain the frozen fruit idea to his customers.

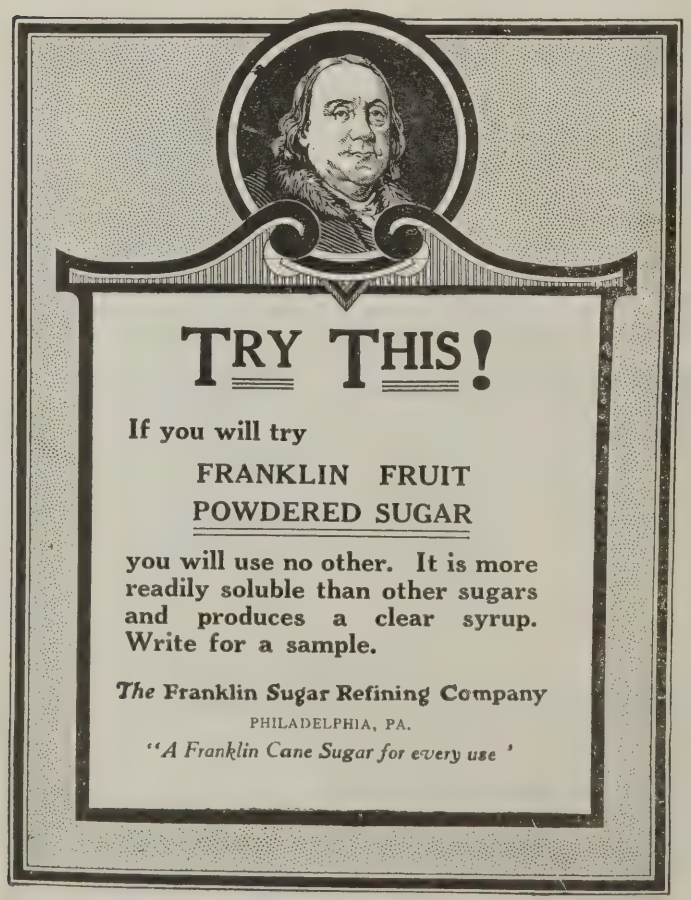
The campaign illustrates forcefully the type of work which is being done all year round to make Del Monte products easier, steadier sellers for every grocer.

PRINCE RUPERT B. C. EXPORTS CANNED SALMON TO U. S.

VERY few shipments of tinned salmon have ever been made from this Consular District to the United States, according to a report received in the Department of Commerce from the American consul at that point. One such shipment in April consisted of 1,800 half cases, 24 pounds to the case. The shippers seem hopeful of establishing a market in the United States. To the ordinary observer, with fresh salmon prices practically the same in American and Canadian waters, it does not seem probable that Canadian canners will be able to compete with the American product after paying the 25 per cent. duty.

IF NOT, WHY THE NAME?

First Hobo—I've decided to become a movin' pitcher actor.
Second Bo—Don't dat take a lot o' pep?
First Bo—Nix. As I unnerstand it, it's de pitchers does de movin.'





CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.15	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	.95	.85
Ex. Std. Crushed, No. 2	1.05	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.10	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS†—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	1.75	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.25	¶1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	1.19½	....
" f.o.b. Baltimore	1.20	Out
No. 5 Sieve, 2s, f. o. b. Balto.	1.20	....
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.25	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1 10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.05	1.00
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.50
California, No. 2½, f.o.b. Coast	....	....
California, No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡ F. O. B. County

Standard, No. 2, f. o. b. county	Out	....
Standard, No. 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.15	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1 40	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	Out	....
Standard 2s, f.o.b. Baltimore	1.15	....
Standard, No. 2, f.o.b. County	1.15	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.60
Standard 1s, f.o.b. County	.60	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	3.50
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.25	2.00
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	Out	....
Sour Pitted Red 10s	9.00	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.70	2.35
California Stand., No. 2½ Y. C.	2.10	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	1.75	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.15	2.70
Hawaii Sliced, Standard, No. 2	2.70	2 70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	10.50	12.50
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.30	1.40
Preserved, No. 1	1.25	1 30
Standard 2½s	....	....
Standard, Water, No. 10	7.00	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.00

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	1.40	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

SARDINES—Domestic, per Case

F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	4.90	4.00
¼ Oil, Key	5.75	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.40	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	10.50	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction
and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

Just as We Predicted - - It Made a Big Hit.

A greater number of Canners placed orders for INVINCIBLE CORN HUSKERS at the Buffalo Convention than any Convention at which we ever exhibited, — and more are ordering daily.

THE 1924 MODEL INVINCIBLE HUSKER IS LIKED FOR ITS SIMPLICITY.

The demand is going to be big, but we are prepared for it.

Corn worms cannot possibly affect the proper functioning of INVINCIBLE Corrugated STEEL ROLLS, whereas, Rubber Rolls become greasy and they cannot be sterilized with hot steam.

Steel Rolls are sanitary. That alone is a sufficient reason for you to use INVINCIBLE HUSKERS, the only all steel roll Husker.

One price to everybody $375.00 F. O. B. our works.

Invincible Grain Cleaner Company.

Silver Creek, New York.

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 23, 1924

WEEKLY REVIEW

Better Weather Is Helping Crops and Plantings—Pea Canning Begins on the 'Shore—The Conditions in Indiana—Some Losses Other Growers Have Felt —Changes in Market Prices.

IMPROVEMENT—The past week in this section has shown a considerable improvement over weather conditions of the year to date. There has been a fairly good sprinkling of real sunshine, and some summer heat, and they have helped all crops and the preparation of the soil for the belated plantings. It has not been a week without its rains—there have been some heavy down-pours, accompanied by high winds and even hail, and some unfortunates have felt the effects of these visitations. But, on the whole, and generally speaking, crops have made good progress during the week, the best progress to date.

Looking over the whole crop situation, in all sections where canners' crops are grown upon any scale, the season is accounted three weeks late; that is that the spring is three weeks behind schedule, and necessarily all things with it. Writing from Indianapolis, under date of June 16th, Bert. C. Keithly Co., of that city, who because they are very large suppliers of tomato plants for the canners of that region, are constantly in close touch with growing conditions, said on a postal to their canner patrons:

> We beg to call attention to the item appearing in the Indianapolis Star of June 16th, relative to prediction of Mr. H. A. Brown, Government weather forecaster. Mr. Brown calls attention to the fact that the temperatures are three weeks behind normal and that a drought has already reached some States and is to be expected in this section. It is recommended that canners use liberal amounts of fertilizer, with deep plowing and frequent surface cultivation, in order to force the crops, ward against the effect of the droughts and to get as much of the crop in as possible before the early frost which has been predicted. With this early frost prophesied you know that it means a very short crop in Indiana if the prediction comes true unless extreme measures are taken.
>
> We urge our canners to heed this warning and fertilize heavily so that the crops will mature as soon as possible.
>
> Advice we have from a large canner in New Jersey, from Tomato Canners in Delaware, advice from New York State and from a Baltimore machinery man in the office yesterday are all to the effect that practically incessant rainfall has made the planting of crops, especially tomatoes, over three weeks late and in some sections the ground is not even ready for planting. We understand Kentucky and Tennessee are in a similar condition and that planting in Missouri has been retarded by drought. Utah is also backward.
>
> Urge your growers to fertilize heavily, to cultivate as instructed and to get full data from Purdue and Mr. Wallace, State Entomologist, located at Indianapolis, as to what is best to be done under the present conditions and prophesies made by the Government, confronting Indiana canners.

PEA CANNING BEGINS—They have been canning peas in Baltimore for some time, as previously reported, these peas coming from southern points, and generally termed "steamboat peas." But the real pea-canning season, on the Peninsula and around Baltimore got into motion this week, the crop having finally gotten into condition for the canneries. The weather, as we write, is favorable for this operation, and the quality so far is fine. What the yield will be remains to be seen because it is yet too early to say. There is fear that the high temperatures will rush the crop too much to permit its best handling, as the heat reached a high point this week, and remains with us. Wednesday afternoon saw a small sized cyclone in northern counties and some damage done, but this is in line with the style of weather experienced thus far this season.

Somewhat in the line "that misery loves company," and that canners may know that they are not the only sufferers from these heavy visitations of nature, and likewise as an evidence of the kind of storms which have played havoc with all crops, in many sections of the country, we cite the plight of the tobacco growers on the western shore of the Chesapeake Bay. There are some canneries there, and it is but a slight distance from the great mass of canners across the Bay. But the chief crop of these farmers is tobacco, and they produce a fine quality, mostly used for wrappers. One of these whirling storms struck this section a short time ago, washing the crops from the ground, blowing down trees and in a comparatively small area blew down 65 tobacco barns, exposing the drying crop of last year, now ready for the market, and ruining it. Last year tobacco prices ruled low, averaging about 25c; this season, the buyers had just come into the market, and one man of the many had sold some of his crop at 60c, when the storm struck and wiped out the crop ready for sale. Here is crop hazard with a vengeance.

THE MARKET—The uncertain outlook for the 1924 corn crop and pack has brought buyers to regard this item with considerable interest, and the demand has been fairly brisk lately. The West has shut down on further futures, and has tightened its prices. with $1.00 now in the back, and the East is following suit. As a result, corn prices in this market have advanced this week, standard shoepeg advancing to $1.15; standard crushed to 95c, as low, with many holding for $1.00, and extra standard quoted from $1.05 up. Spot corn can command its own price from now on, as new packed cannot reach the market in time, before it is bare.

On the other hand, new packed pea prices show a slight decline from previous quotations. No. 1 sieve are quoted at $1.75 up; No. 2 sieve at $1.60; No. 3 sieve $1.45; No. 4 sieve $1.20,

and No. 5 sieve at the same price. There is always a drop in prices when the new packed goods first come upon the market, though why there should be in the case of peas this reason is hard to explain. California has been able to deliver but 45 per cent pro rata on pea contracts, and the market is hungry for canned peas. Some regions of Wisconsin are reported as possibly able to begin canning the end of June, but that State and New York will hardly get well going before well into July.

New spinach prices are also noted, this time an advance over previous quotations. No. 2 is now quoted at $1.05, No. 2½ at $1.40, and No. 3 at $1.45, with 10s quoted at $4.50.

Tomatoes have moved up all along the line. No. 2 standard are quoted at $1.15, but they cannot be bought for this price because they cannot easily be found. But if anyone has any he can demand and receive $1.25 for them if they are good standard quality. No. 3's have moved to $1.40 as bottom, but here again it is more of a quotation than the price at which any holder of good goods will part with them. Such goods are worth $1.50. No. 1's have moved up to 60c and 65c, with holders asking more. The supply of tomatoes is growing visibly less and may soon be a thing of the past.

New quotations on blackberries are made at $1.25, and No. 10's at $7.50. This constitutes the only change in fruit prices, but interest is increasing in fruits and may be expected to continue. The fruit crops are not escaping the troubles all other crops are having. California has named opening prices on fruits and the prices are received as very acceptable to the buyers, and much good business is reported.

NEW YORK MARKET

New Packed Fruits Hold Stage—New Prices Higher Than Last Season—The New Prices—New Hawaiian Pineapple Prices —Salmon Business Better—The Demand for Sardines Better—Shrimp Is Strong—Tuna Improves— Western Future Tomatoes Very Scarce— Buyers Showing More Interest in Future Corn—California Delivery Cut 45% on Peas.

New York, June 19, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

FRUITS HOLD SPOTLIGHT—New pack canned fruits have held the spotlight in the local market during the week, the anouncement of opening prices for the general line of fruits on Monday by the California Packing Corporation, together with the naming of prices on 1924 pack Hawaiian pineapple by other packers, keeping the market on the jump.

Prices Higher—Prices on California fruits are somewhat higher than for last year, and in a few instances the prices are over those which the trade had anticipated. The following is the California Packing Corporation's basis, the choice grade being its featured Del Monte brand:

	No. 2½s			
Variety	Standard	Choice	Seconds	Waters
Apples	$1.95	$2.25	$1.70	$1.45
Apricots	1.80	2.50	1.55	1.40
Apricots, peeled	1.95	2.70	1.55	1.45
Blackberries	2.05	2.90	1.90	1.75
R. A. Cherries	2.50	2.90	2.15	2.00
Black Cherries	2.50	2.90	2.15	2.00
Muscat Grapes	1.65	2.30	2.45	1.35
Y. F. Peaches	1.75	2.30	1.50	1.40
Y. C. Peaches	1.95	2.45	1.70	1.60
Y. C. Sliced Peaches	1.90	2.40	1.65	1.45
Bartlett Pears	2.60	3.05	2.40	2.05
Egg Plums	1.50	1.90	1.30	1.15
Green Gage Plums	1.50	1.90	1.30	1.15

Prices Unexpected—The naming of prices on the general line of the 2½s California fruits was something in the nature of a surprise for the trade, as it had not been expected that these prices would be made known until late in the month. The prices have been received fairly well on the whole, and it is reported that considerable business has been done on peaches for early shipment. Pears and cherries are considered rather high by the buyers, and the market for cherries in particular has been neglected. The carryover of old pack cherries is a factor in the situation.

Gallon Fruits—Opening prices on No. 10 fruits were also named by the Corporation, the basis being as follows:

Variety	Standard	Choice	Water	S. P. Pie
Apples	$6.40	$7.40	$....	$....
Apricots	6.40	7.90	4.65	4.65
Apricots, peeled	7.15	8.90	5.15	5.15
Blackberries	7.15	9.15	6.15	6.15
R. A. Cherries	9.40	10.90	5.90	5.40
Black Cherries	9.40	10.90	5.90	5.40
Muscat Grapes	5.65	6.90	3.90	3.90
Y. F. Peaches	5.40	6.65	3.90	4.15
Y. C. Peaches	6.40	7.90	4.65	4.65
Y. C. Sliced Peaches	6.15	7.65	4.50	4.50
Bartlett Pears	8.40	9.90	5.65	4.15
Egg Plums	4.65	5.90	3.40	3.40
Green Gage Plums	4.65	5.90	3.40	3.40

All of the above prices, both on 2½s and 10s, are, per dozen, subject to the provisions of the regular canned foods contract. Prices are f. o. b. Pacific Coast docks, and are subject to confirmation and approval of assortment. On the Del Monte brand prices on the numerous fruit specialties were also made, fruits for salad opening at $2.22½ for No. 1 tall, $2.80 for No. 2 tall, and $3.80 for 2½s.

New Hawaiian Pineapple Quoted—Opening prices on new pack Hawaiian pineapple were also named this week. These prices had been looked for late last week, but were delayed. The California Packing Corporation and Libby, McNeill & Libby's prices are identical, while those named by the Haiku and Hawaiian Pineapple Co. are lower. The prices are as follows:

Size and Grade	Cal. Pkg. Corp. and Libby	Haiku	Hawaiian Pineapple Co.
Extra Sliced			
No. 2½	$2.75	$2.60	$2.60
No. 2	2.30	2.15	2.15
No. 1 tall	1.60	1.55	1.55
No. 1 flat	1.50	1.45	1.45
No. 10	10.00	9.50	9.50
Standard Sliced			
No. 2½	2.40	2.35	2.35
No. 2	2.05	2.00	2.00
No. 1 tall	1.45	1.45	1.45
No. 1 flat	1.35	1.35	1.35
No. 10	9.50	9.00	9.00
Broken Sliced			
No. 2½	2.15	2.10	2.10
No. 2	1.75	1.75	1.75
No. 10	8.25	8.00	....
Broken Pieces			
No. 10	....	....	8.00
Extra Crushed			
No. 2½	2.45	2.35	2.35
No. 2	2.10	2.00	2.00
No. 1 tall	1.50	1.45	1.45
No. 10	9.50	8.75	8.75
Standard Crushed			
No. 2½	2.35	2.25	2.25
No. 2	1.95	1.90	1.90
No. 1 tall	1.45	1.40	1.40
No. 1 flat	1.30	1.27½	1.29½
No. 10	9.00	8.25	8.25

More Salmon Business—Warmer weather has brought out a little more demand for salmon, and offerings of pink at $1.35 per dozen, ex-dock New York, were reported as meeting with some response from the jobbers. The demand for reds, chinooks and chums was quiet.

Sardine Sales Better—Demand for sardines has picked up somewhat since the recent reduction in prices. Jobbers are not buying in advance of their requirements, however, owing to the unsettled condition of the market at Eastport and other Maine packing points. California sardines are beginning to attract a little more attention in this market.

Shrimp Strong—A strong market for shrimp is reported, with offerings for cannery shipment generally limited to small quantities. The market is quoted at $1.09 to $1.95 per dozen for No. 1s, wet or dry, locally.

Tuna Movement Increases—The warmer weather has also stimulated the call for tuna on the spot position, and a better feeling is evidenced all around. The retail trade has permitted its stocks of this fish to run very low, and is expected to be in need of fairly large qauntities to take care of the usual summer business.

Tomatoes—Indiana canners report that they are still engaged in having their growers replant to replace those plants which were destroyed by recent frosts. Most of the freeze was in the northern section of the State. Few Indiana tomato canners are offering additional futures at this time, and the market is nominal as to price. The season in the Tri-States is from two to three weeks late, but by delaying planting the growers have avoided considerable weather damage. Southern packers

continue to quote the futures market as follows: 1s, 55 cents; 2s, 85 cents; 3s, $1.25; 10s, $3.85, all per dozen, f. o. b. peninsula factory. The market for Baltimore is 2½ cents per dozen higher on 1s, 2s and 3s, and the same on 10s. Trading was reported slow and routine during the week.

Corn—Midwestern canners continue to quote futures standards at 95 cents per dozen, factory, and Southern packers are quoting 87½ to 90 cents per dozen on this grade. Buyers were showing a little more interest in offerings. Fancy Minnesota Crosby is quoted at $1.35, f. o. b., with Maine canners holding the market on fancy Crosby at $1.45 per dozen, f. o. b. cannery.

Peas—The California Packing Corporation is making a 45 per cent. pro rata delivery on medium and large siftings of peas, while another prominent coast pea canner is delivering 25 per cent on No. 10s and 60 per cent on No. 2 tins. The season in the Mid-West is very much behind schedule this year, and packers are well sold up. Should unforeseen weather developments occur, heavy pro rating is to be expected from this section of the country as well. Southern canners quote new pack peas as follows: No. 2 standard, 1 sieve, $1.60; 2 sieve, $1.50; 3 sieve, $1.27½a1.30; 4 sieve, $1.17½a1.20, and 5 sieve, $1.10. Extra standards are quoted at $1.90 for 1 sieve, $1.50 for 2 sieve, $1.35 for 3 sieve, and $1.27½ for 4 sieve, all per dozen, cannery. Baltimore packers are in position to make prompt shipment, while the peninsula packers are offering for shipment within a fortnight after the order is booked. Buyers needing early peas have been showing some interest in Southern pack.

Offer New Tuna—Opening prices on new pack California tuna fish were named today by several leading packers. The prices vary somewhat, but those of the Van Camp Sea Food Co., which are representative, follow: Whitemeat, ones, $19; halves, $10; quarters, $6.25; Bluefin and Yellowfin, ones, $13; halves, $7; quarters, $4.50; Italian style tonno, $10.50 for paper labels, and $11.50 for lithographed tins, all prices per case, f. o. b. cannery.

CHICAGO MARKET

Some Buying—Some Carload Buyers, but Not Many—Futures Said to Have Been Bought Better—But Few Tomatoes to Be Packed in Michigan This Season—Good Crops of Cherries—Buyers Want No. 2 Tomatoes—Hawaiian Pineapple Prices Please.

By "Wrangler,"
Special Correspondent "The Canning Trade."

Chicago, June 20, 1924.

SOME BUYING—The brokers report that the wholesale grocers are buying spot canned foods for immediate delivery freely, but that they are buying them in small quantities, though frequently, the same old policy that has been prevailing for two years.

It is a policy that is reducing the brokerage business and the wholesale grocery business, so far as the handling of canned foods is concerned, to an insignificant and trifling volume.

Some merchants are still buying spot canned foods in carload lots and 1,000-case lots, but nearly all of them are preferring to buy in anywhere from 25-case to 100-case lots, and have pursued this policy for two years past. They have brought canners and brokers to the verge of exasperation and almost to the verge of desperation.

It is reported, however, by the brokers that the buying of futures this year by the wholesale grocers has been on a rather liberal scale, and that when the 1924 pack of canned foods is ready for delivery, transactions and distribution will begin to look like old times.

Those of the wholesale grocers who have bought futures in canned foods of the 1924 pack this season will in all probability profit by their good judgment, for it now looks as if nearly everything in canned foods would be a short pack this season from various causes; in some sections from drought, but in most sections from too much wet weather and too much cold weather and a too late spring and shortened growing season.

Michigan canners are going to hold a meeting this week at Muskegon, so I have learned, of an executive character for consultation in relation to the condition of crops, and in my next communication I may be able to give you some information in relation to at least whatever information they care to make public.

There will be very few tomatoes packed in Michigan this year. Planting season has almost passed, and very few plants have been set out, and those that have been put out have declined to grow, mistaking the spring for wintertime.

Cherries—Michigan expects a good yield of red pitted cherries, and the canners of that State are making rather attractive prices on cherries in No. 2 cans syrup and juice and in No. 10 cans in juice for pies. The prevailing price just at present on No. 10 red sour pitted cherries in juice is $8.00 per dozen, f. o. b. Michigan. I understand that New York canners are pricing No. 10 cherries at 50c per dozen higher.

There is rather an urgent demand for No. 2 standard tomatoes for immediate delivery, but prices in the East have advanced so fast and so high that our buyers can no longer go to Maryland and Delaware for their supply. They are now looking for them in Missouri, Kentucky and Tennessee. The tomatoes that were obtainable from Florida early in the season have all been sold and none are now to be had.

It looks as if the buyers will have to turn their attention to No. 3 size tomatoes which are quoted in Maryland, I understand, at $1.30 to $1.35 per dozen, whereas No. 2 size are quoted at $1.20. I learned that some are buying the No. 3 size instead of the No. 2 size.

The Hawaiian pineapple people announced their prices this week on their output for 1924, and the wholesale grocers are very much pleased to find that they have made a concession below the price of 1923 opening of about 12½ to 15 per cent on the average.

The reason, I understand, for the concession is that there is a crop of pineapple plants which come into bearing the second year after being planted and will bear heavily this year, and the supply of pineapple will be rather more plentiful than in previous years.

There is another instance in which the canners of the United States are to be commended for their good sense and good judgment in meeting conditions where the purchase power of consumers is decreasing through lack of manufacturing employment to some extent, and though the unprofitable situation of our farming population, thereby giving, when they have been able to secure raw material at lower prices than last year, to the consumers the benefit of the reduction.

This, of course, has not been possible with many lines, like peas, corn and tomatoes, because the canners in those lines not only have had to pay prices for raw products equal to those of last year, but they have had to add to their prices the increased cost of tin cans. Generally the canners of the United States have been very patriotic and reasonable in making their prices on canned foods for 1924 so as to meet conditions and show their disposition to be helpful to all the people—their customers.

ST. LOUIS MARKET

Market Very Dull—Supplies in Jobbers' Hands Lower Than Ever—Every Item Wanted—Low Prices and Qualities Sought—Pea Situation Tense—Corn Is Quiet—Tomatoes Slow Sellers—Some Items Are Especially Wanted—Big Strawberry Canners of the Ozarks.

St. Louis, June 19, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE MARKET—There is nothing much doing in canned foods. The market is very dull and the volume of business is limited. Even the largest distributors are purchasing small stocks, and the bulk of their purchases are on the spot. Stocks are down about as low as they can go, and the largest distributors have a smaller reserve of all lines of canned foods than they have had at any time for this season of the year for many years. There has been a clean-up of nearly everything, and if it is not so now, there will be before the new packs are needed. The goods wanted by distributors are ior nearly every item on the list, and the general preference seems to be for the cheaper lines and lowest prices, and those that appear to the economical buyer, whether at retail or wholesale, and which can be offered as specials at the retail stores. Lines that are supposed to be luxuries or higher priced are not wanted.

Peas—There is considerable concern over the pea situation, and the outlook is not promising. Spot peas are scarce, as new packesr have not been much of a factor as yet. The South has started its pack, and advices state that conditions are better than those of New York and Wisconsin. Wisconsin canners are pessimistic. The cold weather has retarded the development of the crop. Early deliveries are wanted because of the small holdings.

Corn—Corn is quiet and standards are steady. Fancy is firm and in good demand.

Tomatoes—Tomatoes continue to be slow sellers, with most of the calls for No. 2s. The majority of the holders are firm. No. 3s and No. 10s are on the market.

Miscellaneous—Succotash is wanted, but is scarce, and slight premiums are paid for the better grade. Spot string and stringless beans are short, and some anxiety is manifest concerning futures. Beets and other lines which have been considered as of secondary importance are now being generally called for. Limas, pumpkin and sweet potatoes are of considerable interest in trading. Spots are nearly all gone. Generally the situation is strong.

Fruits—California standard clings are the most popular items in fruits. Indications point to a shortage. Spot offerings include assortments of choice and fancy grades, which are not of much interest. Pears are scarce. Cherries have improved on spots, but they move rather slowly on future contracts. Red sour pitted cherries are scarce, and there is a fair demand for them. Pineapple is in seasonable demand, and spot stocks are moving fairly well.

The size of the strawberry industry in the Ozark section of Missouri and Arkansas is shown by the report of E. A. Ptugh, representative of the Bureau of Agricultural Economics of the United States Department of Agriculture, which reveals that the berries sold in Monett and Neosho at auction this season alone amounted to $1,232,000. This does not include shipments that were made independently of the association and which will swell this total quite a bit. Shipments have continued last week, and the season has been an unusually profitable one despite the heavy rains.

As a feature of the strawberry industry in Monett, and an appreciation of the part the brokers, commission men and growers play in this business to the interest of Monett, a banquet was given here in their honor by the Monett Commercial Club. One of the guests of honor was W. W. Stevens, of Neosho, who believes he is the first man to have ever contracted for berries in Missouri at auction, almost 25 years ago. Since that time he has been one of the regular buyers.

Market Prices—Prices are quoted here as follows, f. o. b. point of shipment:

Corn—	
No. 2 Fancy Crosby, Minnesota	$1.30
No. 2 Gold Bantam Fancy, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Fancy, Narrow Grain, Extra Sweet, Wisconsin	1.20
No. 2 Fancy, Country Gentleman, Wisconsin	1.30
No. 2 Fancy, Country Gentleman, Illinois	1.30
No. 2 Extra Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1.00
No. 2 Standard, Iowa	1.00
No. 2 Fancy, Narrow Grain, Iowa	1.20
No. 2 Standard, Indiana	1.00
No. 2 Extra Standard Country Gentleman, Indiana	1.25
No. 2 Fancy Country Gentleman, Indiana	1.30
Tomatoes—	
No. 2 Standard, Indiana	1.20
No. 3 Standard, Indiana	1.75
No. 10 Standard, Indiana	5.60
Peas—	
No 1 Alaska, Wisconsin, Fancy	2.60
No. 2 Alaska, Wisconsin, Fancy	2.20
No. 3 Alaska, Wisconsin, Fancy	1.75
No. 2 Alaska, Wisconsin, Extra Standard	1.90
No. 3 Alaska, Wisconsin, Extra Standard	1.50
No. 4 Alaska, Wisconsin, Extra Standard	1.40
No. 2 Sweet, Wisconsin, Fancy	2.25
No. 3 Sweet, Wisconsin, Fancy	1.90
No. 4 Sweet, Wisconsin, Fancy	1.60
No. 1 Sieve, Sweets, Wisconsin, Extra Standard	2.00
No. 2 Sweets, Wisconsin, Extra Standard	1.75
No. 3 Sweets, Wisconsin, Extra Standard	1.50
No. 4 Sweets, Wisconsin, Extra Standard	1.45



CALIFORNIA MARKET

Annonucement of Fruit Prices a Surprise—Prices With Growers Not Yet Arrived At—Condition of Crop Below Average—Clingstone Peaches May Be Very Short—The Cherry Crop Harvested—New Pear Specifications and Prices to Growers—Peach Growers Stand Firm—Apricots Will Run Small—Salmon Almost Extinct on the Sacramento Rover —Coast Notes.

San Francisco, June 19, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

FRUITS—Several small canning concerns have been soliciting canned fruit business of late based on the opening prices of the larger interests, a reduction of 10 per cent from the formal prices of the latter being the usual offer. Very little business has been done, the wholesale trade being in no hurry to anticipate its requirements. The announcement this week of opening prices was very much of a surprise, because they were not expected, at least until something more definite in the way of growers' prices was known. To date canners and growers have not been able to get in complete accord on the matter of prices, but it is expected that such differences as exist will shortly be ironed out. Canners expect to pay more for most fruits than they did last season, but in some instances growers have their ideas quite above those of packers.

The Crops—On June 11 the California State Department of Agriculture released a statement on the condition of crops which is having a decided bearing on the market situation. According to this report, the condition of the apple crop is rated at 75 per cent, as compared with a ten-year average of 79 per cent. The lack of rain is held to be responsible for the poor setting of the fruit. Peaches show a 75 per cent crop, as compared with 91 per cent last year and a ten-year average of 86 per cent. In Sutter county, the home of the clingstone canning peach, a 25 per cent is reported. Prospects are listed as being very poor in the southern part of the State, excellent in Placer county, and fair to good in the San Joaquin Valley. The year's crop is estimated at 325,000 tons, as compared with 380,000 tons in 1923. Freestones are making a better showing than are clingstones. The pear crop shows a condition of 68 per cent of normal, as compared with 75 per cent last year and a ten-year average of 78 per cent. Apricots show a condition 65 per cent of a normal, compared with 98 per cent last year and a ten-year average of 69. Plums suffered some loss as a result of the recent heavy winds, and the condition of the crop is rated at 74 per cent, compared with 97 last year and a five-year average of 79. The cherry crop is estimated to be 62 per cent, compared with 75 last year and a seven-year average of 74.

Cherries—A considerable portion of the cherry crop has been harvested, and prices to growers have been well under the prices named by the Cherry Growers' Association early in the season. In but few places has as much as 6 cents a pound been paid for Royal Annes, with 5½ cents probably the average price.

Pears—The California Pear Growers' Association has revised its specifications asd prices covering the sale of pears to canners. The effect of the new specifications and prices is to advance the price of 2⅜-inch and larger pears by $5 a ton to the grower, making this $57.50 a ton, and to reduce the price of pears between 2¼ inches and 2⅜ inches by $5 a ton to a price of $42.50. The original specifications and prices on No. 2 pears remains the same, the change being to give a premium for size and quality. Many growers plan to ship their smaller size pears East and deliver the larger sizes to canners at the increased price.

Peaches—A meeting of cling peach growers was held recently at Yuba City, and it was decided to stand by the directors of the California Canning Peach Growers in the matter of prices to be fixed for the crop this season and to back them up in cooperative canning if canners refuse to pay the prices decided upon. Last year $30 was the price agreed upon, and growers are expecting in the neighborhood of $45 a ton this year, owing to the shortage of the crop, the tendency of fruit to run to small sizes and to improved market conditions. The growers voted to keep the size of No. 1 peaches the same as last year, despite the fact that efforts are being made in some quarters to have the size reduced.

Apricots—Apricots are moving to the fresh fruit markets in quantities, and it will be but a short time until canning operations will be commenced. Very little buying has been done as

yet, but this cannot be delayed much longer. Owing to the fact that not more than 40 per cent of the apricot orchards of California are under irrigation, the fruit promises to run to small sizes and but a comparatively small portion of the crop will be suitable for canning. The crop promises to be about 60 per cent of that of last year, according to estimates of officials of the California Prune and Apricot Growers' Association.

Olives—The California Olive Growers, Inc., is making splendid headway in its drive for membership, and has the desired acreage about signed up. It has adopted the name "Sun-Ripe" for its pack of ripe olives, and the fruit will shortly be offered under this brand.

Salmon—An initiative measure to perpetuate the Klamath River as a breeding place for the king salmon will find a place on the ballot of the November election in California. The once-famous run of salmon in the Sacramento and San Joaquin Rivers is now almost a thing of the past, and the Klamath River is the last stream in this State in which the salmon can find a place to spawn. A proposal to erect a dam in the river near Orleans is bein opposed by the Fish and Game Commission. The salmon-canning industry in this State at one time assumed quite large proportions. It had its beginning in 1864, when John and George Hume and Andrew S. Hapgood commenced operations near Sacramento, putting up 2,000 cases a year for several years. These men changed their base of operations to the Columbia River, but others took up the industry, and by 1882 the pack amounted to 200,000 cases a year. In recent years the largest pack was 22,766 cases, made in 1919.

Coast Notes—Immigration Director Alfred Burnett, of Honolulu, T. H., is considering the application of the Hawaiian Tuna Packing Co. to import 50 expert fishermen from Japan.

Elmer E. Hemrich and his son, A. L. Hemrich, clam packers, of Alaska, were recent visitors at San Francisco, Cal., coming here to make arrangements for enlarging their plant on Kukuk Bay.

Delegates to the convention of the National Association of Retail Grocers at Los Angeles, stopped at San Francisco for two days, and were the guests of the trade in a series of sight-seeing trips and entertainments.

J. H. Bliss, of Libby, McNeill & Libby, Chicago, was a recent visitor at San Francisco.

What Canned Foods Distributors are Doing

Jobbing Business Good—Canned Foods Scarce and Active—Manufacturers vs, Private Brands in Limelight—Illinois Wholesale Grocers Meet—Plan to Help in Canned Foods Week Movement in November—Arbitration Act Has Passed House of Representatives—Harry L. Smith Dies.

JOBBING BUSINESS GOOD—Reports from many wholesale grocers and chain store operators indicate that a good business is being done in the general line of staples, and the industry on the whole is in a healthy condition. The canned foods departments in particular have been showing marked activity, and in some instances sellers have been obliged to inform their trade that they were entirely sold out of wanted items. Practically all of the private label wholesale grocers are being forced to substitute new brands for their current business, the supply of various canned foods which they normally carry for their regular trade being exhausted.

Despite the generally healthy tone of the market, however, the wholesale grocers and chain store buyers continue to operate most conservatively. The fact that this year is a presidential year is having a direct bearing upon the situation. Again, there is a tendency among many of the jobbers to hold off their borrowing this year as long as possible, although money is comparatively easy at the present time.

Private Labels—Considerable discussion has been heard in wholesale grocery and specialty manufacturing circles during the past month regarding the growing tendency on the part of wholesale grocers to feature their house brands against the nationally advertised brands which they carry and distribute.

For a number of years there has been friction between the manufacturers and distributors on this question. Previously, this friction has been caused by the fact that manufacturers charged that the wholesale grocers were not co-operating fairly with their specialty men. Some of the manufacturers charged that after their specialty men had secured an order from the retail grocer, and the order had been accepted and passed along to the wholesale grocer for filling, the wholesale grocer would substitute his private brand on the order. The wholesale grocers were guaranteed their profit on all specialty orders turned over to them, bearing the seal of the American Specialty Manufacturers' Assocaiton, but even so, the difficulty continued. Dur the past few years, wholesale grocers have complained against alleged unethical practices on the part of the specialty men. According to some jobbers, the specialty men would come into a certain territory, canvass the various jobbers until they found one who would cut the established price, and then go out and sell the retail trade at this cut price thus "killing" the market for other wholesalers who were selling, or trying to sell at the regular established resale prices. The manufacturers have done everything possible to stamp out this evil. Latterly however, there have been indications that the wholesale grocers have not been satisfied with the profit allowed them on nationally advertised food products. At the 1923 convention of the American Specialty Manufacturers' Association, O. J. Moore, of the O. J. Moore Grocer Co., of Sioux City, Iowa, "went to the mat" with the specialty men on this subject. Mr. Moore is a vice-president of the National Wholesale Grocers' Association, but he appeared before the specialty convention at Minneapolis last September as a representative wholesale grocer, not representing any association. After an address to the specialty men, outlining the advances in overhead costs of the jobber, and pointing out that the profits allowed the wholesale grocers have not risen in proportion, Mr. Moore submitted to the manufacturers a detailed list, and specified the percentage of profit which he believed the jobbers were entitled to on each item. These percentages were materially over the present trade discounts in many instances. Owing to Federal regulations governing price fixing, the American Specialty Manufacturers' Association was not able to take any action upon Mr. Moore's suggestions, as an organization, but a meeting was subsequently held in Chicago, at which the question was further discussed. Nothing definite has been done in this direction, however.

At the recent convention of the National Wholesale Grocers' Association in Chicago the question of jobbing profit on nationally advertised specialties was informally discussed at great length, and it appeared to be the consensus of opinion among jobbers that it would be more profitable to concentrate on house brands, upon which the jobbers can regulate their own profit.

Informal discussion among the manufacturers at Minneapolis last September indicated that many of them have been seriously considering the question of direct selling of specialties. As several manufacturers pointed out the manufacturers at present make the goods, advertise them, sell them to the retail trade, o. k. the credit of the buyer and guarantee the profit, leaving the jobber only the task of making actual delivery, collecting, and remitting. In cases where drop shipments are made, all the jobber has to do is collect. There was considerable interest in a conversation revolving around this problem in which it was suggested that it would not be entirely beyond the bound of possibility for the manufacturers to club together and establish co-operative warehouses and clerical forces at principal distributing points in the event that an attempt to sell direct be made.

Illinois Association Elects—A. W. Oakford, of Oakford & Fahnestock, of Peoria, was re-elected president of the Illinois Wholesale Grocers' Association at its annual convention. Other officers elected were: R. O. Ahlenius, of J. F. Humphreys Co., Bloomington, first vice-president; Lewis Williams, Webster Grocery Co., Danville, second vice president, and Al Trefager, Chas. J. Off Co., Peoria treasurer. Roy Davidson, of M. O'Connor & Co., of Indianapolis was one of the speakers before the meeting.

Among the important resolutions adopted were the following:

"*Resolved,* That under present day conditions it is absolutely necessary that the wholesale grocer shall know his cost in order to make his selling price on a basis that will enable him to stay in business, and continue to give the service to his trade that they demand.

"*Resolved,* That we as citizens as well as wholesale grocers take an active interest in legislation both State and National, in securing wise legislation and in defeating that which is a menace to and harmful to our nation."

Harry L. Smith Dies—Harry L. Smith, president of the LaFayette Smith Grocer Co., of Springfield, Ill., died May 27th, having suffered a severe cerebral hemorrhage on May 24th. He was a prominent member of the Illinois Wholesale Grocers' Association and beloved by all who knew him in the trade. He had a host of friends in the wholesale grocery business and Masonic circles, where he was always prominent and active, having been honored with the Thirty-third Degree.

Arbitration Bill—Austin L. Baker, chairman of the Arbitration Committee of the National Wholesale Grocers' Association, writes: "The National Wholesale Grocers' Associaton is pleased to report that H. R. 646, the proposed United States Arbitration Act, was passed by the House of Representatives of Congress prior to its adjournment. As members know, the principles involved in this bill are in line with the arbitration policy of the National Wholesale Grocers' Association. The bill proposes that a written provision in a contract involving interstate or foreign commerce, to arbitrate a controversy arising under such cnotract, or an agreement to arbitrate any dispute under such contract, shall be valid and enforceable except on such grounds as exist in law or equity for the revocation of any contract. Congress has adiourned, and unless called in special session, will not reconvene until December next. At that time the bill which now has passed the House of Representatives will be before the Senate for action."

A TRIBUTE TO J. W. HILL

By John A. Lee

The canning industry has lost a great friend in the death of J. W. Hill, recently, for two terms, President of the Western Canners' Association.

He was in Los Angeles, Cal., visiting his son, who lives there, and was seized with heart trouble, and his death ensued Thursday, June 12, 1924. He will be buried at his home, Des Moines, Iowa, Saturday June 21, 1924.

He had been intimately connected with cannnig and the canning industry in Iowa for many years, was once president of the Iowa Traveling Men's Association, and was connected with several successful business enterprises in Des Moines, also a prominent member of the Masonic Order, and a member of the Christian Church.

He was a man of splendid natural and acquired ability and one of the finest presiding officers and most pleasing speakers among all the canners of the United States.

His natural courtesy and genial spirit of fellowship came from his heart and endeared him to everyone who had the privilege to know him.

Mr. Hill was raised in Texas and came to Des Moines many years ago on horseback, and became one of the most valued citizens of that city and of Iowa.

He was a member of the Board of Directors of the Grimes Canning Co., Grimes, Iowa, and the Dexter Farmer Canning Co., of Dexter, Iowa.

CAPT. E. V. WEBSTER, 58, DIES FROM HEART DISEASE.

"Capt. Emory Vaughan Webster, 58, died at his home in Greenway Apartment today from heart disease. Funeral services will be held Thursday at 2 P. M. at the residence of his son, 3036 St. Paul street. The Rev. Louis Randall, of Allnutt Memorial Church, will conduct services.

For a number of years Captain Webster has been connected with the oyster commission business of Baltimore and Canton, being one of the pioneers in this industry. He is survived by his widow, Mrs. Anna Cox Webster, and one son, G. Preston Webster."

The above appeared in the afternoon papers of Baltimore June 17th, and it marks the passing of possibly the most famous man in the oyster business of Baltimore. When that industry flourished here "Captain" Webster was known in all the great reaches of the Chesapeake Bay. He commanded a whole fleet of oyster boats at one time.

With the waning of that great industry he became interested in canning, and was the "Webster" of Webster, Butterfield & Co., well known as canners of this city. Few men of this industry had a wider acquaintance or more friends, and his passing causes sorrow proportionately.

His son, Preston Webster, who has been his active representative in the canning company for years, survives him.

RECEIVER'S SALE

OF VALUABLE FACTORY PLANT AND EQUIPMENT.

On premises lately occupied by the Mount Holly Canning Company, in Mount Holly, New Jersey, the subscriber will expose for sale, at public vendue, on

TUESDAY, JULY 8, 1924, AT 1 O'CLOCK P. M.,

the following:

Brick Factory of about 17,000 square feet of floor space, besides offices and boiler room, with ample land on which located, accessible from two streets and lying along a creek.

Vacant Lot adjoining.

2 125 H. P. Boilers with Stack.
2 100 H. P. Boilers with Stack.
2 800 gal. Vacuum Pans and Chambers.
4 100 gal. Pulp Vats with Copper Coils.
1 2000 gal. Pulp Vat with Copper Coils.
2 Union Vacuum Steam Pumps.
1 50 peeler capacity Peeling Table.
2 6 oz. Can Fillers.
1 36 Hole Filler.
2 Sprague-Lowe Pulpers.
1 Sprague-Lowe Exhaust Box.
1 Tomato Washer.
1 35 H. P. Steam Engine.
1 Union Air Compressor with Tank.
1 Steam Crane for processing.
17 Process Baskets.
4 Process Tubs.
1 Sprague-Lowe Scalder.
1 Sprague-Lowe Washer.
1 Electric Motor and Starting Box.
1 Fairbanks Scales.
3 Double Action Steam Pumps.
1 Extra large Burnam Vacuum Steam Pump.
6 125 lb. pressure Steam Traps.
2 Knapp Labelers.
1 Time Clock and Files.

Also Pulp Finishers, Pulp Containers, Conveyor and Engine, Pulp Pumps, Overhead Track and Frame, Hand Trucks, Belting, Packing, Shafting, Hangers and Pulleys, Gas Stoves, Galvanized Tubs, Buckets, new Empty Cans, Office Furniture and other articles too numerous to mention.

Persons wishing to examine the property and an inventory and schedule of the machinery and other personal property prior to the sale will call upon the subscriber at his office, 115 Main Street, Mount Holly, New Jersey.

Conditions at sale.

RICHARD B. ECKMAN,
Receiver of the Mount Holly Canning Company.

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Over 3000 Canning Machines In Successful Operation

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Pea Canner *Fruit Canner*
Corn Canner *Milk Canner*
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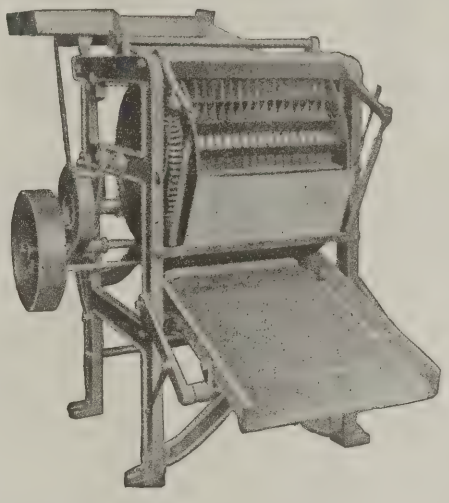
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LEWIS CUTTER

— FOR —

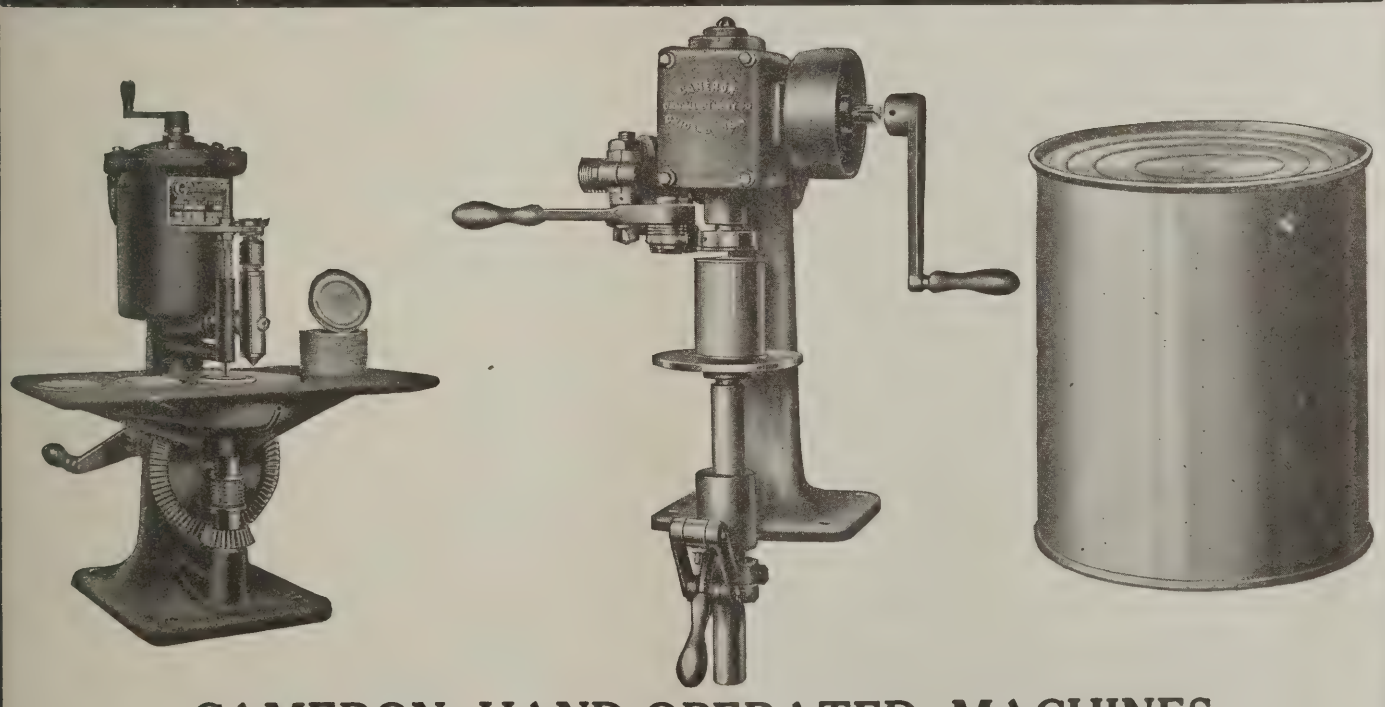
Beans, Okra, Celery, Rhubarb



Attention, Mr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build; Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.



CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

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Packages With Selling Value

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We offer you the experience gained during fifty years of effort in creating successful labels that have helped sell goods all over the world.

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We maintain a Bureau of brands and trade-marks for the benefit of our customers. Write us for particulars—the service is free.

The United States Printing and Lithograph Company

CINCINNATI 55 Beech Street

BALTIMORE 439 Cross Street

SMILE AWHILE

NATURAL

The inquisitive old lady was bending over the bed of a wounded soldier whose head was swathed with cotton ad linen.

"Were you wounded in he head, my boy?" she asked.

"No'm," replied a faint voice. "I was shot in the foot and the bandage has slipped up."

A QUESTION OF SPEED

Fair Client—How long will it take to get a divorce?

Lawyer—How fast is your husband?—Judge.

THE EYES HAVE IT

Father (sternly)—What do you mean by dancing the hula-hula at that party?

Flapper—Why, daddy, I was just putting a little motion before the house.

OF COURSE

He had been looking over the cards of greeting on the counter for some time, when the saleslady suggested:

"Here's a lovely sentiment: 'To the Only Girl I Ever Loved.'"

"That's fine," he said, brightening. "I'll take five—no, six of these, please."

"REALLY"

She—Just think, we have been married twenty-four hours.

He—Yes, it seems as though it were just yesterday.—Punch Bowl.

UNDER SUSPICION

Several members of a woman's club were chatting with a little daughter of their hostess.

"I suppose you're a great help to your mother," suggested one.

"Oh, yes," replied the youngster, "and so is Ethel, but today it's my turn to count the spoons after the company has gone."

EFFICIENCY PLUS

"That efficiency expert makes it a rule to search five minutes—no more and no less—when he loses a golf ball."

"It's a good rule, too. I played with him once when he lost a ball, and we found three in the five minutes."

"CHEWING THE RAG"

"Do you like bananas?" asked the old lady.

"Madam," replied the slightly deaf old gentleman, "I do not, I prefer the old-fashioned night shirt."—Black and Blue Jay.

A PROUD RECORD

"You here again after only eight months!" snorted the judge. "Didn't I give you a year the last time?"

"Ye did, yer honor," assented the prisoner, puffing out his chest, "but I had lots of time taken off for good behavior."

RECOGNIZED

Pedestrian-in-a-Hurry—Five dollars extra if you'll get me to the railroad station in ten minutes!

Taxi Driver—Yes, sir. I make a specialty of criminal cases."

EXACTING BOSS

"Does your wife know how to wash dishes?"

"I should say she does. I can't do them to suit her at all."

THE MAN PAYS

Ann of the Follies—I have a husband with money galore.

Stella—Why, dearie, you never told me you were married.

Ann—I'm not—he isn't my husband.

WUXTRY!

Boast—I am descended from a long line of strong men.

Roast—Well, several of my ancestors were newsboys in the Stone Age.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, JUNE 30, 1924 No. 45

EDITORIALS

STANDARDS—In our Smile Awhile column this week Bones asks Silas why he does not paint his cannery, and Silas answers: "Ain't I been lookin' for my paint brush two year?" It has always seemed to us that the canner who waits to standardize his goods is just exactly like Silas.

Heinz did not wait for the formulation of government, state or association standards, nor did any other successful food manufacturer, or the maker of any successful article on the market today, whether it be Mr. Packard or Mr. Ford. And neither does any canner have to wait for "standards." Every man in the business must be the master of his own destiny, and he carves that destiny by the care, or lack of it, with which he packs and markets his goods. That of necessity must make the distinction between the products of two canneries since both are able to procure identical supplies of raw produce. It comes down to the age-old question of cooks: every mother's son of us on earth is a cook unto himself or herself, the differences, or preferences, showing in the resulting dishes, and of course in the variation of tastes. But it is this variation in tastes which gives all canners their opportunity, enlarges their realm and gives additional promise of success.

Standards! Why, there is a repugnance about the word, and certainly about the thought. Suppose all canned foods were thoroughly and completely standardized. What a monotonous, uninteresting spectacle it would make, and what chance would 95% of the canners have to get a price above cost of production? Standardization is the fallacy, if not the crime, of the age. A lot of the narrow-minded, visionless ranters who are trying to lead the people of this country into their manner of thinking (God save the mark!) would like to standardize everything, from babies to bed sheets. But standardization is unnatural, for remember that in all nature not two things are exactly alike, not two leaves on any tree, nor two apples in any barrel, and yet these inexperienced untutored men whose tongues keep miles ahead of their brains, advocate standardization in manufacture or production.

The only place where standards are of value is in the selling market, for the guidance of the buyer or the seller, and then these standards must, of necessity, be pliable or elastic, other conditions entering into the consideration. There are standards in grain buying and selling, but old Dame Nature has not listened to the pleadings of our agricultural professors, who would produce crops of absolutely uniform shape, size and condition. The work of these professors is good and along the right line, because it results in a general lifting up of the whole output, a general improvement, even though it comes far from producing absolute standardization, and we would not wish to be thought in opposition to their efforts. The more efforts they put forth the better the results will be, but we would be in a sad plight if the growers sat down and waited until they had evolved a set standard for any food crop. There are a lot of canners "sitting" still today, so far as any decided effort to improve the quality of their output is concerned.

And that is the point we wish to make: because the world is turning to canned foods as even the most hopeful of us never even dared dream, the canners have been urged to pack quality, to watch every can to see that it is packed so that it will go out as a "want-more" messenger to the consumer who gets it. Most canners are making this effort, but if you ask among them they will, almost to the man, come back with the query, "Why don't they make standards, and then we would know how to go ahead." That is the "sitting still" we refer to, and which should not exist. If you be a man, take the job in hand like a man; set out to make your own standard, and set it as a mark at which others will have to shoot. Set it high and pack them well, and you will find the market come to you, and with it the reward in better prices and better profit. Let the fellow who likes to get in the rut and is content to stay behind the procession pack the adopted, concrete standards, and get the standard prices and profits due to the competition. If you are uncertain as to your goods, go into the market and buy some of the well-known goods, packed by canners who have set their own standards, and then match them or go them one better if possible. But be sure you buy goods which the market recognizes as of high quality and

uniform at all times. With those cans cut in front of you, there is no reason why you cannot set yourself a standard which will put your business upon a solid basis of every-year orders taing your capacity.

The standards as adopted will help the buyers—and there are thousands of them who sadly need this help, for they have but one gauge now and that is price. And they may help the brokers, who sadly need this enlightenment, though their eternal quest for a commission will hinder and hold back their education more than it will that of the buyers.

But if the canners this season will make this effort at personal quality packs, they will reap a reward beyond their fondest expectations, because in the cleaned-up condition of all stocks the new goods will go direct to the consumers, and if the consumers find these goods to their liking they will come back with greater demands than ever before. In this way the canners may not make an added profit on the futures already sold, but they will lay the foundation for other years' business that will be certain and very rofitable. And most canners are not in business for a year.

JOTTINGS—"And it (the contest of cities for the next Canners' Convention) narrowed down to a choice between Cincinnati and Atlatic City, and they chose Cincinnati," and the writer ends up: "Well, there is no accounting for tastes, as the old woman said when she kissed the cow."

* * *

After returning from the Buffalo Convention, we did as we were so urgently and numerously requested to do—urged the selection of Atlantic City as the next and the permanent convention city. In response to this we received many "hot" rejoinders, and some ridicule, and we were told by officers in high places that Atlantic City was entirely and completely out of the question, and that the industry would not listen to it. In view of our urgings, we were surprised, but of course we meekly submitted, because for us it is a matter of popular demand.

Cincinnati will give the Convention a good time, treat it well, and we predict a convention of great success. We expect to see it a record-breaker.

* * *

Something to think about—from a prominent daily:

> "At many a festive board, from Maine to Florida, they sang 'God Save the King,' for many years. We were all law-abiding subjects of Great Britain. We did not all grow tired of it at once. It started with a handful of revolutionists who decided to disregard the laws under which we were living."

* * *

Men make laws, or at least they are supposed to, with the intent of correcting abuses or bettering conditions. With those needs in mind, they try to put the laws into such words as will bring about that particular correction. Therefore, always the intent or spirit of the law should be in view, because human limitations and the peculiarities of our language do not always permit a precise statement which may not be interpreted for other than its original intention. Then our courts interpret the "letter of the law" and confusion and discontent naturally result. Of course, designing politicians deliberately construct some of our laws so that "you could drive a two-horse team through them, but we mean to speak of laws drawn in the best intention, worded with the utmost care, and then twisted out of all semblance of original intention through the interpretation of "words." That is the "style" of the day, and it is most unfortunate that it is so.

Cannery For Sale

By reason of the death of Geo. N. Numsen the undersigned, representing the interests of the firm of Numsen & Davis, have decided to offer at private sale the firm's cannery, located at Benedict, Charles Co., Md. This factory, located on the Patuxent River is completely equipped and has an abundance of tomatoes, peaches and blackberries available. Three hours ride by auto. from Baltimore. Ideal location, numerous summer resort hotels, and extensive automobile travel from Washington and other sections. On State Road.

CHARLES K. DAVIS, Surviving partner
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Apply McGAW DAVIS & CO.
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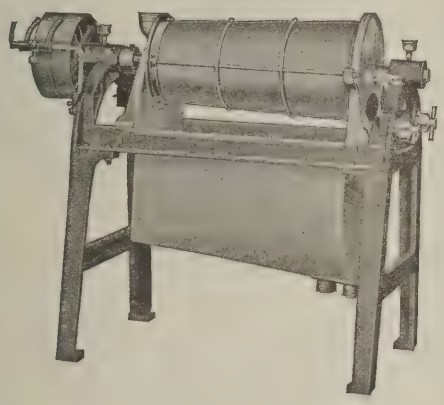
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Address Box A-1220 care of The Canning Trade



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All metal. Satisfies the most exacting demands of any packer. Is of sanitary construction throughout. Monel Metal used on the screen, under pan, and hood. Shaft of Tobin Bronze. Supplied with packing gland. A special washout plug is also now a part, with other added features. Has an increased capacity of 35%



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A-B Continuous Agitating Cookers are entirely automatic—time of cook governed with absolute accuracy—each can rolled evenly and continuously producing quick, uniform heat penetration, guaranteeing unfailing perfect sterilization.

Output in quality has never been surpassed—in quantity exceeds all other systems or devices for the space occupied, fuel, power and labor consumed.

Write for particulars.

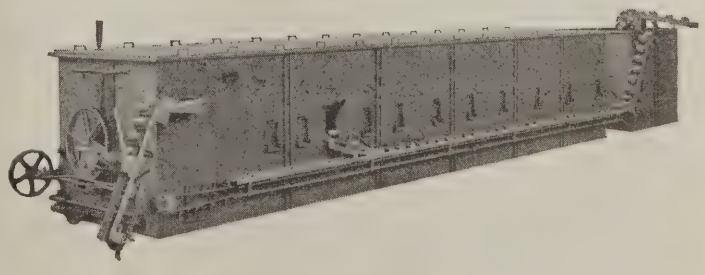
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Standards For Canned Vegetables

Adopted by Association of New York State Canners, Incoporated

Vegetables

Canned Vegetables are the sound product of properly matured and prepared fresh vegetables, with or without the addition of potable water, salt and sugar, as specified in the separate definition for the several kinds of canned vegetables, sterilized by heat, with or without previous cooking, in equipment from which they take up no injurious substance, and kept in suitable clean, hermetically sealed containers, and conform in name to the particular vegetable used in their preparation.

Peas

Canned Peas are the canned vegetables prepared from the fresh but immature seeds of the common or garden pea (pisum sativum) by shelling, winnowing and thorough washing, with or without grading and with or without pre-cooking (blanching) and by the addition, before sterilization, of the necessary amount of potable water with or without sugar and salt.

Varieties of Peas Used for Canning—Early variety peas are peas which are from seed of early maturing sorts having a smooth skin. Sugar peas, or sweet peas, are peas which are from seed of later maturing sorts having a wrinkled skin and sweet flavor.

Canned Peas Qualities: Fancy Quality Canned Peas are prepared from fresh, young tender peas of practically uniform color and size, unless declared to be ungraded for size. They have a practically clear liquor, and are free from flavor defects and practically free from skins and split peas.

Choice Quality Canned Peas are prepared from fresh peas, which may be less tender than those used for the "Fancy Quality," of reasonably uniform color and size, unless declared to be ungraded for size. They have a reasonably clear liquor, though not necessarily free from sediment and are reasonably free from flavor defects, skins, splits or discolored peas.

Standard Quality Canned Peas are prepared from fresh though possibly more nearly matured peas. They may lack some uniformity in color and size, may have a roily liquor and may have some skins, splits or discolored peas.

Off-Quality Canned Peas are prepared from fresh peas that lack in other respects the qualifications of the higher qualities.

Canned Pea Sizes

No. 1 Peas are peas which were, before pre-cooking (blanching) small enough to pass through a screen of 9/32 inches (7mm.) mesh.

No.2 Peas are peas which were before pre-cooking (blanching), small enough to pass through a screen 10/32 inches (8mm.) mesh, but too large to pass through a 9/32 inch mesh.

No. 3 Peas are peas which were, before pre-cooking (blanching) small enough to pass through a screen 11/32 inch (8.7), but too large to pass through a 10/32 inch mesh.

No. 4 Peas are peas which were, before pre-cooking (blanching), small enough to pass through a screen 11/32 inch mesh.

No. 5 Peas are peas which were before pre-cooking (blanching) small enough to pass through a screen 13/32 inch, (10.3mm.) mesh, but too large to pass through a 12/32 inch mesh.

No. 6 Peas are peas which were, before pre-cooking (blanching) too large to pass through a screen of 13/32 inch (10.3mm.) mesh.

There shall be a reasonable tolerance for the number of smaller peas present in any specified sizz.

Ungraded Peas—Ungraded, unsifted, run o' pod, or telephone style are peas not graded for size, before pre-cooking (blanching) provided that where any size have been removed, the designation ungraded for size, may be used only if qualified with a statement of the size or sizes so removed.

Corn

Canned Corn is the canned vegetable prepared from kernels of fresh sweet corn. The corn is huskd, trimmed or sorted, thoroughly washed, cut from the cob, and silks, pieces of cob and husk removed. It is packed with potable water, with or without the addition of sugar or salt.

Styles

Cream Style is the product prepared from sweet corn removed from the cob by shallow cutting through the grain and subsequent scraping. It has a more or less creamy consistency.

Whole Grain Style is the product prepared from sweet corn and from the cob in such a manner as to leave the grain substantially entire.

Qualities

Fancy Quality is pasked from selected stock of young, tender sweet corn while fresh, and has the distinctive flavor of young corn. It is free from specks and discolored kernels and is practically free from pieces of cob, silk and husk. It has a bright color, and, unless packed whole grain style, has a creamy consistency.

Choice Quality is packed from reasonably young and tender sweet corn while fresh, and has the flavor of young corn. It is reasonably free from specks, discolored kernels and pieces of cob, silk and husk. It has a reasonably bright color.

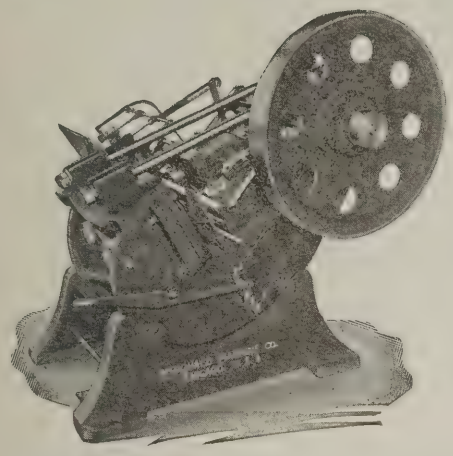
Standard Quality is packed from fresh sweet corn, and has less attractive flavor, color or appearance than the higher grades. It is free from any considerable amount of cob, silk husk and discolored kernels.

String Beans

Canned String Beans are the canned vegetable prepared from fresh, immature pods of certain varieties of string beans, the pods to be picked from growing vines, snipped with the removal so far as possible of strings, and the whole or cut pods pre-cooked (blanched) and washed, with the addition before sterilization of the necessary amount of potable water, with or without salt.

Fancy Quality Canned String Beans are prepared from young, tender pods, packed while still fresh, of practically uniform color and size, unless declared ungraded for size, with clear liquor, are practically free

No. 32 Automatic Strip Feed Press



Although similar to our other Automatic Strip Feed Presses, this particular size is especially adapted to the rapid production of deep drawn metal articles.

Of extra heavy design with chrome nickel crankshaft and solid steel flywheel, the Press is well suited for single or double die operations requiring excessive strain. Large diameter shaft bearings allow ample rigidity and extra long slides maintain a perfect alignment of dies.

The Press is provided with compound change gears for variable cuts and simple adjustments for different lengths of material.

The automatic feeding insures a high uniform output and eliminates the dangerous hand operation.

The Press is equipped with automatic release which immediately stops feeding mechanism when subject to undue strain.

Additional particulars on this press or any other automatic can producing equipment gladly furnished upon request

McDONALD MACHINE CO.

Mfrs. of Automatic Presses, Can Making Machinery, Dies, etc.

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(Thos. L. North)

4 E. Redwood Street, Baltimore, Md.

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Canners' Accounts Solicited for Tip-Top Buyers.



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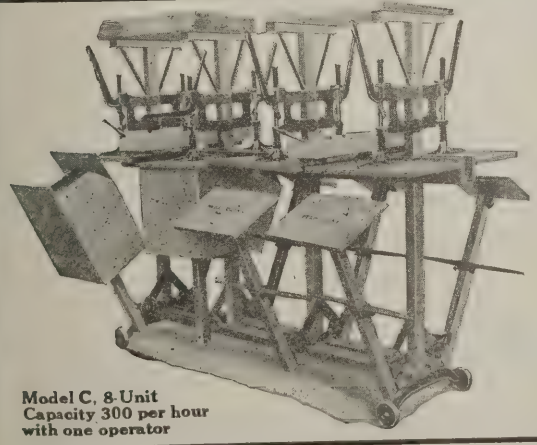
First Quality tomato picking baskets car loads or less.

Quick Shipment.

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Model C, 8-Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT $210 C-4-UNIT $115

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Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers

510 Consolidated Building, Los Angeles

from tough stings, and are free from rust, stems and flavor defects.

Choice Quality Canned String Beans are prepared from young, tender pods, packed while still fresh, of reasonable uniform color and size, unless declared ungraded for size, with clear liquor, are reasonably free from tough strings and are practically free from rust, stems and flavor defects.

Standard Quality Canned String Beans are prepared from pods packed while still fresh, and with a fairly clear liquor. They may show less uniformity in color and size or more strings than the higher qualities, but shall be reasonably free from rust, stems or flavor defects.

Off-Quality Canned String Beans are prepared from pods while still fresh, but may lack in other respects the qualifications of the higher qualities.

Grades With Respect to Size—When string beans are graded as to size they shall before blanching pass through sieves of the following dimensions and shall be known by the grade number indicated:

No. 1	12/64 in.
No. 2	14/64 in.
No. 3	17/64 in.
No. 4	20/64 in.
No. 5	Over 20/64 in.

Note—The above standards apply equally to Wax Beans, the word "Wax" being substituted for "String" in all cases.

Tomatoes

Canned Tomatoes are the canned vegetable prepared from sound, ripe, fresh tomatoes of any red variety by thorough washing and scalding, and by proper peeling, coring and trimming, with or without the addition of sugar and salt, and sterilized by heat. The liquor used for filling the spaces between the fruits is juice derived from tomatoes after being prepared as above, and does not exceed that originally present in the prepared fruit.

Fancy Quality Canned Tomatoes are prepared from select tomatoes, uniformily red in color, practically free from pieces of skin, cores and blemishes and whole or almost whole.

Choice Quality Canned Tomatoes are prepared from tomatoes practically free from under-colored parts, from pieces of skin, cores and blemishes, and are for the most part whole or in large pieces.

Standard Quality Canned Tomatoes are prepared from tomatoes reasonably free from under-colored parts. The tomatoes may be broken, but are reasonably free from pieces of skin, cores and blemishes.

Spinach

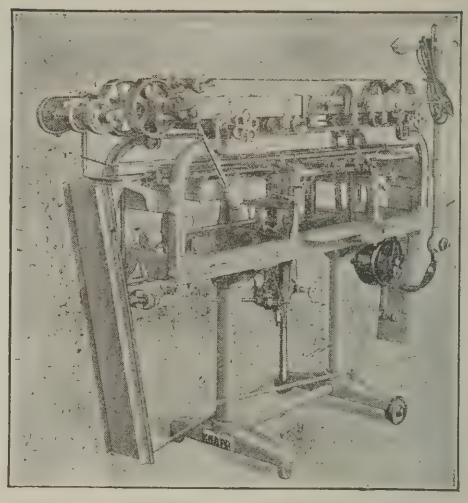
Canned Spinach is the canned vegetable prepared from the fresh, clean leaves of spinachia cleracea by thorough washing, sorting and blanching (pre-cooking), and by the addition, before sterilization, of the necessary amount of potable water, with or without salt.

Fancy Quality Canned Spinach is prepared from fresh, young and tender leaves. It is practically free from grit, discolored leaves and fibrous stems and reasonably free from seed heads.

Standard Quality Canned Spinach is prepared from fresh leaves, but in other respects lacks some of the qualifications of the "Fancy" quality.

Beets

Canned Beets are the canned vegetable prepared from some sound, deep-red garden variety of Beta vul-



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

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Chicago, Ill.

A. K. Robins & Company,
Baltimore, Md.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

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Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.
Write for samples and detailed information

SPENDING WISELY

Spending money wisely has as much to do with success as any other factor in business.

Wise spending is investing your money not with the thought of first costs only, but rather of ultimate results.

The thousands of canners who are investing in the "cleaning service" which always follows the use of

Wyandotte Sanitary Cleaner and Cleanser

are getting these ultimate results in dependable sanitation and practical insurance against preventable losses from swells and spoilages.

These factors show up in the profits of the year and carry the conviction that your order to your supply house for this cleaner is an investment well worth repeating.

It cleans clean.

Indian in circle



in every package

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan

garis, by topping, washing, blanching, peeling, and by the addition before sterilization of the necessary amount of potable water, with or without the addition of sugar and salt.

Fancy Quality Canned Beets are prepared from young, tender, deep-red beets of uniform color. They must be well-peeled and trimmed and free from flavor defects. When packed whole and graded for size they must be practically uniform in size and shape. When sliced the slices must be practically uniform in thickness.

Choice or Standard Canned Beets are those which lack in some respects the qualifications of the "Fancy" quality.

Note—Beets are usually packed in only two qualities and there is no well-established custom as to naming the second quality.

Pumpkin

Canned Pumpkin is the canned vegetable prepared from various varieties of the common field or pie pumpkin, Cucurbita Pepo, by thorough washing, stemming, steaming and reducing to a pulp, and sterilized by heat.

Fancy Quality Canned Pumpkin is prepared from fresh, fully-matured bright golden pumpkin. It is a smooth, heavy, thoroughly screened pulp practically free from particles of skin or seeds and sufficiently dry so that when cold it will not more than pour out of an open inverted can.

Choice or Standard Quality Canned Pumpkin is prepared from fresh pumpkin, but lacks in some respects the qualifications of the "Fancy" quality.

Note—Pumpkin is usually packed in only two qualities and there is no well-established custom as to naming the second quality.

Squash

Canned Squash is the canned vegetable prepared from fresh, fully matured squash of the species, Cucurbita Maxima, of which the most common varieties are Boston, Marrow, Golden Hubbard and King of the Mammoth, by thoroughly washing, stemming, steaming and pulping, or by peeling and cutting into pieces.

Fancy Quality Canned Squash is prepared from fresh, fully-matured squash. It shall be a smooth, heavy thoroughly screened pulp (unless cut into pieces) practically free from any particles of skin or seeds, and sufficiently dry that when cold it will not readily run or pour out of the open inverted can.

Choice or Standard Quality Canned Squash is prepared from fresh squash, but lacks in some respects the qualifications of the "Fancy" quality.

Note—Squash is usually packed in only two qualities and there is no well established custom as to naming the second quality.

Succotash

Canned Succotash is the canned vegetable prepared from kernels of fresh sweet corn mixed with either fresh or dry lima beans. The corn is husked, trimmed or sorted, thoroughly washed, cut from the cob, and silks, pieces of cob and husk removed. The beans, if green, are threshed, washed, hand-picked and blanched; if dry, they are hand-picked and blanched. The corn and beans are mixed and potable water with or without sugar and salt, added before sterilization.

Canned Succotash Qualities—The same requirements hold as for "Fancy," "Choice" and "Standard" corn, respectively.

LABELING ON APPLE CIDER VINEGAR

BULLETIN No. 293, dated July 7, 1923, reported that the United States Circuit Court of Appeals for the Sixth District had reversed a decision of the District Court for the Northern District of Ohio, Eastern Division, in the case of the United States vs. 95 Barrels of Alleged Apple Cider Vinegar, the Court of Appeals holding that vinegar made from dried or evaporated apples was not misbranded if labeled "Apple Cider Vinegar made from Selected Apples."

The case was appealed to the Supreme Court of the United States by the Department of Agriculture, and the decision of the highest court, rendered June 2, has just come to hand. The case is No. 559, October Term, 1923, United States of America, Petitioner, vs. 95 Barrels (more or less) Alleged Apple Cider Vinegar, on Writ of Certiorari to the United States Circuit Court of Appeals, Sixth Circuit.

The Supreme Court reverses the decision of the lower court, and holds that vinegar made by a process of drying or evaporating apples, then adding pure water to replace the 80 per cent moisture removed by the drying or evaporating process, extracting this juice and permitting it to become vinegar through fermentation, is misbranded if labeled "Apple Cider Vinegar." The opinion of the Court, delivered by Mr. Justice Butler, is an interesting document, reviewing the case as presented to the lower court, the admissions of the claimant of the 95 barrels, giving a rather detailed description of the method of making vinegar from dried and evaporated apples, and concluding with the following:

"If an article is not the identical thing that the brand indicates it to be, it is misbranded. The vinegar in question was not the identical thing that the statement 'Excelsior Brand Apple Cider Vinegar made from Selected Apples' indicated it to be. * * * The words 'Excelsior Brand,' calculated to give the impression of superiority, may be put to one side as not liable to mislead. But the words 'apple cider vinegar made from selected apples' are misleading. Apple cider vinegar is made from apple cider. Cider is the expressed juice of apples and is so popularly and generally known. * * * It was stipulated that the juice of unevaporated apples when subjected to alcoholic and subsequent acetous fermentation is entitled to the name 'apple cider vinegar.' The vinegar in question was not the same as if made from apples without dehydration. The name 'apple cider vinegar' included in the brand did not represent the article to be what it really was, and, in effect, did represent it to be what it was not—vinegar made from fresh or unevaporated apples. The words 'made from selected apples' indicate that the apples used were chosen with special regard to their fitness for the purpose of making apple cider vinegar. They give no hint that the vinegar was made from dried apples, or that the larger part of the moisture content of the apples was eliminated and water substituted therefor. As used on the label, they aid the misrepresentation made by the words 'apple cider vinegar.'

"The misrepresentation was in respect of the vinegar itself, and did not relate to the method of production merely. When considered independently of the product, the method of manufacture is not material. The act requires no disclosure concerning it. And it makes no difference whether vinegar made from dried apples is or is not inferior to apple cider vinegar.

"The label was misleading as to the vinegar, its

MAX AMS Closing Machines

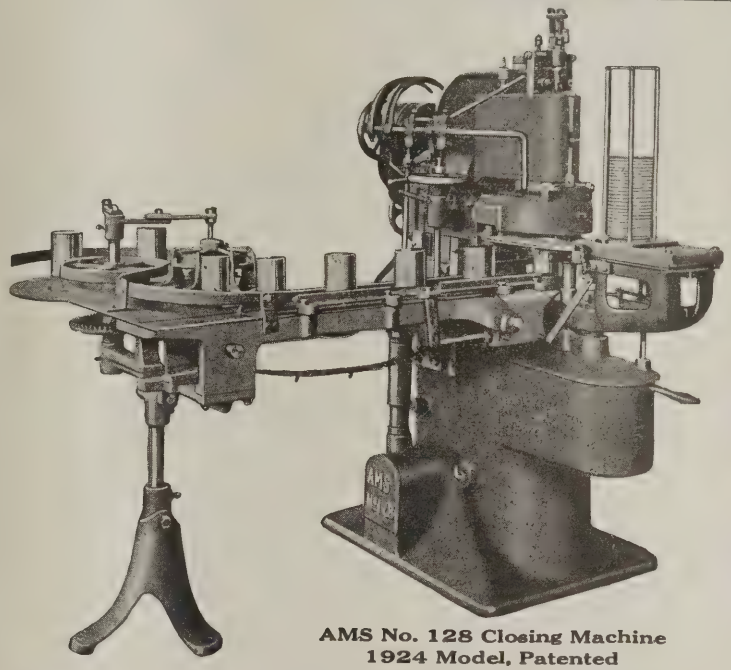
for Sanitary Cans -- "Standard of the World"

There is an AMS Closing Machine for Every can closing need; and an AMS machine for every can making operation.

—o—

The Max Ams Machine Co.
101 Park Avenue
New York

BRANCHES: Chicago and London, England.



AMS No. 128 Closing Machine
1924 Model, Patented

Tomato Pulp
Corn
Pea
Tomato
and Fish

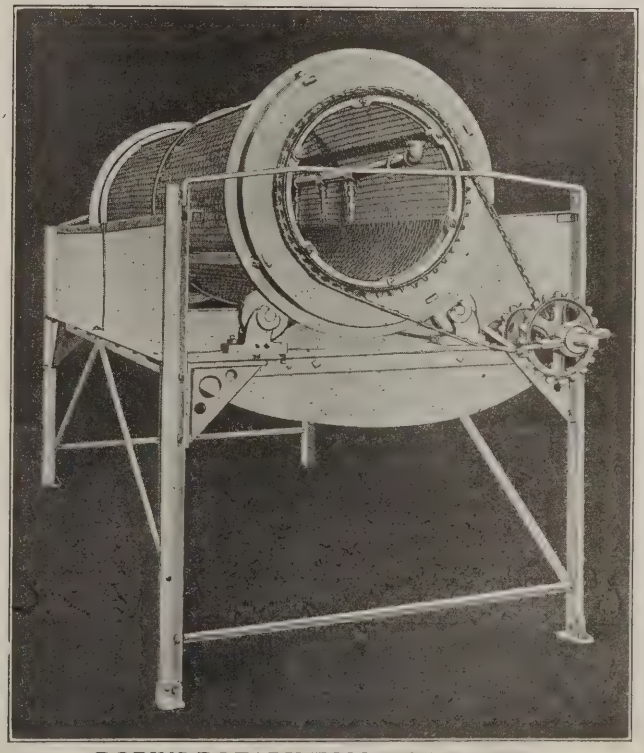
MACHINERY

Write for Catalogue.
Complete Plants and Supplies

A. K. Robins & Co. Inc.

Baltimore, Maryland

R. A. SINDALL, President



ROBINS ROTARY TOMATO WASHER.

substance and ingredients. The facts admitted sustain the charge of misbranding. Judgment reversed."

HOW AUSTRALIA HELPS ITS CANNERS

The Bounty Scheme

A BOUNTY will be paid at the undermentioned rates to the manufacturer on production of the canned fruits specified hereunder.

2. A Bounty will also be paid to canners on all fruits of the kinds specified hereunder, which are exported from the Commonwealth with the approval of the Customs Department.

	Rate of Bounty on Production	Rate of Additional Bounty on Export
	Per Doz. 30-oz. Tins	Per Doz. 30-oz. Tins
Apricots	9d.	1/89.
Peaches (Cling)	1/–	1/9d.
Peaches (Free)	10d.	.....
Pears	9d.	1/6d.
Pineapples	6d.	1/–

Conditions Under Which Bounty Will Be Paid to the Canner

3. That he purchases the fresh fruit suitable for canning at prices that will net grower not less than the following at railway station or local (i. e., country) factory:

Apricots and pears	$10 per ton
Clingstone peaches	9 per ton
Freestone peaches	7 per ton
Pineapples	6 per ton

4. That the canner purchases fruit suitable for canning in quantities equivalent to those which his factory is capable of handling. Before the season commences each canner will be required to undertake to can such varieties and quantities of fruit as the Comptroller General of Customs may prescribe, having regard to the capacity of the factory.

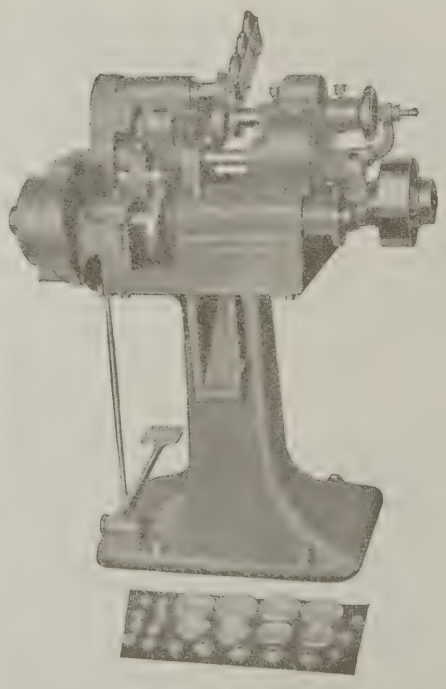
5. That the canner furnishes proof to the satisfaction of the Minister for Customs that the fruits in respect of which bounty is claimed are of good and merchantable quality, such proof to be determined at time fruit is being processed.

6. That all account books and documents relating to fruits on which bounty is claimed shall be subject to examination and audit by an auditor appointed or authorized by the minister.

7. That the minimum price to be charged for canned fruit during the first six months of the new season, commencing on January 1st next, be on the basis of the present prices to wholesalers and retailers in Victoria, viz.:

	Wholesaler per 30 oz. tins	Retailer per 30 oz tins
Clingstone peaches	8/ doz.	8/6d doz.
Apricots	9/6 doz.	10/3d doz.
Pears	10/6d doz.	11/6d doz.

Less 3½ per cent for cash or its parity in other states. At the end of six months canners are to mutually agree on the minimum prices to be charged for a future period. Should canners be unable to agree, they are to submit the matter to an arbitrator. If canners can-

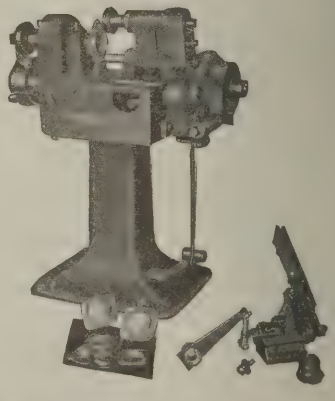


ONE BLOCK AHEAD OF THE PROCESSION

This No. 46 Thread Rolling Machine is worthy of a place in the "CAMERON FAMILY."

One user writes: "I find it a great advantage to be able to remove the automatic feed when I have odd-shaped articles to be threaded."

We make every machine for "can-making."



CAMERON CAN MACHINERY CO.

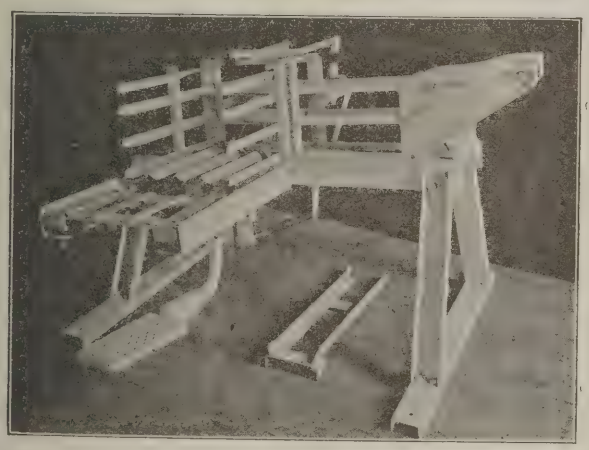
240 North Ashland Avenue CHICAGO, U. S. A.

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.



The KYLER Boxer

We're Ready to be Judged by What Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by
Westminster Machine Works
Westminster, Md.

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

not mutually agree as to who is to act as arbitrator, the Minister for Customs will appoint some person with definite knowledge of the trade to act in this capacity.

8. In respect of fruits exported, bounty is payable only on fruits packed and graded in accordance with the commerce regulations and approved of for export by a commonwealth com. inspector. Each canner shall have the right to export up to 30 per cent of each class of fruit packed by him, but any canner who desires to export more than 30 per cent of any one kind of fruit must first obtain the consent of the Minister for Customs.

9. On slipstone peaches bounty is limited to 100,000 dozen of canned fruit, which is equivalent to about 2,500 tons of fresh fruit. Each canner will be allowed for bounty purposes a pro rata quantity of slipstone peaches based on the quantity packed by him last year.

10. The bounties referred to will only be paid in respect of fruits grown and canned in the commonwealth during the 1923-24 season.

11. The rates of bounty apply to 30 oz. fruits packed in syrup, also to apricots and clingstone peaches panked as pie fruit. Proportionate rates will be allowed on sizes greater or less than 30 oz.

A QUESTION AND THE ANSWER

June 21, 1924.

The Canning Trade,
Baltimore, Md.

As a subscriber to your paper I would like to know if you would take the trouble to tell me if there are any organizations which adjust accounts for small packers. I do not like to do business and have to adjust my account entirely in accordance with the broker or buyer; still, after either of them get your goods and if they wish to take an arbitrary position in the matter, and, say, charge you or rather overcharge you $100 to $200 on some item, like storage or anything, a packer in my position is helpless, and might just as well kiss it good-by as to attempt to adjust the matter. Transportation, in my case, if the broker happened to be in Baltimore, would absorb the entire charge. I would like you to consider the inquiry confidential and give me a reply if you will. Thanking you in advance, I am,

Yours very truly,

(This letter is on file.—The Editor.)

In answer we wrote, June 24th:

Your favor of the 21st is at hand. In reply beg to say that

The Wheeler Service Bureau,
280 Broadway,
New York City,

was instituted to furnish the canners relief of the kind you seek. They made a charge of $25.00 per year, and we believe you will find that when you carry on your billheads or stationery the statement that you are a member of Wheeler Service Bureau, practices of the

VIRGINIA CANS

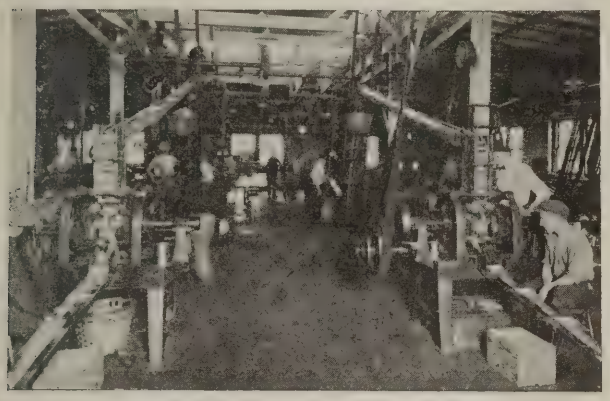
Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA

Bliss No. 15K Automatic Flanger



In Every Can Shop

Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

CANNERS!

At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

CANNERS EXCHANGE SUBSCRIBERS at WARNER INTER-INSURANCE BUREAU

enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

kind you state will not be attempted. There is a great deal of this kind of unfair dealing being done, but those sort of dealers will not dare face the Wheeler Service investigation.

The charge of $25.00 covers cost of such cases, and we would suggest that if you are being troubled, write to them and employ this service. It will be worth more than $25.00 to feel easy in your mind and free of such annoyances. Hundreds of canners are using this Bureau, and they all speak in the highest terms of them.

Trusting this will answer your purpose, we beg to remain,

Very truly yours,
THE CANNING TRADE.

THE CROPS AND CANNING IN BRITISH COLUMBIA

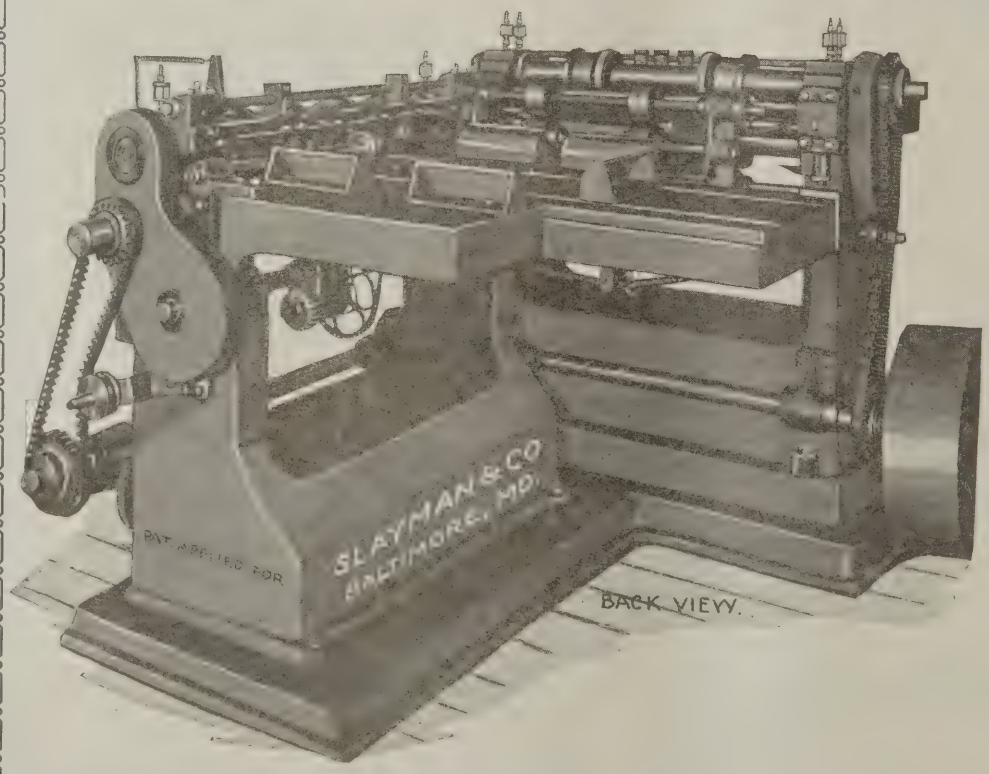
Extracts from Consular Report No. 134467b, on "Agriculture—British Columbia," by Consular Clerk Luther K. Alther, Vancouver, B. C., May 8, 1924.

THOUGH the season is backward, conditions generally for farming in British Columbia have opened auspiciously. It is too early to predict the outcome, but there is every indication of a large strawberry crop, while in the interior of the province, in the main fruit districts, late frosts have greatly reduced the prospects for soft fruits, it being estimated that from 50 to 75 per cent of the cherry crop has been destroyed.

The development of the berry industry greatly increased during the last few years, and recently this $20,000,000 industry has been jeopardized by the poor prices realized owing to a limited market and shortness of season, but the provincial government has just come to the rescue by the advancement of $100,000 to the growers' association for the packing and marketing of the surplus, which is expected to reach between five hundred and a thousand tons this season. It is stipulated that the loan must be applied solely to the expenses of preserving and marketing, the government to be secured by the season's entire output, but the Berry Growers' Association, Limited, 525 Seymour St., Vancouver, B. C., which has charge of the entire management of affairs, will establish canneries in central locations not as yet selected, much of the material for this purpose having already been purchased.

Several years ago the British Columbia Tomato Growers' Association, Kelowna, B. C., had difficulty in obtaining satisfactory prices from the local canners for tomatoes for canning purposes, but the matter was finally adjusted by arbitration. This season, however, the canners threaten to close the cannery, and the growers are angry, charging that the company is not living up to the spirit of its agreement, and they are therefore taking preliminary steps to build a cannery of their own which they desire to have ready to receive the forthcoming crop, as plants have been raised and plans made for the growing of a fairly large crop. The local business men have manifested considerable interest in the situation, the payroll for canning alone in that city having been $200,000 annually, while large

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY 801 E. Pratt St., BALTIMORE, MD.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

sums were paid to the growers for fruits and vegetables, and they are expected to proffer assistance both moral and financial.

The Cowichan Co-operative Fruit Growers' Association, with the aid of H. F. Prevost, president of the Board of Trade, Duncan, B. C., has taken steps to organize a joint stock company with a capital of $15,000 to build and operate a fruit cannery in that city. Much of the necessary capital has already been pledged, and it is expected that the remainder will be readily forthcoming, but it has not been decided whether the cannery will be built this season or next.

Experiments begun in 1901 have demonstrated that British Columbia is well adapted to the culture of certain varieties of nuts, particularly almonds and Japanese walnuts and, in view of the fact that Canada's importation of this commodity is very large, the extension and development of the industry is being strongly and systematically urged.

OYSTER ARTIFICIAL PROPAGATION EXPERIMENTS

THE great oyster fisheries of the Atlantic Coast have in the past few years experienced an alarming decline in productiveness. Even Chesapake Bay, the greatest oyster-producing body of water in the world, has experienced such a constant depletion from year to year that the industry is threatened. The extensive methods of oyster farming practiced by many of the oyster growers have assisted greatly in maintaining a constant supply but have not been sufficiently reliable to guarantee a crop from year to year. The rapid decline of this valuable industry has been brought about by a constant depletion of the oyster beds from various factors, such as pollution, over-fishing, unfavorable climatic and hydrographic conditions, natural enemies and use of shells for various commercial purposes.

In view of these existing conditions the Bureau of Fisheries for the past few years has been making careful studies of the oyster and oyster larvae in regard to life history, embryonic development, habits, food and environmental conditions, in order that the methods of oyster faming now pacticed might be made as efficient as possible.

In addition to this program, experiments with a new method of artificially propagating the oyster were conducted by the Bureau during the summer of 1923 at the plant of the Connecticut Oyster Farms at Milford, Conn. The object of this work was, first, to determine by a series of experiments the important environmental conditions required by the oyster larvae for normal growth and development; second, to raise a small number of larvae under controlled conditions during the free swimming period until they "set"; and, third, to perfect the method so that oysters could be raised from the egg in sufficiently large numbers to make the process one of commercial value.

"We have had some seasons when we did not finish our planting in May, but the delayed planting was always the late varieties; but in the present instance there are still some of the Alaska peas to be planted, and unless the growing and canning season is cool and backward, there is bound to be much bunching and consequent congestion in Wisconsin this year."

Clipped From May 24th issue of Canner.

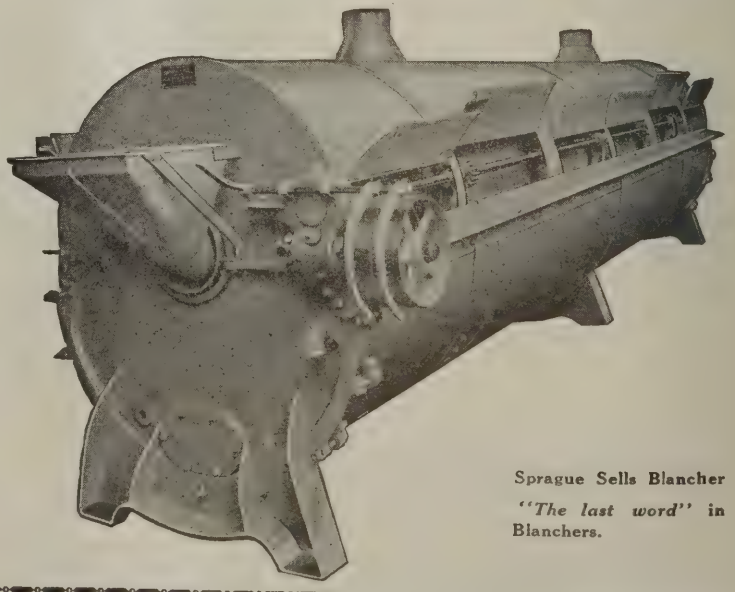
Peas are bunched and come with a rush, how many will you lose?

There's still time to get another Blancher to you, or another *complete* line of pea machinery, to enable you to get your *whole* crop into the cans even if it comes in bunches.

If *your* crop is bunched the probable *loss* through being unprepared *will more than equal the entire cost of the new line.*

Wire Us Your Order Today.

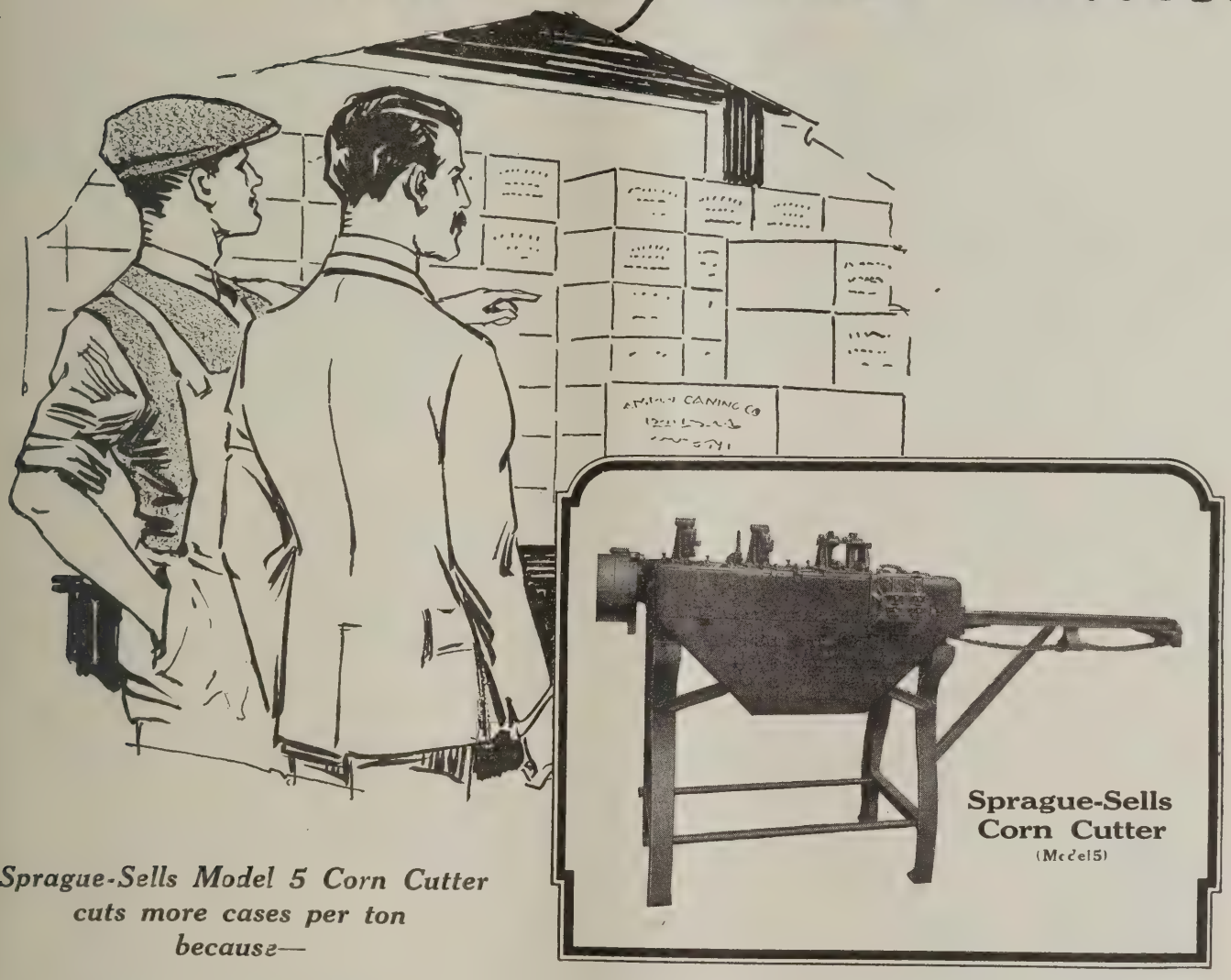
SPRAGUE-SELLS CORP.
500 N. Dearborn St. Chicago, Ill.



Sprague Sells Blancher
"The last word" in Blanchers.

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y. and The Sprague-Sells Corporation, Hoopeston, Illinois.

Cuts more cases per ton than any other cutter.



Sprague-Sells Corn Cutter
(Model 5)

Sprague-Sells Model 5 Corn Cutter cuts more cases per ton because—

1st Ears are accurately centered by double spur and feed rolls.

2nd Feed rolls, knives and scrapers are controlled by equalizing levers, thus uniform cutting is assured.

3rd Uniform cutting means same depth on top, sides and bottom, and results not only in increased production per ton, but better appearance and quality.

4th Sufficient scrapers spaced and set so as to scrape every portion of the ear absolutely clean, means no corn left on cobs to go to the hogs.

5th Small ears and broken ears can be handled on the Model 5 just as well as large ones. The small corn is usually the best, and surely you do not want to waste it.

Order a Sprague-Sells Cutter Today, and be ready to pack quality corn.

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:
Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Canning Mach. Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

SPRAGUE-SELLS CORN CUTTER

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

The new method proved successful in an experimental way from the start, and two batches of oysters were raised from the egg under artificial conditions. The success of this process was attributed to as close an imitation as possible of natural conditions. In the first place, millions of oyster eggs were obtained by allowing the adult oysters to spawn naturally under favorable conditions and not by cutting them open and stripping the apparently ripe eggs and milt from them, as has been the practice in most other experiments of this nature. As soon as the eggs developed into tiny swimming oyster larvae they were reared in tanks of running water for 15 to 20 days until they "set." The greatest problem of artificial propagation has been that of retaining the minute larval oysters when supplying them with running water, as they are so small during the first few days that they will pass through felt or the finest bolting silk. For this purpose a new material known as "Filtros" was tested out under various conditions and proved entirely satisfactory. The method which was put into operation by the Bureau of Fisheries has proved successful in this initial try-out on a small scale, but there is still much to be accomplished before it can be considered of practical value in commercial oyster culture.

In order to lay before practical oyster growers and biologists the vaious problems that have made artificial propagation a difficult task, a report on "Eperiments in the Artificial Propagation of Oysters" by Herbert F. Prytherch has just been published by the Bureau and describes the methods used in these experiments. This work will be continued at Milford during the present summer for the purpose of developing the method on a production basis so as to be of some value to the practical oyster industry. The publication referred to is Bureau of Fisheries Document, No. 961, obtainable upon request or purchasable from Superintendent of Documents, Government Printing Office, Washington, D. C., for five cents.

THE END OF THE "COLD PACK" ERROR

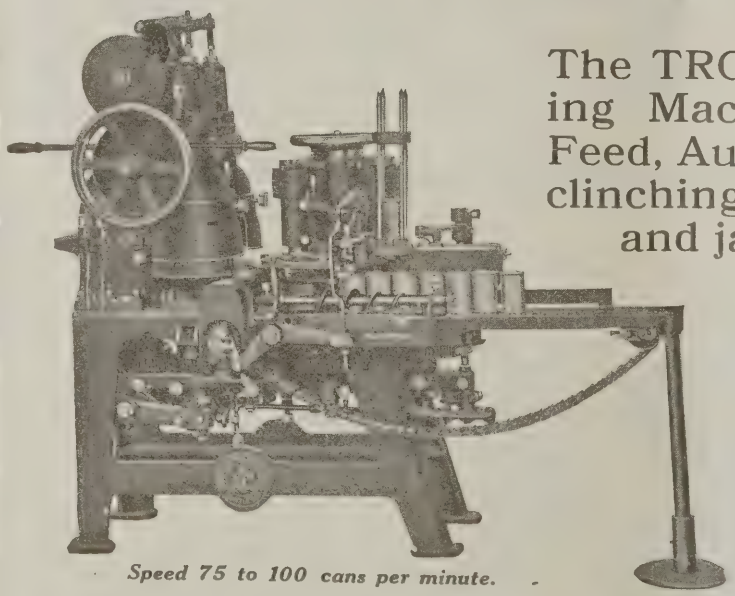
THE U. S. Department of Agriculture has just issued a press notice of more than ordinary importance. The troubles which resulted from the mistaken advices regarding the "cold pack" method will be long in disappearing, but it is gratifying to note that steps are being taken to substitute proper directions. The notice referred to is headed:

New Canning Time Tables Isssued by the Department

Studies made in recent years in connection with the canning of certain fruits and vegetables have shown that it takes a much longer time than was formerly supposed for heat to penetrate a jar or a can, and for the material at the center to reach the temperature of the canner.

"Hot pack" canning is therefore recommended by the Bureau of Home Economics of the United States Department of Agriculture in order to decrease the time for heating the entire contents of the jar or the can to the temperature of the canner. This means a short precooking of the fruits and vegetables to be used, after which the material is filled into the jars as hot as possible. This precooking also shrinks the products, and no food value is lost if the hot liquor that has cooked out is used, instead of hot water, to fill the jars.

A LOSS REDUCER—



Speed 75 to 100 cans per minute.

The TROYER-FOX Non-Spill Closing Machine with its Spiral Can Feed, Automatic Stop, rounding up clinching device, eliminates spill and jams.

The Two Chuck Spindle, Four Roll Type Seaming Head, insures tight seams.

The sturdy design and machine work, reduce upkeep expense.

A satisfactory loss reducing Closing Machine.

SEATTLE-ASTORIA IRON WORKS 601 MYRTLE STREET SEATTLE, WASH.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia

The Nested Sample Grader—



Feeling the need of a "Sampling" Grader that was at once accurate, sturdy, of sufficient capacity, and compact, we developed the Nested Sampling Grader.

It has a frame of angle and channel iron which makes it as sturdy as possible to be built. Its hopper will hold over 30 lbs. of peas, making it possible for one man to grade, weigh and keep the records; for after putting the 25 lbs. of sample peas into the feed hopper, he can forget them until he weighs the various sizes.

It has four sieves, making 5 sizes. These sieves are fastened onto the same cast iron spider. This spider has teeth cut on the periphery, which along with cut mitre gears and chain, make a positive drive.

Its feeder is new and novel, having a rotory with buckets about its circumference. These pockets pick up the peas from the hopper and deliver them to the inner sieve. Thus, no matter whether the beginning or the end of the run, the feed is uniform.

For the canner who wants individual motor drive we can attach ½ H. P. Motor.

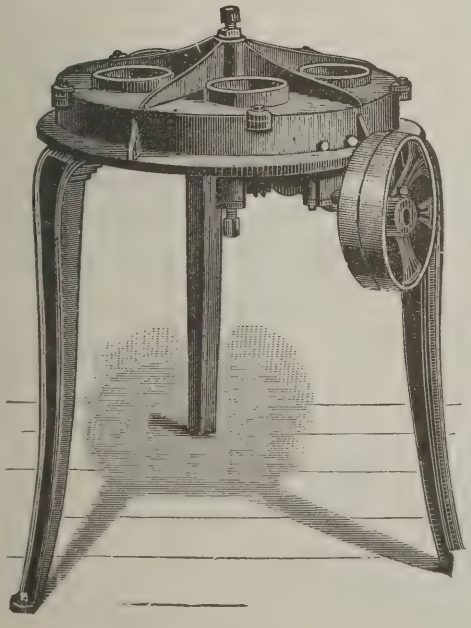
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

New time tables, based on the most reliable facts the department has been able to obtain at present, have been issued as Miscellaneous Circular 24, "Time Tables for Home Canning of Fruits and Vegetables." Those who are contemplating home canning this season should send for a copy of this circular. In the general directions accompanying the time tables it is recommended that the pressure canner be used for all vegetables except tomatoes. The water-bath canner—and by this is meant any covered vessel of sufficient depth for the jars or cans to be completely immersed while processing, and equipped with a rack or false bottom—may be used for fruits and tomatoes.

It is possible to pack directly into the jars or cans such fruits as apples, peaches, apricots, cherries, gooseberries, and plums and also tomatoes. Even in the case the jars or can should be filled up with hot syrup or juice. The processing period for these materials packed is 20 minutes, whereas it is only 5 minutes when they are packed hot.

The time periods given in the new tables are based on the use of quart glass jars. The housekeeper is also told how to adapt the processing time to pint glass jars and tin cans. The method of treatment before processing is stated in every case. When the material may be packed either hot or cold, both processing periods are given.

THE PFAUDER COMPANY PURCHASES ELYRIA ENAMELED PRODUCTS COMPANY

THE Pfaudler Co., Rochester, N. Y., announces that it has purchased all of the assets of the Elyria Enameled Products Co., of Elyria, Ohio. The purchase was consummated June 3, 1924.

It is the intention of the Pfaudler Co. to continue operation in the Elyria factory and to continue the production of Elyria equipment. All of the staff of the Elyria Enameled Products Co. have been retained and with bigger production made possible through the operation of both factories, even better and more complete service than heretofore will be given.

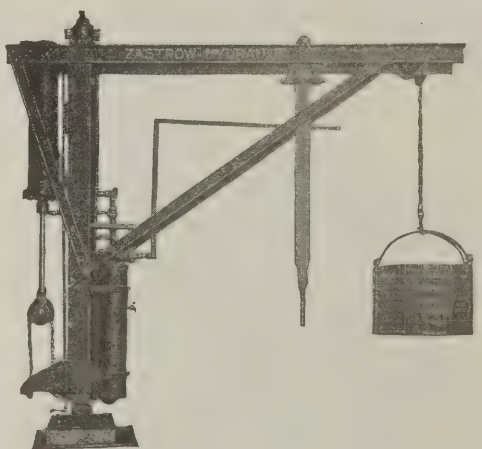
The Paudler Co. is rapidly completing plans to place on the market a new line of glass lined piping for the canning and food industries. Other developments, such as a combination of the fine points of the Elyria tank car with those of the Pfaudler tank car are being gone over, so as to give the trade a super-tank car for haulage of liquid food products, milk, etc.

It also announced that the Pfaudler Co.'s European factory, located at Schwetzingen, Baden, Germany, is now operating at full capacity and is in a position to give direct service to any of its clients having European interests. They will be served from this factory, thus eliminating ocean freights.

Mr. Harry S. Calvert, for so many years president and general manager of the Elyria Enameled Products Co., has been elected to the Boad of Directors of the Pfaudler Co., and has been made vice president in charge of the Elyria enameled products division.

The officers of the Pfaudler Co., are now as follows: E. G. Miner, president; W. D. Pheteplace, vice president and general manager; H. S. Calvert, vice president in charge of Elyria enameled products division; R. Ranlet, treasurer; C. J. Stothers, secretary; R. B. Kilmer, general sales manager.

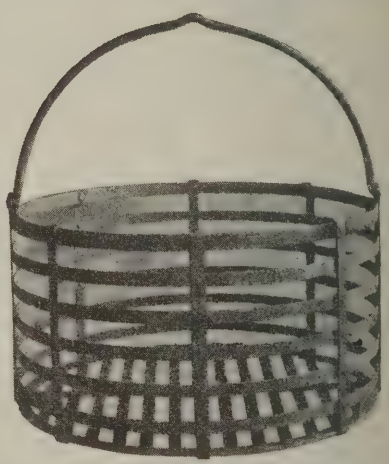
ZASTROW'S PROCESS ROOM EQUIPMENT



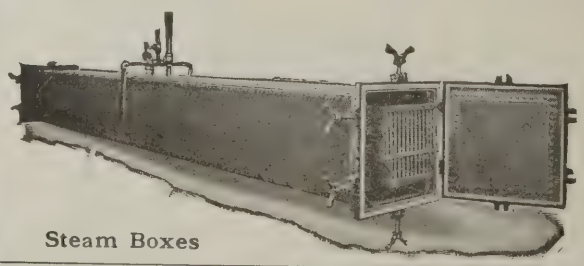
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,

BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.15	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.15	1.20
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.25
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	.95	.85
Ex. Std. Crushed, No. 2	1.05	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.10	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	1.75	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.25	¶1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	1.17½	....
" f.o.b. Baltimore	1.20	Out
No. 5 Sieve, 2s, f. o. b. Balto.	1.20	....
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	1.25	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.05	1.00
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.50
California, No. 2½, f.o.b. Coast	....	....
California, No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	Out	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	2.00	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.15	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1 40	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	Out	....
Standard 2s, f.o.b. Baltimore	1.15	....
Standard, No. 2, f.o.b. County	1.15	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.60
Standard 1s, f.o.b. County	.60	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	3.50
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.25	2.00
Standard, No. 3	....	Out
Standard, No. 10	7.50	7.75
Standard, No. 2, Preserved	2.00	....
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s,	9.00	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	7.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.40	2.35
California Stand., No. 2½ Y. C.	2.10	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	1.75	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std, No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	3.10	3.40
Hawaii Sliced, Standard, No. 2½	2.90	3.10
Hawaii Sliced, Extra, No. 2	2.15	2.70
Hawaii Sliced, Standard, No. 2	2.70	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	11.50	12.50
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.50	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.00

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	1.40	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	4.90	4.00
¼ Oil, Key	5.75	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.00	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	....	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

ATLANTIC CANS

PLAIN - LACQUERED - LITHOGRAPHED

Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

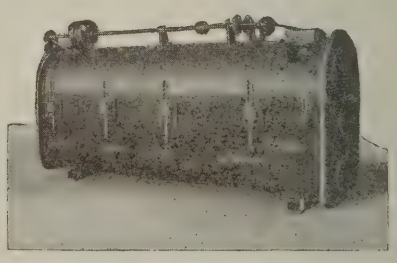
ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

We Manufacture for CANNERS:

Verticle Process Kettles
Horizontal Proocss Kettles
Agitating Process Kettles
Automatic Pressure Kettles
Continuous Non-agitating Cookers
Continuous Agitating Cookers
Crates
Cooling Tanks
Trolley (Systems)
Steam Hoists
Picking Tables
Peeling Tables
Pea Washers
Steam Exhaust Boxes
Water Exhaust Boxes
Milk Sterilizers
Milk Fillers
Milk and Corn Shakers
Automatic Shakers
Continuous Shakers
Test or Pilot Sterlizers
Cross Conveyors
Tomato Holding Tanks
Tomato Inspection Tables

Berlin Continous Cookers



Continuous Cooker

Berlin Cookers are made for every purpose. No type of Cooker is fit for all kinds of foods.
Berlin Cookers are made in the following distinct classes:
Continuous Open Cookers which agitate the food while cooking,
Automatic Pressure Cookers which agitate the food while cooking,
Continuous Open Cookers which do not agitate the food while cooking,
Automatic Pressure Cookers which do not agitate the food while cooking,
A Contenuous or Agitating Cooker for every purpose for every kind of food.

BERLIN CANNING MACHINERY WORKS

BERLIN, WIS.. U. S. A.

A Complete Line of Canning Machinery for any Canning Factory.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 30, 1924

WEEKLY REVIEW

Canners Are Wise Not to Sell More Futures—Crops and Weather Conditions Make the Season's Pack a Big Problem—Pea Canners Making Good Packs—Tomato Plants in All Stages of Growth—Corn Growers Are Having Troubles—Buyers Foresee Limited Packs.

WISDOM—The canners are wise in getting off the market on both spots and futures at this time, and particularly on futures. There are so few spots of any kind left that there necessarily must be slow trading in them, but that is exactly what makes the situation so strong. It does not require a soothsayer to predict that on most canned foods the spot market will be bare before new goods can arrive; the finest condition the canned foods industry has ever seen. Imagine great trading centers reporting that if you want canned tomatoes you must go to Maryland for them, as that State seems to be the only one which has any spots. Maryland holding a corner on canned tomatoes! Everybody else, of course, knows this but Maryland, or else the Maryland canners would be asking a price for their stocks, and this they will not do. Poor old Maryland! Even after all opposition has been removed, and the market given to her to do with as she pleases, she cannot see her opportunity or has not the courage to ask a price. True, when the last case of No. 2 tomatoes was going out the door sold, and the property of someone else, Maryland did perk up and ask a premium, but she had no No. 2s to sell. And it will probably be the same with No. 3 tomatoes, which are quoted today here at $1.35 to $1.40, although Indiana sold out at those or better prices many months ago, and is now out of both the spot and future market. It would be difficult to construct a position where Maryland tomato canners would have the heart to ask their price and stand for it. It probably just can't be done. For if it can't be done under present conditions, it can't be done—that is a cinch.

Everything has conspired in favor of the canners this season. The record clean-up of all markets on all kinds of spots, and then a curtailment of probable packs in 1924, through unfavorable weather and bad growing conditions. No spots and limited packs is the way it looks today.

THE WEATHER—Nearly every section has been able to report warm sunshine and fine growing weather, but also nearly every section has had to report a continuance of the rains at almost regular intervals. It seems impossible to get two days together without rain. We have not had it here. The heat has been intense this past week, but almost every evening a severe storm has come up, deluging the earth with water, and often with hail, and the high winds tearing up trees and uprooting crops. And what has been happening here would seem to be but a replica of what has been happening in all other sections. At least, so far as canners' crops are concerned, the growers are having their troubles in getting them into the ground, for they cannot get the ground dry enough to plant. They have been taking every chance to get corn into the ground, and likewise they have been setting out tomato plants between rains and at every possible opportunity; but this means a very spotty condition, and not the best results by any means.

From Indiana comes the report: "Our canners are still planting corn and setting tomatoes, so anything like a normal crop cannot be hoped for." Down on the 'Shore, while the pea canners have been able to start and are making good progress, with hopes for a full, average pack of fine quality, they are afraid to say so from day to day because of the frequency of the rains and the danger that all may be ended at any moment. A few more days and they will be done with their peas over there, and the Western Maryland pea canners are beginning, and have good prospects, under the same kind of uncertain conditions. Wednesday night, for instance, brought a small-sized cyclone, following a day of intense heat, and some sections of the counties north of Baltimore, where peas are grown for the canners, they had heavy hail. It needs no explanation by us what a heavy hailstorm can do to peas which are ready for canning. But this gives you an idea of the sort of fear with which these canners are now operating.

In the meantime while they are canning peas, they are also busy setting out tomato plants and planting corn here at the beginning of July. Some corn is up and looking fairly well; other patches are missing in too many hills, and what is up looks yellow and sickly. The only thing that is having uninterrupted growth and flourishing luxuriantly is weeds. And with a heavy rain every other day, these weeds will gain the day.

Tomato fields are in all stages of growth. One field, located on a gentle slope and well drained, will show plants 8 to 10 inches high and bushing nicely, with the color fine and the promises good. The next field, on the downward grade, the plants are spindley, poor and often entirely gone, and the field looks as if it had not yet been set. So there is your range of tomatoes: plants not yet set to plants making good growth, but the latter are decidedly in the minority. No one seems anxious to venture a guess as to the extent of the plantings—that is, as to how much of the intended acreage has been set out—the grower can answer only for his own plot, and the canners cannot get a definite line. The fact is that all are still in the hopeful class—hoping for better weather for a long-enough spell to get the plants out and going well. The heat is almost too intense for planting, but the growers are not waiting on that.

This is an uncertain, rambling account of crop conditions; but that is exactly the condition in which crops are now, and if anybody can make out of this big crops and full yields to come to the canneries at any time, even though late, they are better optimists than the men now on the ground trying to plant the crops, or the canners waiting for them.

THE MARKET—And that is why we say the canners are showing good sense, wisdom, in refusing to consider further future business. If spot canned foods next fall, particularly after the big Canned Foods Week in November, are not worth and bringing from 15c to 25c per dozen more than the canners can now get for them as futures, then there is nothing

in market considerations. This may not be a certainty, but it is as nearly a certainty as can be predicted upon a future contingency.

Most gamblers want some chance to win, but the canner who sells futures at today's prices is forfeiting all chances to win and giving the buyers a sure thing.

The market is in really very good condition. The buyers realize the situation, and while they have not changed their methods of buying from hand to mouth, because the banks will not allow them to do so, they are taking what goods they can find and are quietly taking good future business where they can induce the canner to accept it. They now see that they will not likely get all the goods they have bought as futures, the season is to erratic to expect such an outcome, and so they would extend their buying so that they will have canners in many sections upon whom they can hope to get a good share of their orders. In this way they will not be dependent upon one section or one set of canners for all their wants, for if anything should happen to that section, they would be caught without the goods they must have. This has added strength to the market and it ought to tell the canners that they should be careful, and if the buyers insist upon futures, put the price at a figure which will protect themselves. If you can't stay out of the future market, then put your prices at a figure which will pay you for the risk you take. Spot goods will certainly be worth good prices this fall, as we have already said; then why give them to the buyers now at low prices?

There are no changes in market quotations worth particular notice, but all items are strong and showing a tendency to advance.

NEW YORK MARKET

Steady Volume of Business—"Day-to-Day" Buying Replaced the "Hand-to-Mouth" Buying—Sensational Business in Future Fruits—Good Inquiry for Spot Fruits—Maryland Has Corner on Spot Tomato Supply—Corn Advancing—Pea Canners Rush New Peas to Keep Market Supplied—Shrimp Active.

New York June 26, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

STEADY TRADING—There has been a steady volume of canned foods trading during the past week, and the market has displayed a firm undertone. Wholesale grocers are not carrying large stocks, and are having difficulty in securing sufficient stocks of some grades and varieties. Despite the general shortage however, many buyers are operatnig on a day-to-day schedule and are permitting their holdings to practically clean up before buying more. This has resulted in a "peddler" business on spot, according to the brokers, and the latter say that they have to do as much work now in locating and selling a 25 or 50 case lot as they woud normally do on a carlot order. Jobbers have evidently determined that they will not allow the market to go into a price advancing stampede, and they are successful in preventing any sensational gains.

New Pack Fruits—Business in new pack California fruits has not been sensational in character, and there has been a disposition on the part of many buyers to cover only their early requirements on certain items, and to buy sparingly on others. Peaches have perhaps been the most popular of canned fruits since the naming of opening prices last week. The trade is showing a little more interest in pineapple. Cherries are neglected.

Spot Fruits—Canned fruits continue in small supply locally, and there is a good inquiry with the price basis well maintained. Stocks in distributors hands, both wholesale and retail, are not excessive, and will be near the vanishing point on many varieties and grades when first shipments begin to arrive out of the 1924 pack.

Tomatoes—The spot position continues a firm one. Indiana is through on 1923 pack, Maryland now being the chief source of supply. And stocks held by Maryland packers are not excessive. Maryland packers quote standard 1s unchanged at 57½ to 60 cents per dozen, 2s at $1.15 to $1.20; 3s $1.35 and 10s $4.00 to $4.15, all prices f. o. b. country cannery. Holdings of 2s have been materially depleted by recent buying.

Future Tomatoes—The market has stiffened somewhat, following the action of many packers in withdrawing. As one Southern broker explains it: "Due to the increased risk in the crop hazard caused by the late, wet spring, many of our packers are withdrawing future prices on both corn and tomatoes. The situation is very unfavorable for both the grower and canner." Prices quoted by packers who are still offering range as follows: Standard 1s 55 cents; 2s, 85 to 87½ cents; 3s $1.25, and 10s $4.00, all f. o. b. country cannery. For shipment from Baltimore City canneries, the market on future tomatoes holds as follows: Standard 1s 60 cents; 2s 90 cents; 3s $1.30, and 10s $4.25, f. o. b. There has been an increase in the demand following reports of crop damage and the general late season.

California Tomatoes—Although irrigation troubles are reported in some sections of California, the general outlook is favorable for a good pack of tomatoes this season. Canners continue to quote $1.15 per dozen on standard 2½ in puree, f. o. b. cannery.

Standard Corn Higher—Reflecting a material increase in demand for standard corn, the Southern market has advanced to 95 cents firm, f. o. b. cannery for No. 2s, with extra standard 2s strong at $1.05. Buyers who have been placing credence in the reports of large stocks of cheap standard corn have now discovered that the corn offering at "cheap" prices was likewise "cheap" corn, and that stocks of full standards are by no means as large as they had believed. Consequently there has been quite a move to cover on this popular item.

Future Standard Corn—The market for future Southern standard corn is holding firm at 90 cents per dozen, with extra standard at 95 cents per dozen, and fancy at the usual premium of 5 cents per dozen over this price. Standard No. 2 Country Gentleman holds at $1.00, with Shoepeg at $1.10. There is more interest being shown in the future corn situation.

New Peas—Southern packers have come to the rescue with rush shipments of new pack standard peas, and this has relieved the spot shortage a little at least. There is still a heavy demand for standard peas on spot, however, with the supply falling short of the demand. The quality of the new Maryland and Delaware pack is reported to be very good in most instances this year. Buyers are beginning to shown concern over the Wisconsin situation, and it is feared that the backward season will not only cut materially into the yield of peas, but will likewise have an adverse effect upon the quality of the peas to be canned this year. With the other pea-packing sections running considerably behind normal this year, the market will remain more or less in the control of the Southern packers for some time yet.

Salmon—Business has shown a little improvement during the past two weeks, and the spot market is more active. As a result of the improved demand locally, there has been more interest shown in offerings for shipment from Seattle. Coast holders are quoting pinks at $1.25 per dozen f. o. b., with stocks reported rather well cleaned up. Alaska packers start the new season with stocks of reds also of small proportions, while there is practically no carry-over of chums.

Shrimp More Active—Quite an active call for shrimp was sprung up during the past few days. In some quarters this buying is attributed to the fact that the numerous out-of-town visitors here for the Democratic convention are calling for shellfish, but in trade circles this demand is considered the normal summer buying movement at this time, reflecting the current light holdings of the distributors.

Sardines—The market for Maine sardines continued unsettled. The supply is fair and prices quoted by different factors show considerable variance. However, the trade is beginning to inquire for sardines in larger quantities, and the outlook for the market is more favorable.

Tuna—There has been some business booked on new pack tuna fish on the basis of opening prices named last week. Distributors are carrying fair stocks of all but white meat tuna it is believed.

Notes of the Trade—Pratt-Low Preserving Co. and Filice & Perrelli Canning Co., two well known California fruit canning organizations, announced opening prices on their complete lines this week.

John Gilliam, well known broker, now associated with J. M. McNiece & Co., returned this week from a short vacation trip to Saratoga Springs.

REAL LUXURY.

"How much money would you lak to have?"

"How much? 'Nough so dat Ah could borrow a quartah whenevah Ah feels lak it."

HOME TRAINING.

Aunt—And were you a very good little girl at church this morning, Sallie?

Sallie—Oh, yes, aunty. A man offered me a big plate full of money, and I said: "No, thank you."

CHICAGO MARKET

Hot Weather, With Plentiful Rains—Turning to No. 3 Tomatoes —Corn Selling—This Item May Be Completely Cleaned Up Before July 15th—Fruits Dragging—Some Futures Selling—Canners Not Anxious to Sell Further of Peas or Corn—Market Better Cleaned Up on Spots and Futures Than Ever Before—Canned Salmon.

Chicago, June 27, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

HOT WEATHER—We have had warm growing weather in the lake region, but we have also had very heavy, warm rains, and what effect will be on the low lands, where corn and late peas have not yet been planted and where the tomato plants may be drowned out, is problematical. The weather predictors are promising us dry weather, free from rains, but up to the present moment, when it is raining hard, their predictions have come to nought.

Spot Canned Foods—Wholesale grocers are not buying twos tomatoes because they are not to be found except in Maryland and Delaware, and very few are to be found there, and as they are held at $1.20 per dozen, f. o. b. cannery, the price is proportionately too high and wholesalers will not buy them. I heard of one sale only this past week in Chicago of twos tomatoes, which was a sale of fancy grade at $1.27½ per dozen, f. o. b. Ohio. a small lot to clean up the remainder of a pack.

Wholesalers are buying No. 2 tomatoes, paying $1.30-$1.35 per dozen for them, f. o. b. Eastern canneries, they being at that price very much better value than twos at $1.20.

However, the market is now well supplied with fresh crated tomatoes from the South, and the demand for canned tomatoes is about at the minimum stage of the year. There is no demand for No. 10 tomatoes spot at all.

Corn—Spot canned corn is selling fairly well for standard grade when it can be found. There is no standard canned corn to be had in Iowa, Illinois, Wisconsin or Michigan at any price. Some extra standard can be bought in those States and also in Ohio at $1.05 to $1.07½ per dozen, but that grade is also growing scarce and will soon be cleaned up. There is very little demand for fancy corn for immediate shipment.

It looks as if all grades of canned corn will be entirely and completely cleaned up before the 15th of July and long before the first receipts of the new output of 1924 will arrive. Some wholesale grocers who have a small surplus and some canners who have some remnants of the 1923 pack of canned peas have been making low prices to the trade, and a little buying of spot peas has been stimulated in that way. This movement will undoubtedly clean up all surplus stocks. Wholesalers are inclined to wait for the arrival of new pack peas for which they have contracted, and they are trying very hard to avoid purchasing any spot stock, preferring to sell entirely out to wait for the arrival of the 1924 output.

Fruits—Canned fruits are not selling very freely for spot or immediate delivery because the city markets are now flooded with fresh fruits and melons of every description almost, and strawberries, California and Oregon cherries and plums are abundant in the fresh fruit stores as well as canteloupes and water melons. The prices asked for these goods are very reasonable.

Canned fruits are marking time and selling only to those who prefer the cleanliness, wholesomeness and convenience of canned fruits as compared with the fresh fruits.

Future Canned Foods—A few contracts for 1924 canned peas are being closed, but wholesale grocers have their wants pretty well taken care of, and not very many contracts are being entered into.

There is some speculative feeling and a rather quiet inclination to buy new crop canned peas, enough at least to cover requirements and sales that have been made. On the other hand, the canners are not disposed to push future sales, because they have already sold freely in futures, and the weather crop conditions are so irregular and indefinite that the canners are afraid to take on any more contracts.

This same situation applies to canned corn. A few contracts for future delivery are being entered into, but only a few. The weather conditions in relation to the 1924 crop of corn for canning purposes is so confused that canners are unable to estimate what their production will be and whether they have made sufficient sales for future delivery to cover probable reduced output; therefore, they are indefinite about contracting for any more canned corn for future delivery.

Canned peas, canned corn and caned tomatoes—three great staples—will be more completely consumed this season than ever before in the history of the industry—at least, it looks that way—and these three crops of canned vegetables are coming on to a bare market as dealers will be sold out completely. This situation has not occurred before for many years; in fact, I do not remember to have ever known it to exist as completely as this season.

The situation in relation to California canned fruits is that there is very little demand for spot goods and very few spot goods offering, but wholesalers do not appear to be very much infatuated or impressed with the prices of the new or 1924 output of California canned fruits which have been priced for the opening at about 5 to 10 per cent higher than the opening prices of 1923. I understand that there is considerable reluctance on the part of wholesalers who have placed S. A. P. contracts to confirm the contracts, and most of them are inclined to wait for a while in hopes that there will be a break in the line of future prices, and that they will be able to purchase from independent canners at considerable lower prices.

Canned Salmon—There is some pressure to sell canned salmon. Red Alaska 1s tall are offered freely at $2.25 per dozen, f. o. b. San Francisco and Seattle, and there seems to have been packed some surplus of fancy chinook salmon as brokers on the Pacific Coast are offering halves fancy chinook as low as $2.10 per dozen, f. o. b. cannery, and are inviting offerings at a slightly lower price. The warm weather has just set in, and the consumption of salmon will now begin and the demand will probably improve very soon.

Information from the Food Products Department of the Bureau of Commerce of the United States to the writer gives the exportation for 1923 of sardines from the United States to other countries as aggregating about $2,900,000. Of this quantity 80 per cent exported was of California packed sardines. Packers of sardines on the California coast have been putting up an article of fine grade and their fish are the genuine "Clupea" genus, the same genus as are the French sardines, and they are packing them in genuine olive oil and a fine quality of tomato sauce, and the very heavy predominance of their goods in the export of this country to other countries goes conclusively to show that quality will tell and that people want it and will pay the price for it. Maine sardines are made from young herring, which have a peculiar flavor which some people like and which some people do not like, and they are packed in cottonseed oil, which also has an individuality of flavor, and this explains why the California packers' sardines so heavily predominate in the exports.

NEED MORE MEMBERS, SAYS PAUL FISHBACK

"The membership turnover in this association (the National Food Brokers), is very small, but we need more members. Mr. Walter B. Timms, chairman of the membership committee, has been conducting an active campaign for new members, and such campaigns are productive of good results. The personal, individual appeal of an active member, who knows and appreciates the work the association is doing for brokers, and who is deriving the benefits of that work, is exceedingly effective," and continuing, the secretary says:

"Here are two good and timely selling arguments for prospective members. The first is that this association has wiped out the cost of membership. By obtaining exemption of food brokers from any further payment of the $50 occupational tax, we have given every broker that much to defray the cost of a membership. The $50 which would have gone to the Government July 1st, should come to us as an initiation fee. Next year, half the saving will suffice to pay annual dues; the other half will be clear profit, resulting solely from the existence of this association.

"Your second selling argument is the directory of members, soon to be published and mailed to 15,000 persons and firms, who as sellers, buyers or brokers are interested vitally in the service a broker renders. Publicity resulting from the listing of a broker's firm name, address, and index to the lines he sells, will be worth far more than the cost of a membership. It is publicity he cannot get in any other manner, because the list to which the directory is mailed is carefully selected, and each recipient is known to be definitely intrested in it and its contents."

ST. LOUIS MARKET

Market Normal for This Time of Year—Slow Sellers Are Moving Out of Stock—Lateness of All Crops and Danger of Frosts Before Maturity Inject Interest Into Canned Foods—"Bunching" of Peas Feared—Corn Is in Pretty Good Demand—New Pack Coming Into the Market—New Market Prices.

June 26, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

NORMAL MARKET—The canned foods business is about normal what it is generally at this season of the year. The fact that most stocks are light has caused the market to firm up. Jobbing stocks are now at a point where it is necessary to replace. Supplies have gotten so low that it is almost impossible to obtain assortments. There is a scarcity in most of the lines wanted, in fact, they are more scarce than at any time since the war. Operators who carry supplies through the season with only a limited trade in sight, are cleaning up lines that have heretofore been selling slow. New packs are late, some so late, that there may be an acute shortage in old packs, before they are received. This causes a wonder why there is so little interests. There has only been a fair volume of contracts made for vegetables. Tomatoes, however, have been largely contracted for, most of the business having been done early in the season. The buyer who has been late or who has bought but little is going to pay a premium for his delay. He will not be able to get the grades and sizes he wishes. They will go to the early buyers. Taking a general view of the situation, packing conditions are far from favorable and canners are taking chances on a late fall to allow for the crops to mature. They are alredy several weeks beyond normal. Not only are the crops late, but owing to the weather conditions, plantings have been reduced and the yield is not likely to come up to expectations. For this reason canners are not inclined to accept any more futures in many lines.

Peas—The quality and extent of the pea pack will depend greatly on weather conditions. Reports thus far are to the effect that in some sections the quality has been fine, but in others, Wisconsin for instance, it is feared there will be a bunching of early and late crop. This will surely result if a hot spell, which now appears certain, should hasten the maturity of plantings. It is said that canners are pretty well sold up on pea futures, because of the more extensive buying that has been done on contract, than of other packs. The uncertainty of the season makes canners a little doubtful on taking on new business, when they do not know whether they can or cannot handle what they have already contracted for. Few deliveries have as yet been made and those that have been delivered have been light, coming principally from the more southern sections. Canners from this section (the southern) have mostly withdrawn from the market. They have sold as much as they can carry in view of the unknown pack. It is the same case with the Western packers.

Corn—Corn is in pretty good demand. Most of the call is for standard and extra standard grades. Prices for these are being well maintained in the South and Middle West. Corn has been affected by the cold, wet spring. Most of the canners are indifferent because of weather conditions, on new business. Because of the shortage of spot, fancy corn has turned more attention to extra fancy. There is considerable more interest being shown in futures, because of the late season.

Tomatoes—There is no material change reported in tomatoes. No. 2s are strongest and most active. Because stocks in the hands of Southern packers are not more than enough to meet the present demand, has firmed up prices.

Miscellaneous—New pack string beans are being well received because of the spot shortage and there are few stringless beans to be had. Succotash, limas, spinach and asparaguss are in fair demand and are ready sellers.

Fruit—Standard California clings are of more interest than any other fruits. Stocks from the coast are nearly depleted and there is some speculative interest shown in spot. The market, however, still offers many inducements. Choice peaches are dull and featureless. There is a scarcity of pears, and they are held firm. There is a broader demand for pineapple. New prices are awaited with interest. Cherries are less active.

Milk—There is little change in the situation on evaporated or condensed milk. Some of the unadvertised brands are being shaded in price. Hot weather has increased the consumption of milk in ice cream making.

St. Louis prices, f. o. b. at point of shipment.

CANNED CORN	
No. 2—Fancy Crosby, Minnesota	$1.40
No. 2—Golden Bantam, Minnesota	2.00
No. 2—Standard Evergreen, Wisconsin	1.00
No. 2—Ex-Standard Evergreen, Wisconsin	1.10
No. 2—Fancy narrow grain ex-sweet Wisconsin	1.20
No. 2—Fancy Country Gentleman, Wisconsin	1.35
No. 2—Fancy Country Gentleman, Illinois	1.40
No. 2—Ex-Standard, Evergreen, Illinois	1.10
No. 2—Standard, Illinois	1.00
No. 2—Standard, Iowa	1.00
No. 2—Fancy narrow grain, Iowa	1.20
No. 2—Standard, Indiana	1.00
No. 2—Extra Standard, Country Gentleman, Indiana	1.25
No. 2—Fancy Country Gentleman, Indiana	1.30
TOMATOES	
No. 2—Standard, Indiana	1.25
No. 3—Standard, Indiana	1.80
No. 10—Standard, Indiana	5.50
PEAS—No. 2	
Fancy No. 1—Alaska, Wisconsin	2.60
Fancy No. 2—Alaska, Wisconsin	2.25
Fancy No. 3—Alaska Wisconsin	1.75
Ex-Standard No. 2—Alaska, Wisconsin	1.90
Ex-Standard No. 3—Alaska, Wisconsin	1.50
Ex-Standard No. 4—Alaska, Wisconsin	1.40
Fancy No. 2—Sweet, Wisconsin	2.25
Fancy No. 3—Sweet, Wisconsin	1.90
Fancy No. 4—Sweet, Wisconsin	1.60
Ex-Standard No. 1 Sieve Sweets, Wisconsin	2.00
Ex-Standard No. 2 Sieve Sweets, Wisconsin	1.75
Ex-Standard No. 3 Sieve Sweets, Wisconsin	1.50
Ex-Standard No. 4 Sieve Sweets, Wisconsin	1.45

CALIFORNIA MARKET

The New Prices Were Well Received and Business Has Been Good—Pineapple Business Especially Good—Pea Season Over and the Pack Was Light—Peach Growers' Prices—Fishermen on a Strike.

San Francisco, June 26, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

THE NEW PRICES—The most recent feature has been the naming of opening prices on California canned fruits and berries and on Hawaiian pineapple by leading packers. These prices have been well received by the trade and early confirmations have been highly satisfactory. As was anticipated, prices on most California fruits are higher than those named last year, owing to the higher prices being paid growers for canning stocks and a short crop in many lines. Prices, however, are about the same as those which have been prevailing for spot stocks of late, there having been several advances made since the announcement of opening prices last year.

Opening prices on canned pineapple have been especially well received by the trade, according to various packers, and not only have confirmations been general, but liberal increases have been made to original orders.

Peas—The packing of peas in California is definitely at an end for the season and a very light output is reported, the crop having turned out poorly. According to general reports the California Packing Corporation will deliver about 45 per cent. on orders, the Pacific Pea Packing Company will deliver about 25 per cent. on No. 10s and 60 per cent. on No. 2s, while the H. G. Price Company will make full deliveries, having booked a light business.

Peaches—The California Canning Peach Growers' Association held its annual meeting recently at San Francisco and named prices on the 1924 crop of canning peaches. The price on No. 1 cling stones is $45 a ton, and on No. 2s is $35 a ton, as compared with $30 and $15 respectively received for last year's crop.

Fishermen Strike—About a thousand Japanese fishermen in District No. 2 have gone on a strike in British Columbia, according to Ralph E. Lanning, secretary of the Salmon Canners' Association, Vancouver, B. C. The fishermen are demanding that 25 and 37½ cents be paid for sockeyes, respectively, caught by cannery gear and their own gear, as against 22 and 24 cents offered by canners. The situation is not serious as yet, as the sockeye run has not commenced.

The annual meeting of the California Peach and Fig Growers was held recently in the headquarters of the organization at Fresno, and the old board of directors was re-elected with the exception of F. W. Yokum, of Merced, who was replaced by G. C. Caldwell, of Winters. Following the general meeting, the board of directors convened and re-elected J. F. Niswander president. The holdover of canned figs was reported to be very light and no more than sufficient to supply the normal demand until the new pack is ready.

What Canned Foods Distributors are Doing

Wall Street Discusses Possible Return of Big Five into Wholesale Grocery Business—Retail Grocers Talked Co-Operative Buying at Annual Convention—American Association Now in Washington—Grocery Trade Notes.

THE RETURN OF THE BIG PACKERS—Much has been said and written regarding the wholesale grocers' side of the consent decree case, and an equal amount of publicity has been given to the packers' side of the controversy.

It is interesting, therefore, so get an outsider's "slant" on the whole angle, particularly when that outsider represents busias a whole. The Wall Street Journal this week gives a complete summary of the consent decree tangle, under the heading "Packers in Grocery Business?" In their story they say: "The packers' consent decree case, which will be reopened in the Federal District Court in Washington in the fall, may open the way for Armour & Co. to continue in the grocery field. In 1919 the then 'Big 5' packers and the Attorney General entered an agreement whereby the packers consented to divert themselves of stock in stockyard companies and of lines of business, such as canned foods and preserves, not directly related to meat packing.

"The California Co-operative Canneries recently petitioned to have the decree modified or set aside. They held a contract with Armour & Co., made prior to the consent decree, by which the latter agrees to market 52 per cent of their entire output. Besides protesting on the grounds that their business will be materially injured if the decree is permitted to stand, the canneries also charge that wholesale grocers are using the decree to build up a monopoly.

"The Court of Appeals recently upheld the right of the canneries to intervene in the case, reversing the decision of a lower court. The Government brief filed in the Court of Appeals stated that the consent decree implied a violation of the antitrust laws by the packers. The packers entered the case, declaring that since they had violated any law, this stand by the Government nullified the decree. However, both briefs were thrown out by the court, and the packers do not contemplate further action in the case.

"Packing officials are unwilling to comment on the possibilities of their continuing in the grocery field, since they believe that any statements they might make would be misconstrued in view of present legal difficulties with the Government on other points.

"All of the packers except Armour & Co. have carried out the provisions relating to commodities not connected with the packing industry, and the Attorney General has declared that the spirit of the decree has been carried out by all. Armour is still operating and distributing products of its canning plants, but it has disposed of practically all of a $10,000,000 inventory of grocery products manufactured by other concerns.

"Swift & Co. segregated its canned foods business, which was handled by Libby, McNeil & Libby, in October, 1918, before the decree was made, and so had no extensive properties of this type to liquidate.

"Wilson & Co. segregated its grocery business at Austin, Nichols & Co., Inc., by distributing two shares of common stock of the grocery company for each 5 shares of Wilson common in 1919.

"Cudahy was never engaged in the grocery business to any great extent."

Pool Buying—Considerable discussion of pool buying by retail grocers' organizations was heard at the recent convention of the National Association of Retail Grocers, held in Los Angeles. The retailers condemned food manufacturers and packers who sell chain stores at jobbers' prices which are not made available to the independent retail grocer. Although the retailers' association, as an organization, has not gone on record as favoring pool buying by groups of retailers, in an attempt to eliminate the jobber and the jobbers' profit, it is known that this idea has met with considerable favor among the rank and file of the retail grocery trade, and numerous such buying exchanges are now in successful operation. The retail grocers of Brooklyn have such a co-operative buying organization, and this organization has grown remarkably during the past several years.

Discussing chain store competition and direct selling to the chains, H. C. Balsiger, secretary of the retailers' association, said: "Chain store growth is undoubtedly being influenced by the opening of more stores by the present larger systems rather than by an increase in volume on the part of those already established. The fact that such is the case indicates most positively that retail grocers are finding themselves in meeting this competition. Notwithstanding the boast of some operators that the gross volume of the chains would soon be 25 per cent of the entire retail grocery business, there is evidence to show that they are far from this figure, taking the country as a whole. Service is still a big factor on the part of many millions who are buying groceries every day. Retail grocers who know their business are no longer frightened by the chain store. When the competition cannot be met with superior qualities and service, many employ unique methods, such as combination policy, cash and carry in the basement or separate room, or a discount plan on cash and carry purchases, all of which retains and builds trade and takes advantages from the attractiveness of the chains for the customer who wishes to render his own service. We have had no serious controbersies with any particular form or group of factors, except a condition on the Pacific Coast, with reference to direct selling to chains on the part of some manufacturers who apparently could not resist the importunities of the chains and thus incur the displeasure of individually operating merchants." Secretary Balsiger quoted a well-known manufacturer on the question of co-operative buying, as follows: "An important factor to be reckoned with by the wholesale grocer is the increasing number of co-operative buying exchanges. These, by reason of their complication of multiple ideas as to management, credits, etc., are not destined to grow to any great magnitude, but they should receive the careful attention of the wholesale grocers lest they become important factors. The remedy is not through the manufacturer, but through the service of the wholesaler to the retailer. Render him such service as will make co-operative buying unnecessary and you will have solved this problem." In commenting on this, Mr. Balsiger concluded: "In other words, these houses are an effect—and not a cause. They are caused by conditions which have forced the retailers to them. Destroy the cause and remove the effect. While the prediction that the retailer-owned wholesale houses are not destined to grow to any great magnitude is, of course, debatable, the fact remains they are and have been growing."

American Moves—The American Wholesale Grocers' Association has removed its headquarters from Jacksonville, Fla., to Washington, D. C. The offices of the Association are rooms 900-904, Investment Biulding.

New Secretary—R. H. Rowe is now secretary of the American Wholesale Grocers' Association, succeeding A. L. Adams, who resigned a short time ago to enter the chain store business at Jacksonville. Mr. Rowe has been with the Association for several years, as editor and advertising manager of Facts and Figures, the official publication of the organization. He has a

wide acquaintance among wholesale grocers and specialty manufacturers. Mr. Rowe, educated as a lawyer and a member of the bar in Tennessee, later entered the newspaper field, having been connected with several well-known dailies in Atlanta and elsewhere before assuming the management of Facts and Figures.

Adjusting "Swells" Claims—The Holmes Co., canners, of Robbinston, Me., in a letter to the American Wholesale Grocers' Association, says: "We are requesting jobbers to furnish a certified statement, showing that HCO Brand spoils have been destroyed. As soon as this is done we will immediately adjust their claims. It seems as if this is very hard to get. They send invoices and demand payment, but as we cannot have these goods returned, it is absolutely necessary that we have proof that the cans have been destroyed."

Grocers' Stock Dividend—The Service Grocer Co., of Detroit, Mich., has declared a 45 per cent stock dividend. The company, which was organized as the Michigan Coffee Co., in 1917, reorganized in 1920 with $100,000 capital. The firm name was changed to the present style early last year.

Notes of the Jobbers—The Frank Grocery Co, jobbers, of Shreveport, La., are now settled in their new building at 400 Third Street, occupying half of a block.

The King Grocery Co., of Tupelo, Miss., has taken over the business of the Reeves Grocery Co., of Tupelo. J. A. King is president.

WHAT THE BROKERS SAY

Wausau, Wis., June 21.—This is going to be a snappy pea pack. Soil and weather conditions were unfavorable through the early spring. Seeding was greatly delayed. The unseasonably cool weather retarded germination and growth, until the last two weeks. However, Wisconsin has staged a very rapid come-back. The more seasonable weather recently has done wonders to the growing crop. On the whole, it now looks fine, although very late.

Ordinarily the pack down state starts around June 15th. This year there will probably be a few, although very few, peas packed during the last days of June. Generally speaking, the pack will not be on until after the first—probably after the fourth of July. Up-state packers will begin about the same time this year.

It is our guess that the capacity of most packers will be taxed to the utmost. The fear of the crop bunching, and the resulting poor quality, will make it necessary to work under high pressure throughout the pack. While most anything can happen to the crop yet, present indications are for a good pack, if the canners have the capacity to keep ahead of their peas.

There has really been some big business on future peas during the past week. It has been widespread and largely on fancies. This would indicate that the wise buyer realizes that quality, rather than quantity, will suffer in case anything happens to the crop.

GROCERS SUPPLY COMPANY.

Columbus, Ohio, June 24, 1924.

Since our last circular on corn we have had two or three days of warm sunshiny weather, but not enough to dry the ground sufficiently to enable the farmer to work it for replanting. In a number of instances farmers are refusing to consider this feature and will use the acreage on which they had contracted to grow sweet corn, for other purposes. The risk of loss at this late day is entirely too great for the farmer to chance. At least his yield on late plantings is never above 60 per cent of the early. After driving several hundred miles within the past week looking at the most discouraging looking corn fields I have ever seen, the most serious condition the farmer must content with at present is the rank growth of weeds in corn fields, due to continued wet weather. These weeds are very thick and now much higher than any corn I have inspected. The ground is too heavy for the farmer to turn these weeds under, and he is so far behind in his general farm work that he hasn't the time to attend to this, and every day means that much more damage in this respect. To us, from the reports gathered from different sections it looks like a 50 per cent. corn pack. It is out of the question to have a normal corn pack this year and anything under a normal pack means standard corn above $1.00. Already a number of our canners have instructed us that they will sell but a limited quantity at $1.00. We have two factories that will still take up to 2,500 cases each at 95 cents and one packer 2,000 cases at 92½ cents factory.

F. L. DUTTON COMPANY.

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.

CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.

RECEIVER'S SALE

OF VALUABLE FACTORY PLANT AND EQUIPMENT.

On premises lately occupied by the Mount Holly Canning Company, in Mount Holly, New Jersey, the subscriber will expose for sale, at public vendue, on

TUESDAY, JULY 8, 1924, AT 1 O'CLOCK P. M.,

the following:

Brick Factory of about 17,000 square feet of floor space, besides offices and boiler room, with ample land on which located, accessible from two streets and lying along a creek.

Vacant Lot adjoining.

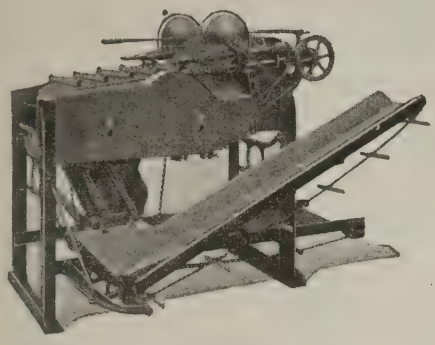
2 125 H. P. Boilers with Stack.
2 100 H. P. Boilers with Stack.
2 800 gal. Vacuum Pans and Chambers.
4 100 gal. Pulp Vats with Copper Coils.
1 2000 gal. Pulp Vat with Copper Coils.
2 Union Vacuum Steam Pumps.
1 50 peeler capacity Peeling Table.
2 6 oz. Can Fillers.
1 36 Hole Filler.
2 Sprague-Lowe Pulpers.
1 Sprague-Lowe Exhaust Box.
1 Tomato Washer.
1 35 H. P. Steam Engine.
1 Union Air Compressor with Tank.
1 Steam Crane for processing.
17 Process Baskets.
4 Process Tubs.
1 Sprague-Lowe Scalder.
1 Sprague-Lowe Washer.
1 Electric Motor and Starting Box.
1 Fairbanks Scales.
3 Double Action Steam Pumps.
1 Extra large Burnam Vacuum Steam Pump.
6 125 lb. pressure Steam Traps.
2 Knapp Labelers.
1 Time Clock and Files.

Also Pulp Finishers, Pulp Containers, Conveyor and Engine, Pulp Pumps, Overhead Track and Frame, Hand Trucks, Belting, Packing, Shafting, Hangers and Pulleys, Gas Stoves, Galvanized Tubs, Buckets, new Empty Cans, Office Furniture and other articles too numerous to mention.

Persons wishing to examine the property and an inventory and schedule of the machinery and other personal property prior to the sale will call upon the subscriber at his office, 115 Main Street, Mount Holly, New Jersey.

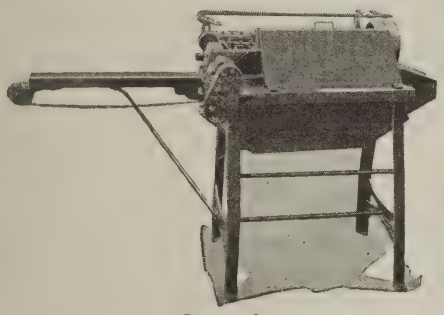
Conditions at sale.

RICHARD B. ECKMAN,
Receiver of the Mount Holly Canning Company.



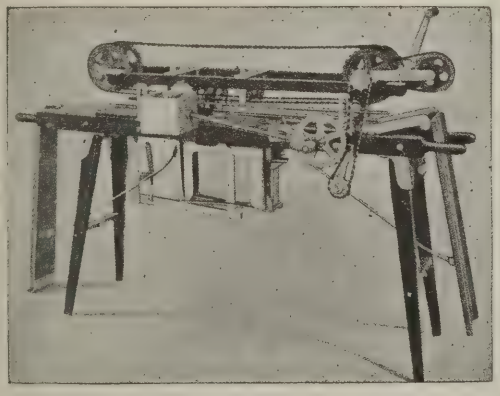
Patented
THE MORRAL CORN HUSKER
either
Single or Double

The fastest and best husker on the market. It has an automatic ear placer that places the ear at the proper place and careless feeders will not waste corn and it will save a great deal of corn over any other husker.



Patented
THE MORRAL CORN CUTTER
either
Single Cut, Double Cut or Split and Cut.

The Morral Corn Cutter is very simple in construction and is the most durable and best cutter on the market. It has a positive feed and will not clog up like other cutters when cutting nubbins and small ears. It is furnished with attachments for cutting Golden Bantum Corn, and it is the best cutter for cutting Bantum Corn.



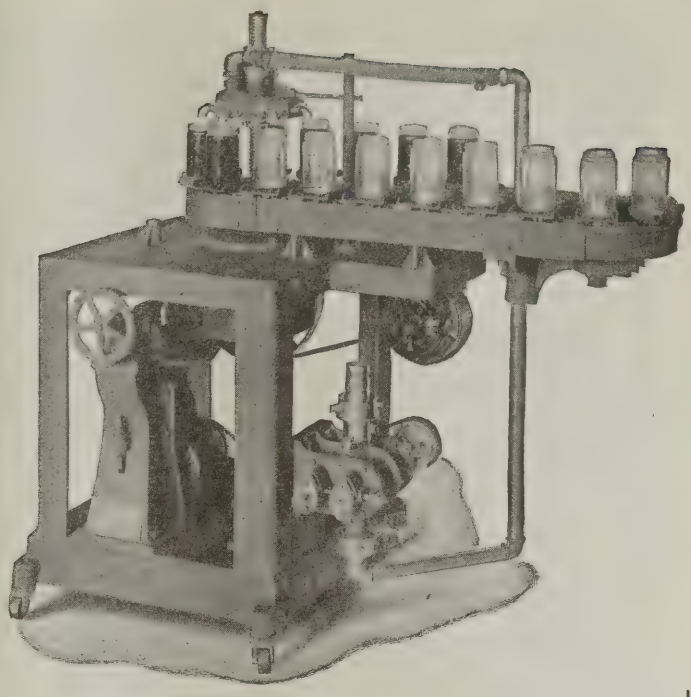
Patented
THE MORRAL LABELING MACHINE

The Morral Labeling Machine is very simple in construction. It is a very strongly built and durable machine and has great capacity and is guaranteed to do satisfactory work.

It will pay you to write at once for our new catalogue, for prices, list of users and further information.

MORRAL BROTHERS

Morral, Ohio.



The Visco Filling Machine

Our list of mustard packers using this machine is practically a list of the large mustard manufacturers of this country.

The Visco is a high-speed machine that fills with uncanny and unvarying accuracy, without drip, waste or mess of any kind at any time.

Its great simplicity makes possible accurate adjustments for different size containers in a few minutes.

Its perfect design and construction are evidenced by the fact that the first machines furnished sone eight years ago are still in daily use.

This same machine fills jelly, apple butter, salad dressing, honey, etc. in an equally satisfactory manner.

The Karl Kiefer Machine Co.

Cincinnati, Ohio.

Your label is your salesman

Putting your product on the dealers shelves does not complete the sale. Why not help the dealer sell your goods by using labels that will create a favorable impression?

Labels should suggest that the contents are dainty and tasteful. We make labels that do this. Write us for particulars.

Consult our Trade Mark Bureau before selecting a new brand name—it may save you from conflicting with brands already in use.

The United States Printing and Lithograph Company

CINCINNATI
55 Beech Street

BALTIMORE
439 Cross Street

SMILE AWHILE

SERVES HIM RIGHT.

There was a rapacious old colonel,
Who got wealth by means most infolonel.
When he came to his end
Good St. Peter did send
Him to dwell in perdition etolonel.

ENTIRELY USELESS.

"Yo' good-for-nothin' houn'! So yo' went an' pawned yo watch?"

"Might's well. What good is a watch ter me if Ah ain got money 'nuff to go nowheres notime."

SIMPLE SOLUTION.

Professor Twaddle had bought a new car and was demonstrating it by taking a spin with his wife. After a while he coughed deprecatingly.

"My dear," he said, with a note of apology in his voice "I'm sorry, but—er—I'm really afraid I've forgotten what one does to bring this machine to a halt."

"Oh Enos!" shrieked the lady, 'What shall we do?"

"Now, never mind, dear," consoled her husband. 'We'll just stop at the next garage and ask a mechanician."

AT ARM'S LENGTH.

He sauntered into the strange office with much self-assurance and an air of familiarity, threw down his business card and inquired:

"Who's the main squeeze around here?"

"Well," replied the good-looking stenog, "they'd all take me fer it if I'd let 'em."

"Deacon White," said Parson Jackson, softly, "will you lead us in prayer?"

There was no answer.

"Deacon White," this time a little louder, "will you lead?"

Still no response. Evidently the deacon was slumbering. Parson Jackson made a third appeal and raised his voice to a high pitch that succeeded in arousing the drowsy man. "Deacon White, will you lead?"

The deacon in bewilderment rubbed his heavy eyes and blurted:

"Lead yourself, I just dealt."

GRANTED.

Wifie (in a huff)—Oh, you needn't think you're so wonderful. The night you proposed to me you looked absolutely silly.

Hubby—A coincidence. The fact is I was absolutely silly.

NOTHING LEFT.

Alice—I hear Jack has broken off his engagement with Gladys. How did she take it?

Virginia—Oh, it completely unmanned her.

DESPERATE

An old negro woman passed before a notice recently posted by the sheriff and laboriously spelled out the large letters: "THIEF WANTED!"

"Reckon Ah better take it," he muttered, after some study. "Cindy said not to come home widout a job, an' dey ain't nothin' else Ah can do so good. But"—gloomily—"Ah sho' does hate dem dawgs an' bird shot."

NO TIME FOR SIGHTSEEING.

"And did you see service in France?" asked the lady of the house of the young colored man who had applied to her for a job.

"No, ma'am," was the reply "dey kep' us busy all de time diggin' trenches an' fightin'."

TRAINED IN THE ART.

Visitor—What became of little Bobbie Green, who could never learn to count above ten?

Mrs. Jones—Oh, he's the champion golfer at the country club now.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Payable in advance, on receipt of bill. Sample copy free.

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Extra copies, when on hand, 10 cents each.

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Vol. 47 BALTIMORE, JULY 7, 1924 No. 46

EDITORIALS

THOUGHTS OF "THE DAY"—We have been told that in many foreign lands the flag of their country is so carefully guarded—reverently guarded—that it is displayed only on certain set occasions, so that when its beautiful folds are unflung to the breeze the hearts of strong men swell up, bringing tears of joy to their eyes, and they uncover their heads as they voice their cheers at the sight of their country's banner. At this 4th of July season, when we celebrate the birth of our nation and its flag, this seems to the writer to be the spirit that should exist here; but does it? And why does it not? The answer may be found in that old adage, 'familiarity breeds contempt." The beautiful American flag is used too promiscuously, too much, every day and on every occasion. It should be held more sacred, used only on rare occasions, and then would come with its appearance that feeling of pride and patriotism that should be felt whenever the flag is seen. Of course, we may not speak of such things in these columns; we must sing our own song upon the one lone string—canned foods—but the temptation is great to scotch the spirit which has brought our patriotism into contempt, and made of the great and glorious Fourth a mockery and a sham. Wouldn't it be just fine to wake up to a 4th of July morning like we used to have when we were boys! When men were men and blood was red, and the sight of the Starry Banner thrilled our hearts and brought cheers to our lips, and the day was too short to proclaim our delight at belonging to the greatest nation on earth! When the "bang" of the double-headed Dutchmen and the boom of the cannon were followed at night with the swish and the glare of the skyrockets from every home and hamlet. They call it "Safe and Sane" now; instead it is soft and spineless and patriotism is in exact proportion. And it must be so when words are substituted for deeds, and talk for action.

"Trade" follows the flag!

"Sawdust an important factor in the meat industry," reads a heading in The Butchers' Advocate. Now we know where our board goes—into sausage.

ARE YOU WITH US?—Again we come to the time when we can be a lot of service to each other—through prompt, up-to-the-minute crop reports. We have the will and the service to disseminate the kind of information about canners' crops in every section; every canner wants this information. But we humans are a funny lot. We seem to think that someone should be constantly on the job gathering the information we need and want and always ready to furnish us with it. Leaving all bluff aside, and getting right down to brass tacks, suppose we had a large enough crew of reporters to cover this entire country, gathering the actual crop conditions and prospects daily, so as to furnish our readers with the detailed accounts which everyone of them would heartily welcome, what do you think you would have to pay for copies of this journal? They would cost about $100 apiece for each reader each week. That would be the answer to the thought in the back of your minds—why can't The Canning Trade furnish us with detailed crop information from all canning centers every week, and right up to the end of each week?

Well, it can be done, and we are perfectly willing to do it, and to stand the full expense attached to it. Let each one of you consider himself personally appointed as our representative in his respective locality, and his duty that of furnishing a weekly summary of crop conditions and prospects. Assume this duty on the same basis as you do your reports to your local Association, no report sent, no report gotten. Unfortunately, the canner who falls down on his job—or lays down on it—will get the reports which his fellow-canners send in, because we must send all canners the paper. But we have faith in our canner readers, and do not believe there is any proportion of "quitters" among them.

Won't you join with us in this effort to keep the whole industry—that is, all the canners—properly informed upon the progress of crops and the prospects for the packs? We will assemble these reports from all sections, arrange them and publish them, and in this way you will get a great mass of important information in return for the one piece of information which you send. This system, which we originated years and years ago, might easily be a most influential,

important feature to every canner. We will act as a clearing house, withholding your name or any details which you may send for our own personal information and guidance, or use it any way you desire. But we want you all to take a part in it.

We have sent out requests to a large number of readers, with stamped return envelope enclosed, and will do so every week during the season. At least answer these requests promptly, but don't wait to be asked. This is your invitation. Please consider it personal; join our staff and let us hear from you, so that all canners may know how to act, and help yourself while helping others. Begin now, and let's get this important department in full swing at once.

AND HERE'S THE REASON—Early intentions were undoubtedly to plant and to pack any immensely increased amount of canned foods during 1924, but our good friend, Dame Nature, has been playing many funny tricks with the weather and the crops. It is possibly the most unusual season any of us has ever seen. What will the outcome be? It is primarily important to keep informed upon the progress of crops. The whole canned foods market is better cleaned up of spot canned foods than ever known before, even during the war. The goods are gone, and if the canners will exercise a little judgment they can have the whole situation in their own hands. It is an oportunity that should not be missed or neglected. And we want to help you make the most of it, if you will but help yourselves.

SCIENCE IN THE USE OF NAILS —The old proverb, 'a stitch in time saves nine,' applies as pointedly to nails as to needles," says John F. Keeley, packing expert of the Department of Commerce, who is conducting, in co-operation with shipping industries, an exhaustive investigation of means of prevention of loss of goods in transit. That a timely nail is worth more than its weight in gold has been proved by tests of packing cases at the United States Forest Products Laboratory, which shows that the majority of failures of ordinary boxes is due not to the lumber of which the box is made, but to improper nailing. In many cases a better box can be constructed with thinner material by the use of a few more nails in the right places, making a material saving in initial cost of packing, as well as subsequent saving through less loss in the box car and on the concrete platform.

In making a packing case the nailer must use his own head as well as the nail's, declares Mr. Keeley. The proper nailing of boxes demands the use of the right kind of nails, the right size and the right number. The size and thickness of nails are determined by species of wood and thickness of boards. The woods commonly used for boxmaking purposes have been divided by the Forest Products Laboratory into four classes according to their strength and their ability to take and hold nails. White pine leading group 1, southern yellow pine group 2, red gum group 3, and hard maple group 4. The number and size of nails needed to make strong boxes out of the various woods, of different thicknesses, have been reduced to regular rules and charted. Charts by which anybody who can read may know just what nails to use and how many and where for every common kind of box wood have been prepared by the Commerce Department (Transportation Division), and may be had by anybody who will write to Transportation Division and ask for it. This chart, pasted up in the shipping room and used, means money for the user.

It is significant to note that cement-coated nails should be used in all box assembling with the exception of cleating when the nails are clinched on the inside. Cement coated nails have a greater resistance to withdrawal, thus making a tighter joint than is possible with smooth shank nails. If smooth shank nails are used, 25 per cent more nails should be driven to every nailing edge.

"Spare the nail and spoil the box" is Mr. Kelly's motto. The number of nails specified for different woods in the chart is not the maximum. Increasing the number of nails 50 per cent will increase the strength of the box 100 per cent on the average. The danger of splits from driving two or three times the number of specified nails is negligible. Nails are cheaper than wood. They not only serve to hold parts of a box together, but they provide rigidity. Splitting is more often caused by too large than by too many nails. With the Commerce Department chart showing the size and minimum number of nails necessary, the boxmaker will not go far wrong.

—— Too Late To Classify ——

FOR SALE—

1 Style F. Wonder Cooker.
1 New Premier Lye Peach Peeler.
1 Burt, hand driven Labeler for No. 1 cans.

Address Box A-1221 care of The Canning Trade.

Cannery For Sale

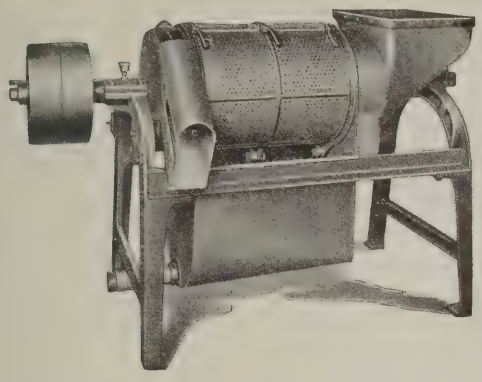
By reason of the death of Geo. N. Numsen the undersigned, representing the interests of the firm of Numsen & Davis, have decided to offer at private sale the firm's cannery, located at Benedict, Charles Co., Md. This factory, located on the Patuxent River is completely equipped and has an abundance of tomatoes, peaches and blackberries available. Three hours ride by auto. from Baltimore. Ideal location, numerous summer resort hotels, and extensive automobile travel from Washington and other sections. On State Road.

CHARLES K. DAVIS, Surviving partner
J. NEWMAN NUMSEN, Administrator
Apply McGAW DAVIS & CO.
414 Marine Bank Bldg., Baltimore.



The Progressive Canners of today are making their chili sauce with the use of

THE INDIANA CHILI SAUCE MACHINE



With this machine you retain all the flavor, a great portion of which is lost by the old method. It also saves you 40 to 50 hand peelers, and furnishes high grade stock.

Indiana Pulpers
Indiana Kern Finishers
Kook-More Koils
Inspection, Grading, Sorting } TABLES
Indiana No. 10 Fillers
Copper Steam Jacketed Kettles
Steam Crosses
Pulp & Catsup Pumps
Fire Pots
Wood & Steel Tanks
Enameled Lined Pipe
Enameled Pails & Pans
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REDUCE COOKING HAZARDS

A-B Continuous Agitating Cookers are entirely automatic—time of cook governed with absolute accuracy—each can rolled evenly and continuously producing quick, uniform heat penetration, guaranteeing unfailing perfect sterilization.

Output in quality has never been surpassed—in quantity exceeds all other systems or devices for the space occupied, fuel, power and labor consumed.

Write for particulars.

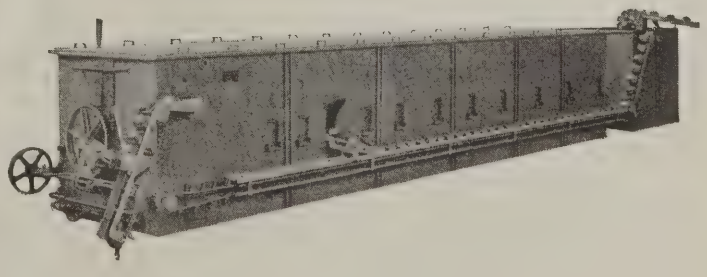
ANDERSON-BARNGROVER MFG. CO.
San Jose, Calif.

—BRANCH OFFICES—

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409 Marine Bank Bldg.

CHICAGO
S. G. Gorsline
844 Rush St.

SAN FRANCISCO
A. C. Caldwell
20-22 Fremont St.



Calcium Cyanide for Chinch-Bug Control

In Cooperation With the Natural History Survey, Illinois Department Of Registration and Education.

By W. P. Flint and W. V. Balduf.

University of Illinois Agricultural Experiment Station.

CALCIUM cyanide was first used in 1922 as a means of combating chinch-bugs around the margins of infected fields of small grain. Experiments were continued through the season of 1923, a large number of tests being made during the latter season. In the first experiments this material was used alone as a barrier. The results showed it to be very effective, under some conditions killing every bug that came in contact with it, but its use in this way was so costly as to make it unpractical for general use on Illinois farms. Later experiments, however, showed that it could be used in combination with creosote and coal-tar barriers, thus greatly increasing their effectiveness without increasing the cost to a point where its use would be unpractical.

While definite recommendations of the best way to use calcium cyanide cannot be made from the results of two years' work, the results here presented will enable the Illinois farmer to judge for himself the best method of using this material on his farm.

In the Illinois experiments, four methods of using this chemical were tested:[2]

1. Laid in strips at right angles to a creosote or coal-tar barrier.
2. Dusted or scattered along a creosote or other barrier at the time of day when the bugs are most numerous.
3. Dusted over strips of trap crops sown between infested small grain and corn.
4. Alone as a barrier around the margins of the infested field.

Three forms of calcium cyanide were tried out: (1) flakes, which have the appearance of finely broken slate, the separate flakes being from one-fourth to one-half inch across and about one sixty-fourth inch thick; (2) granules, having the same form as flakes, but being much finer, the larger particles being only about one-eighth inch across; (3) dust, the material ground to a fine powder.

Used in Strips at Right Angles to a Creosote or Coal-Tar Barrier—In 1923 the method of control proving the most practical was the use of calcium cyanide strips laid at right angles to the creosote or coal-tar barrier. These strips are made by putting down one to one and one-half ounces of cyanide in each strip, laid from three to five inches wide and from six to eight inches long. These strips are made at right angles to the barrier, touching the creosote on the side next the stubble field. They should be spaced every two rods along the line. In the corners of the field, where the bugs usually gather in greatest number, it may be necessary to lay the strips closer together.

Chinch-bugs attempting to leave the fields of small grain and encountering barriers of creosote or coal tar are repelled by the odor of these substances. In the case of tar, they are held back by the stickiness of the material as well. Hence they turn and start along the stubble side of the barrier, seeking an opening through which they can escape into fields of corn or to other food plants. Half-grown young, or nymphs, travel along the barriers at the rate of five to six fee ta minute, and are almost sure to encounter a cyanide strip in five minutes or less after they get to the barrier.

Tests of this method extended over a period of two months in 1922 and a somewhat longer period of 1923, and were made under varying weather and soil conditions. Under some conditions pure dust was found to be the most effective form to use. When the soil is wet, the granules are better than the dust because they do not lose their strength so rapidly. The flakes also give better results than the dust when the ground is wet, but they are not very effective when the soil is dry or when the wind blows briskly. In general, granular calcium cyanide is the most practical form.

Care should be taken that the strips actually connect with the creosote barrier. The slope toward the barrier should be sufficiently gradual so that the cyanide will not roll down and away from the creosote.

A sprinkling can from which the sprinkling cap has been removed is a convenient vessel to use for pouring the cyanide. After a little practice one is able to quickly put down strips of approximately one ounce each at the intervals specified.

Strips Are Effective for a Limited Time—When the soil is dry and the wind strong, most bugs can cross the cyanide strips without being killed. Under more favorable conditions, however, the strips are effective up to five or more hours. Usually on warm, bright days the heavy movement of chinch-bugs starts between 2:30 and 3:30 in the afternoon, the bugs gathering along the barrier in greatest numbers between 3:30 and 5:30. The most effective kill can therefore be made by laying the strips between 3:00 and 4:00 o'clock in the afternoon. Except when the soil is dry and the wind high, strips laid at this time remain effective for the rest of the afternoon and may be counted on to kill 75 to 95 per cent of all bugs reaching the barrier.

If the amount of cyanide in the strips is doubled, and the flake or granular form is used, some bugs will be killed the following forenoon, if no rain has fallen

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[1] NOTE—Calcium cyanide is a cheap form of rather low-grade cyanide. It has about half the strength of the sodium cyanide generally used in hydrocyanic acid gas fumigation of fruit trees, greenhouses and flour mills. When this chemical is exposed to air containing the usual amount of moisture, or is applied to damp soil, the poisonous hydrocyanic acid gas is liberated in sufficient quantities to kill insects or other animals exposed to it, for varying periods of time.

[2] Some tests were also made to determine the effect of calcium cyanide dust when applied directly to corn. While it proved very effective in killing the chinch-bugs clustered on the plants, it cannot be used for chinch-bug control because it nearly always penetrates the curl of the leaves and causes the death of the plant or a severe burning. A 2 per cent nicotine dust used in this way is just as effective as calcium cyanide dust in killing the bugs, is cheaper, and does not injure the corn.

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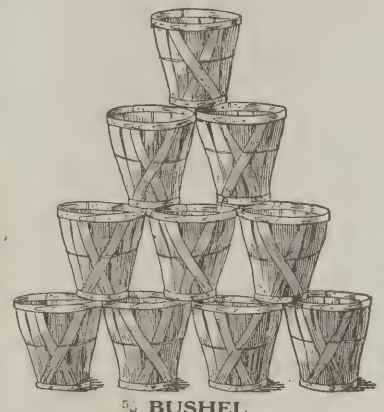
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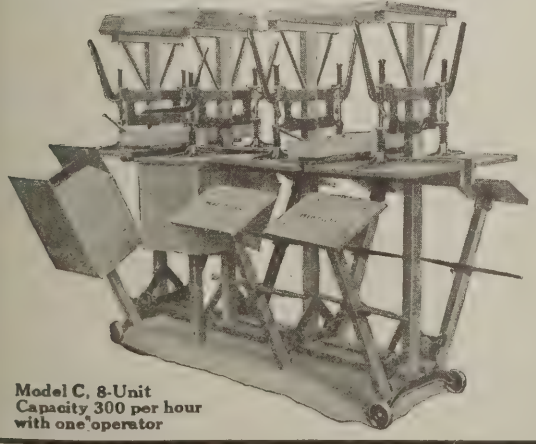
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during the night; but the strips will not remain effective during the entire day. Since the bugs seldom migrate in large numbers in the morning, the kill is not sufficiently increased to warrant the added expense of using these larger amounts of cyanide.

Occasionally on cloudy days there is a considerable movement of chinch-bugs all day. In such weather the cyanide should be applied between 9:00 and 10:00 o'clock in the forenoon, and another application made in the afternoon if necessary. Because the creosote or coal-tar barrier holds the chinch-bugs in the field, it is very seldom necessary to make more than one application a day, even during cloudy weather.

Expense of Combined Barrier—The total cost for a quarter of a mile of creosote or coal-tar barrier and cyanide strips along it is about $21 for the migration period. This is figuring cyanide at 20c. a pound delivered to the local shipping point and the cost of creosote or coal tar at $5 to $7 for the season. This will not be thought too expensive to be practical if one remembers that he is not only stopping the bugs but is actually killing the majority of them. Post holes are unnecessary where calcium cyanide cross strips are used, for the cyanide kills more bugs than are usually caught in the post holes. The saving of the labor of digging the post holes helps pay the expense of the cyanide.

Used Along a Creosote or Coal-Tar Barrier—The second method of using calcium cyanide in combination with a creosote or coal-tar barrier is to distribute small amounts along the barrier, on the side of the field of small grain, instead of in strips at right angles to the barrier. To be effective, the calcium cyanide should be laid down each day when the bugs are gathering in greatest numbers. For this method the cyanide dust has been found most practical.

The expense of this treatment is somewhat higher than that of the right-angle strips, but on windy days, when the soil is very dry, it is more effective and more convenient than the strips. The cost of the calcium cyanide is from $1 to $1.50 a day for each quarter-mile of barrier.

This method has the disadvantage of requiring a close watching of the barrier, for in order to get a maximum kill the dust must be applied when the bugs are present along the barrier in greatest numbers. While this is usually about 4:30 in the afternoon, the time may vary a great deal with weather conditions. One application a day is necessary. This kills all the bugs massed against the barrier at the time and those coming into the dusted area for ten to thirty minutes thereafter. The duration of the kill depends upon weather conditions.

How to Apply the Dust—The calcium cyanide dust may be applied with a blower duster or a home-made shaker. The duster is of the type commonly used for dusting truck crops or small fields of cotton; it costs from $10 to $25, and is apparently no more effective for this purpose than a home-made shaker. A convenient and efficient shaker can be made in the following way:

Obtain a gallon or half-gallon tin pail with a tight-fitting lid. (The lid is important in confining the fluffy and poisonous dust.) Make an extension bail by nailing narrow strips of wood eighteen inches long to opposite sides of the pail and joining them above with a piece of broomstick. (The extension bail enables the operator to walk erect and at the same time to distribute the material close to the ground so that it will not be carried away by the wind.) From the outside of the pail, punch four to six holes per square inch in the bottom, using an eight-penny nail.

Fill the pail two-thirds full of dust and walk along the barrier, forcing the material out by a jiggling motion. The dust may be applied as rapidly as one can walk down the side of the field. Approximately one pound of the dust to thirteen rods of barrier was found to be effective.

Directions for Making a Creosote Barrier—A creosote barrier is made by throwing up a ridge of earth around the infested field of small grain and applying creosote along the brow or the ridge on the side toward the field of small grain. The furrow should be turned away from the grain field.

The creocote is applied with a galvanized or tin bucket having a six-penny nail punch in the side near the bottom. The stream of creosote should be directed against the brow of the ridge on the side toward the field of small grain, as above stated, so that the bugs in attempting to leave the field will crawl up to it. The creosote must be renewed once a day during the first week, and should always be applied on the same line. After the first week an application every other day is usually sufficient.

The application should be made usually about 1:00 o'clock in the afternoon, before the bugs have gathered along the line. It is the odor of the creosote that keeps them from crossing the barrier; consequently if the line is renewed when the bugs are massed against it, many become confused by the strong smell of creosote in the air and run over the barrier.

A barrel of creosote, on an average, is required to maintain a half-mile of barrier during the period the bugs are leaving the wheat stubble. The creosote should preferably be of a grade with a high napthalene content.

A line of ground limestone is sometimes spread along the brow of the ridge and the creosote applied on this line. Limestone retains the odor of creosote better than does the soil and so increases somewhat the effectiveness of the barrier.

Directions for Making a Coal-Tar Barrier.

Coal tar may be used as a barrier in much the same manner as creosote, but the ground on which it is poured should be nearly level and should be compacted as firmly as possible, and a larger quantity of coal tar than of creosote will need to be used.

It must be borne in mind that the effectiveness of the coal-tar barrier depends largely on its sticky character. It will have to be renewed more frequently than th creosote, and since about twice as much coal tar as creosote is required, this kind of barrier usually costs more than one of creosote.

Coal tar for this work may be obtained from gas plants in any of the larger cities. There is a wide difference in the grades that may be obtained from different plants. Coal tar which contains practically all the creosote is much more effective for barriers than that from which a part of the creosote compounds have been distilled.

Used on Trap Crops—Many attempts have been made to control chinch-bug migrations by stopping the bugs in narrow trap strips of their favorite food plants sown between the small grain fields and the fields of corn or other crops to be protected. There seemed to be a possibility of using calcium cyanide with such trap crops by applying it when the bugs were gathered in the trap strips, and in 1922 some experiments were

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made with this method. No special trap crops had been sown, but strips of wild grasses growing between the small grain and the corn were dusted with calcium cyanide and a fair kill of bugs was obtained.

In 1923 this trap crop and cyanide combination was tested more thoroughly. Strips of oats, millet, Sudan grass and corn were sown between heavily infested fields of small grain and of corn. These strips were treated with flake, granular and dust calcium cyanide at varying intervals and at varying rates of application. Although these tests extended over the migration period of one season, the results were not conclusive. Apparently this method is not so effective as the creosote barrier with the cyanide laid along it or in strips at right angles to it. However, the method may be worth trying under some conditions.

Of the trap crops used on the University Farm in 1923, Sudan grass was decidedly the most effective. It is very attractive to chinch-bugs and withstands a considerable amount of feeding by them before it is killed. It is vigorous, and hence can also endure the bruising by teams and machinery which occurs in cultivating the corn. It is not easily killed by heavy applications of calcium cyanide, and the sheats of the leaves fit so tightly to the stems that chinch-bugs cannot get between them and the stalk and thus be protected from the fumes of the gas. The rows of Sudan grass should be sown thickly and close together, so that a bug can scarcely pass through the strip without encountering a plant.

Some tests with rye made during the latter part of the summer showed that this plant is apparently second to Sudan grass as a trap crop. It is hardier than oats and nearly as attractive to the bugs as Sudan.

Millet and oats were found to be quite susceptible to cyanide.

Corn, even when seeded with a drill, formed a very poor trap crop, many bugs going through the strip and into the field of corn beyond. The corn was also very susceptible to the effects of the cyanide dust, one or two dustings killing the plants.

From the results of this work thus far, the following statements can be made:

To be in the best condition for stopping the bugs, a trap crop should form a thick, close covering over the ground, and should not be more than six inches high at the time the chinch-bugs migrate. For this reason, the trap strip should not be sown when the corn is planted, unless rye is used. Sudan grass should be planted one to two weeks after the corn is in the ground. The time of planting depends, however, on the expected time of small grain harvest, and not on the size of the corn. The trap strips should be three and one-half feet or more wide, and to insure a thick growth, they should be sown with about one and one-half times the usual amount of seed.

In this method of using calcium cyanide, dust was found to be the most desirable form.

The dust may be applied to the trap crops by means of a duster or a home-made shaker. The shaker is not so good for this purpose as the regular blower duster; however, it gives a very fair distribution of the dust, providing the trap strip is not more than six inches high. The trap strips must be dusted once a day when a heavy migration of the bugs is taking place. The dusting is most effective when done between 4.30 and 5.30 in the afternoon.

Judging from experiments made thus far at this station, calcium cyanide dust must be applied at the rate of about one pound for each two and one-half rods of trap strip three feet wide. This is at the rate of one pound of dust to each one hundred and twenty square feet. Under favorable conditions, such an application kills from 80 to 95 per cent of the bugs gathered in the strip, but when the wind is strong and the crop dry the results are not nearly so good. The amount of kill seems to depend in a general way on the amount of moisture present in the trap crop, the velocity of the wind, the height and density of the trap strip, and perhaps some other factors.

Calcium cyanide granules may be used in treating these trap strips and can be applied by hand at the same rate as the dust. Where the trap crop is wet with rain or dew, the granules are seemingly fully as effective as the dust, but on dry soil and plants they do not result in so large a kill.

The above statements are not to be taken as definite recommendations for the use of the trap strip and calcium cyanid combination for chinch-bug control. It will be necessary to carry on experiments for one more season at least before definite recommendations can be made.

Used Alone as a Barrier—More than three hundred separate tests have been made in Illinois to determine the practicability of the flake, granular and dust forms of cyanide used alone as chinch-bug barriers. Under favorable conditions it was found that nearly all the bugs attempting to leave a field of small grain on foot may be killed along such a barrier, if a sufficient amount of the cyanide is applied. Under less favorable conditions, however, the results were extremely variable. In some kinds of weather one-half to one-fourth pound of cyanide per rod of barrier killed all bugs attempting to cross it during a period of three to five hours. With other weather conditions, the same amount permitted 50 per cent of the bugs to cross in fifteen to thirty minutes after it was applied.

In these tests the calcium cyanide was used in various positions and at various rates. It was used on soil from which all vegetation had been removed, on the top of the plow furrow ridge, in strips in the stubble (which protected it somewhat from the action of the wind and sun), and in the bottom of a plowed furrow or trench dug around the margins of the field. Only when used in a furrow or trench did it give promise of having practical value as a barrier, under the conditions encountered. Used in this way the gas is somewhat confined, and if the soil is damp and little or no wind blows down the furrow, the gas accumulates sufficiently to kill most of the bugs over a considerable period of time. If the soil is dry, and the wind is strong along the furrow, the kill is small, even when the cyanide is used in the bottom of the furrow.

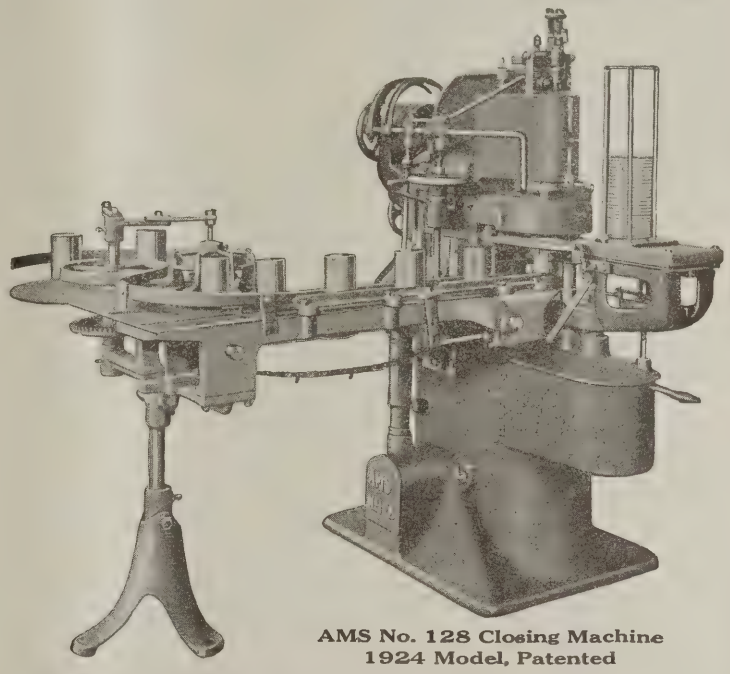
In Table 1 are shown the results of 144 tests of cyanide used in the furrow; they give an idea of the diverse effects of the chemical under different weather conditions encountered.

(*Continued on page 36*)

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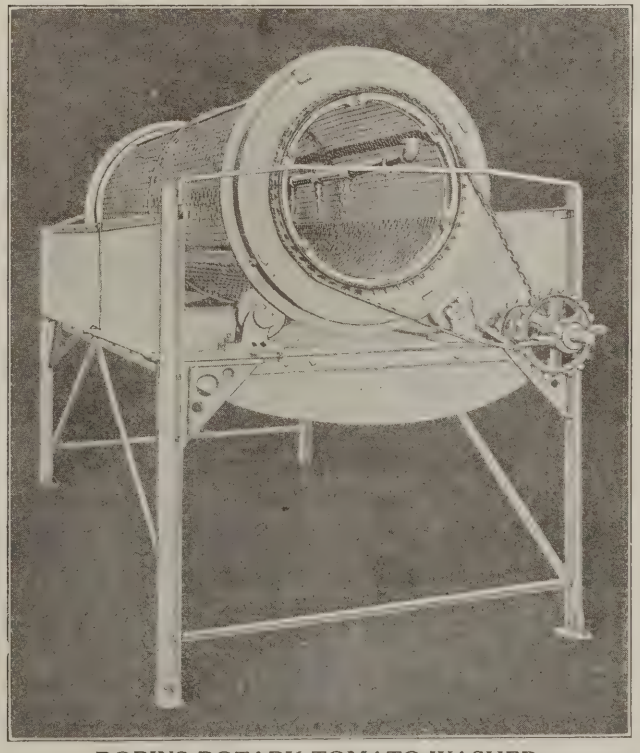
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THE BLACK ROT IN TRI-STATE TOMATOES

Serious Infection of Troublesome Disease

Speaking of this trouble, Dr. T. B. Symons, of the University of Maryland, says:

"Tomato production on the Eastern Shore, already expected to be below normal as a result of the wet weather and a scarcity of plants, is likely to be reduced still further by an unusually severe epidemic of early blight which is attacking plants in the fields and seriously jeopardizing the crop outlook, according to Dr. R. A. Jehle, plant pathologist for the University of Maryland Extension Service.

"The disease is very prevalent in Dorchester County, says Dr. Jehle, and is likely present in other counties of the Eastern Shore. Its spread has been favored by the wet weather, and it is particularly noticeable on plants which were not well sprayed in the plant beds.

"Early blight attacks the stems and leaves of tomato plants and appears as a sunken brown patch, says Dr. Jehle. The stem becomes weakened where the patches appear and the plants are easily broken. If not checked, the disease is likely to circle the stem and cause the death of the plant.

"There is no cure for the disease, but its spread to uninfected plants and to other parts of the same plant can be checked by the use of Bordeau mixture spray, consisting of five pounds of bluestone, five pounds of stone lime and 50 gallons of water.

"While it is not customary for growers to spray tomatoes after they are set in the field, Dr. Jehle is recomending this as the only possible means of preventing serious losses where the disease has become established. One and a half pounds of arsenate of lead or one pound of calcium arsenate should be added to the Bordeaux mixture to control potato bugs, which are troublesome in the Eastern Shore tomato fields this year, says the specialist. The spraying in the field should continue at intervals of ten days or two weeks and as long as wet weather prevails."

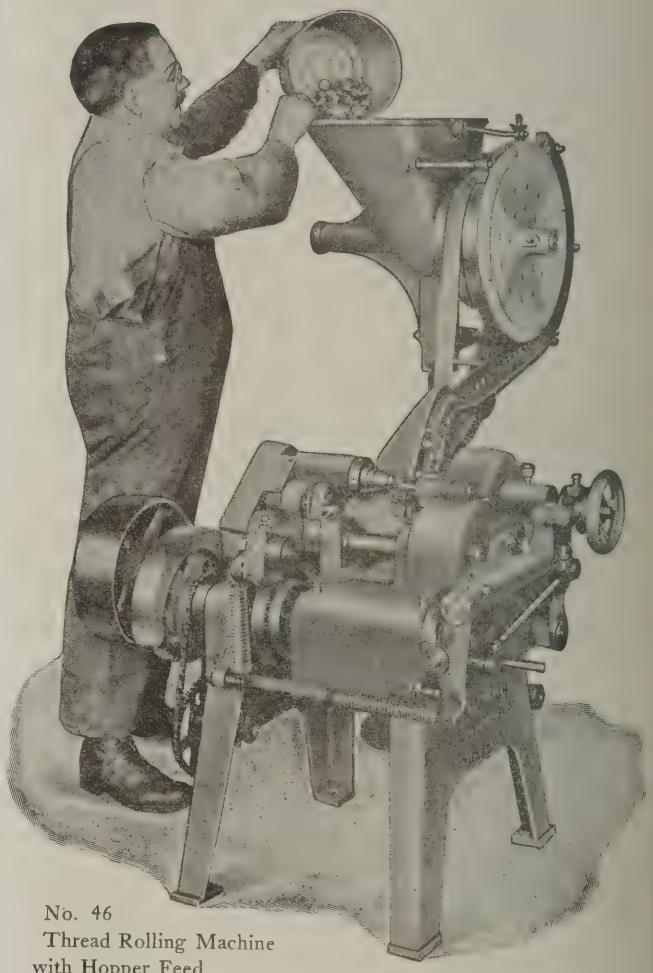
And a well-known observer of tomato crop conditions wrote us this week:

"Am surprised that you have not made any comment on the Black Rot which is developing in tomato plants throughout the Peninsula, and more especially in Talbot, Dorchester and Caroline Counties, for these conditions have been known for two or three weeks at least.

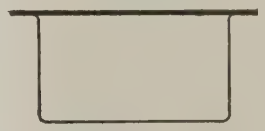
"Furthermore, all canners in our territory have withdrawn from the market, and they find it impossible to contract for any additional acreage at any price. There has been acre after acre of tomatoes plowed up. Some have been re-set, but quite a few fields are being planted with other crops.

"These conditions are really alarming and are far more serious than anything that has ever attacked tomato plants before, and we think all canners should be posted as to these conditions, so as to protect them as far as possible to keep them from overselling on futures."

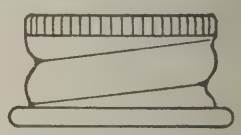
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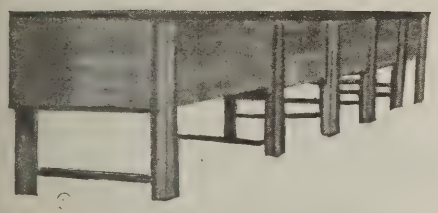
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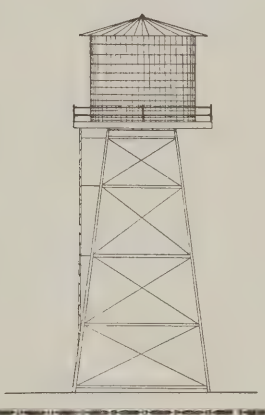


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WILL SEEK TO AROUSE VOTERS TO THEIR DUTIES

Merchants' Association of New York Asks the Chamber of Commerce of the United States to Call a Conference of Representative Organizations for the Purpose of Stimulating Interest in Selection and Election of Candidates for Public Office.

FOR the purpose of arousing a greater sense of responsibility among the voters of the country, The Merchants' Association of New York has asked the Chamber of Commerce of the United States to call a meeting of representatives from typical commercial and civic organizations to consider a continuing program of action.

It is hoped that organizations representing the economic and civic life of the Nation may be enlisted in the movement and that eventually a change of mental attitude may result throughout the country toward the performance of political obligations.

For Party Affiliation—It is the belief of the advocates of this movement that all voters should affiliate themselves with parties and that they should participate in the choice of candidates for public office as well as in the election of such candidates. The movement is not to be confined to any one party nor to any one election, but, if plans are carried out, it will be broad in its scope and continuing until its objects have been attained.

The matter was brought before the Board of Directors at its meeting last Thursday by President Lewis E. Pierson, who has given much thought to the need for awakening the electorate to its governmental responsibilities.

The Stay-at-Home Vote—Mr. Pierson said that only about one-half of the qualified voters in the country took part in the Presidential election four years ago. He called attention to the fact that 7 per cent of the voters of Florida elected a United States Senator, and that a minority almost as small elected a Senator in Oregon. He pointed out that voters who failed to discharge their duties had no right to complain afterward of the kind of government they received.

He told his associates that in discussing the matter with others he had found many who believed as he did—that something ought to be done to bring about a change of mental attitude toward participation in politics. With this object in view, he had suggested to Mr. Julius H. Barnes, President of the Chamber of the United States, that the national organization might be of great assistance in arousing the voters it was found to be within the scope of the Chamber. Mr. Barnes expressed the opinion that the matter was one that the Chamber might properly consider.

Formula for Consideration—The directors of the Merchants' Association, after hearing what President Pierson said, unanimously voted to send the following formula to the National Chamber for its consideration:

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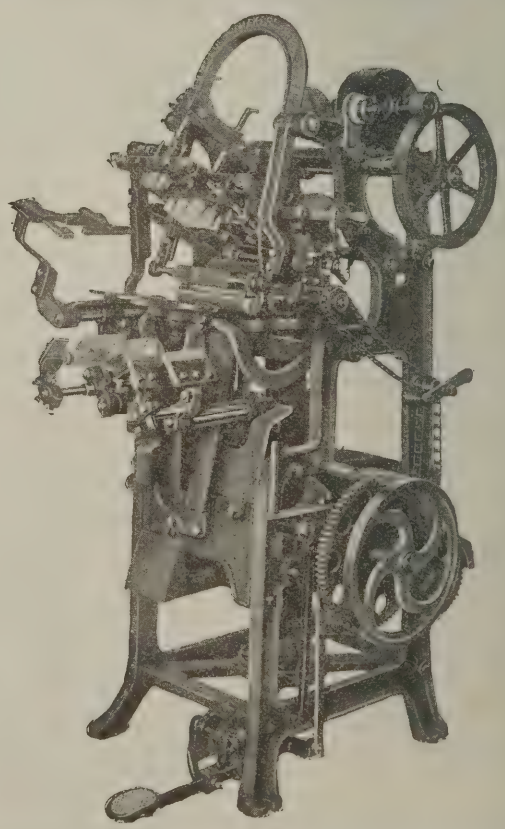
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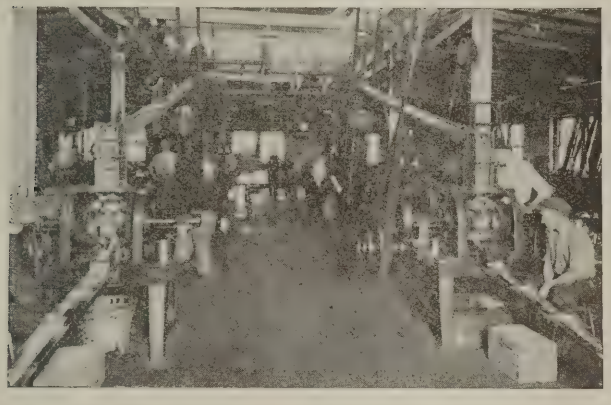
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155 E. Superior Street,
Chicago, Illinois.

the active and intelligent participation by all citizens in meeting the responsibilities of citizenship entailed under the Constitution, both by exercising regularly the right of ballot in selecting the representatives of the people for office and in actively participating in the preliminary processes whereby candidates for office are selected; and

"Whereas, A relatively small proportion of the citizens participate regularly in these preliminary processes of selection, while in the Presidential election of 1920 nearly one-half of the voting population did not meet the responsibility of citizenship even in voting; now, therefore, be it

"Resolved, by the Board of Directors of the Merchants' Association of New York, That the Chamber of Commerce of the United States is hereby invited and requested to call a conference of selected representatives of the various types of organizations which represent the economic and civic life of the Nation for the purpose of giving consideration to this menace to the future of our country—to the end that plans may be formulated and put in operation whereby the citizenship in general may be awakened to a consciousness of its responsibility and may be thereby impelled to meet these responsibilities of citizenship both in the exercise of the ballot and in actively aligning themselves with the political agencies of their choice in making the preliminary selections of candidates for office."

MALAYA MARKETS FOR SARDINES

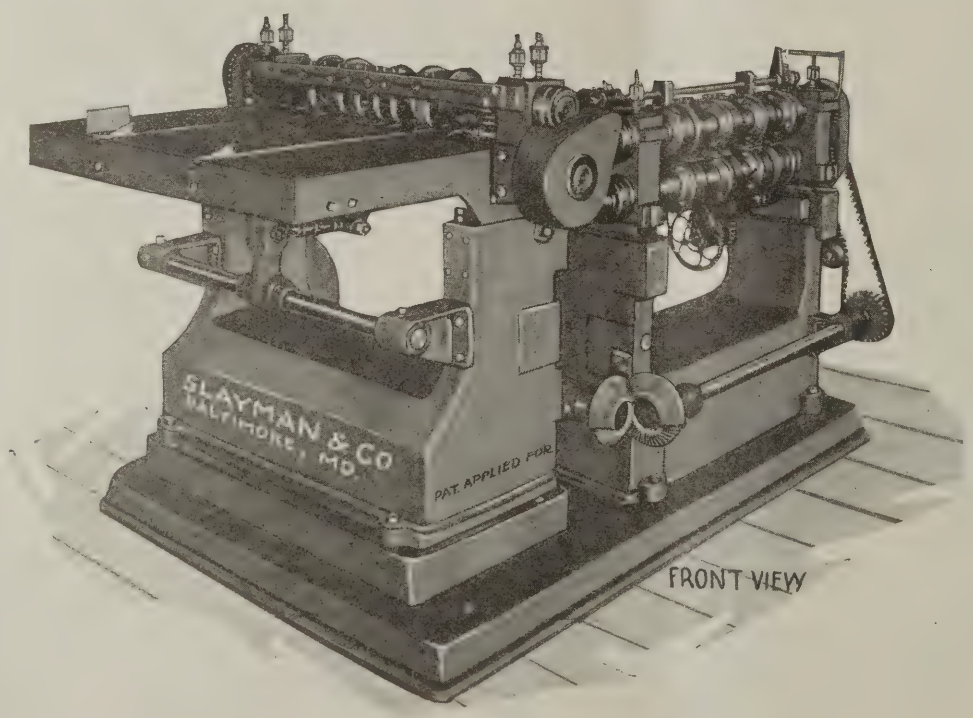
(By Richard Ford, U. S. Consul at Malaya.)

DURING the past year the exports of canned sardines from the United States increased about 68 per cent over those of the preceding year, the rate of increase being greater than that of any other canned foods. Although complete statistics for the year are not yet available, it appears that the increase was due largely to the demand from Far Eastern markets.

The Bureau of Foreign and Domestic Commerce has recently received a report from Mr. Richard Ford, American Vice Consul at Malaya, which calls attention particularly to the sardine trade situation at Penang, Straits Settlements. He states that official figures of imports of sardines are unavailable, owing to the failure to separate the different kinds of canned fish in the Government reports. One firm, however, has imported 2,300 cases in January and February, and it is estimated that the average monthly imports of American sardines into Penang is about 3,000 cases or more. It is thought that double this amount is received at Singapore.

"In recent months an unprecedented demand has developed throughout Malaya for sardines prepared by American packers. Originally marketed only among the European inhabitants, this type of preserved fish is now being adopted almost universally by the Chinese, and in some cases a fair consumption is in evidence among the Malaya.

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY 801 E. Pratt St., BALTIMORE, MD.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

"Exact Figures Unavailable—The Government return of imports classes all preserved fish under one head, and for that reason exact figures on sardine importations are not to be had. However, one large import house in Penang received in the last two months 2,300 cases, with heavy shipments under requisition at the present time. Altogether it is estimated that the average shipment of American sardines into the city of Panang each month totals approximately 3,000 to 3,500 cases. It is thought that nearly twice that number are received monthly in Singapore.

"Reasons for This Unusual Demand—The chief reason for this heavy consumption may be ascribed to the increased popularity of this type of food among the Chinese. Heretofore these people in Malaya have depended to a great extent upon dried fish as one of the most important of their foods. But now that a tin of sardines may be had for a few cents, the use of dried fish is growing noticeably smaller, and the more delectable, far more healthful canned variety is in greater demand. The Chinese race is coming to predominate more and more among the several races in Malaya, and, naturally, the volume of sales of a food which has become as universally in demand as have sardines is comparatively large.

"Another demand comes from the large rubber estates and tin mines on the peninsula. As the importance of these two industries increases the communities which spring up in connection therewith grow larger, and inasmuch as supplies of fresh fish and meats are out of the question in a climate as tropical as that of Malaya, large quantities of the prepared variety must be secured. Some of the larger rubber estates on the mainland often requisition several hundred cases of sardines on a single order for supplies.

"Still another, though smaller, demand is found in the small Malay villages which dot both the island of Penang and the mainland of Malaya. The proverbial dried fish which since time immemorial has hung before the small Malay shops has, in many instances, been taken down and replaced with a case of cheap sardines.

"Cheapest Grades Find Heaviest Sale—From the class of buyers it naturally follows that the very cheapest grades of sardines are most readily marketed. Of course, a small quantity of the more expensive brands is disposed of to the European and wealthy Chinese, but by far the bulk of all sales is made with the cheaply packed grades.

"The prices paid for American sardines by Penang importers range from $7.50 to $9.25 Straits currency per case, this price holding, of course, only where large orders are given. Retail prices quoted in Chinese and Malay bazaars range from $9.20 to $9.75 Straits currency per case, or approximately 20 cents (10c gold) per can, a price which makes this type of food available to a vast number of the poorer classes of Chinese and native consumers."

The trend of the American shipments of sardines to the Straits Settlements is shown by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, as follows:

1913.....	$ 30.
1918.....	52,603.
1919.....	112,743.
1920.....	420,338.
1921.....	140,497.



No. 44—with adjustable steel back. Same stool without the back is No. 4. Heights: 18-20-22-24-26 inches.

ALL STEEL STOOLS
for
CANNERS and PACKERS

Here is just what you want—a real honest-to-goodness stool that will not wear out and is economical—priced right. They are all steel with baked on enamel finish. Very well made throughout.

EASILY WASHED - SANITARY - DURABLE.

Turn the hose onto them.

All heights carried in stock for instant shipment.

ANGEL STEEL STOOL CO.
PLAINWELL MICHIGAN

Canning Machinery Dealers handling these stools:

A. K. ROBINS CO. Baltimore, Md.
F. LANGSENKAMP Indianapolis, Ind.
SPRAGUE-SELLS CORP. Chicago, Ill.

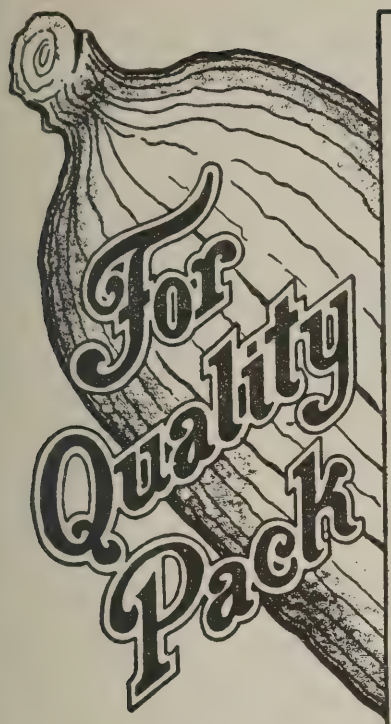
Our Branch Offices Located.

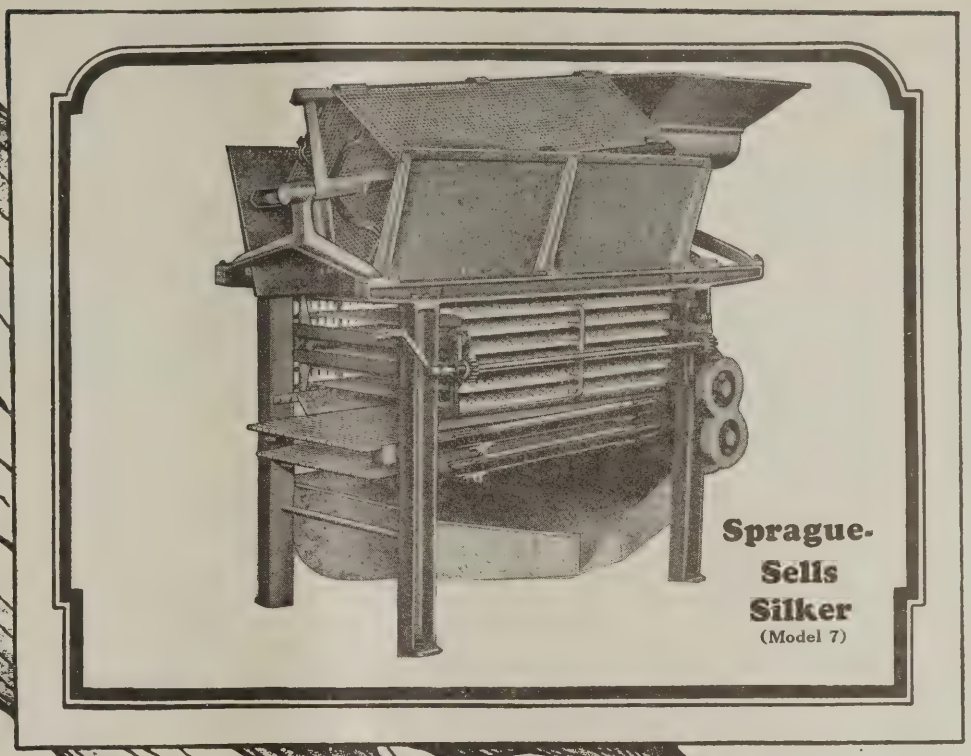
9 So. Clinton St., Chicago
98 Park Place, New York City.
406 Renshaw Bldg. Pittsburgh
608 Lincoln Bldg., Detroit
Bourse Bld., Philadelphia
320 Market St., Newark, N. J.

Look up your Telephone Directory.



No. 440—with adjustable steel back. Same stool without the back is No. 40 Heights: 18-20-22-24-26-28 inches.





Combines advantages of all former silkers

In the Model 7 the good features of all former Silkers have been combined. The rectangular upper screens thoroughly separate pieces of cob from the corn. The square type of drum is a decided advantage over the old round type as the mass is continually being raised, thrown and dropped, preventing the corn from "balling up."

Removes greater percentage of silk

The horizontal wires are spaced so that no corn can pass thru without touching several wires, and they will remove a greater percentage of silk than any other arrangement.

These wires are equipped with a positive semi-automatic cleaning device. A moment's attention periodically keeps the machine clean.

The lower horizontal screens are furnished with smaller perforations when desired, to catch small pieces of cob and husk that may have passed the upper screens. These screens vibrate constantly in opposite directions and complete the job of removing undesirable matter from the corn. All screens are instantly removable. The machine is designed and arranged so that cleaning is a simple matter.

SPRAGUE-SELLS CORPORATION

General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Canning Mach. Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

SPRAGUE-SELLS SILKER

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

1922.....	236,536.	(2,653,813 lbs.)
1923.....	503,511.	(6,053,497 lbs.)

That the trade is fairly constant throughout the year is shown by the table of shipments by months for the past two years:

	Pounds	Dollars	Pounds	Dollars
January	70,624	4,508	258,230	22,360
February	75	51	420,792	38,086
March	22,500	2,000	880,272	76,350
April	189,396	13,813	676,870	52,496
May	266,400	23,770	469,692	38,186
June	316,590	28,970	879,588	73,921
July	287,075	23,891	490,242	39,360
August	263,700	21,325	332,973	25,026
September	347,972	32,438	188,870	16,758
October	350,098	30,635	424,836	35,272
November	299,253	28,603	479,607	36,019
December	240,130	26,532	551,525	49,677
	2,653,813	236,536	6,053,497	503,511

It is believed that the demand for our canned sardines is well established and will continue to grow as it has done in the last few years. The market is of interest, particularly as it affords an outlet for cheaper grades, than are desired outside of the Far East.

The market is comparatively limited, but in the absence of too much competition among American shippers, it is believed that prices can be maintained near the present level.

TRADE-MARKS DEPARTMENTS.

Conducted by National Trade-Mark Company,

Washington, D. C.

The following are trade-mark applications pertinent to our field pending in the United States Patent Office which have been passed for publication and are in line for early registration unless opposition is filed promptly. For further information address National Trade-Mark Company, Barrister Building, Washington, D. C., trade-mark specialists.

As an additional service feature to its readers, this journal gladly offers to them an advance search free of charge on any mark they may contemplate adopting or registering. You may communicate with the Editor of this department, or send your inquiry direct to the National Trade-Mark Company, stating that you are a reader of his journal.

Colonial Girl—No. 193,907. East Side Wholesale Grocery Co., East St. Louis, Ill. For canned vegetables, canned fruits and macaroni.

King Neb—No. 193,906. Clarence O. Dawson, Blair, Nebr. For canned vegetables.

Mizpah—No. 193,684. Sam Seelig Co., Los Angeles, Cal. For dried fruits, canned vegetables, canned olives and jams.

Bean 'Ole Beans—No. 192,228. The Van Camp Packing Co., Indianapolis, Ind. For canned beans.

Industry—No. 191,923. The Taylor Corp., Los Angeles, Cal. For canned fruits and vegetables.

A. E. F.—No. 190,224. American Economy Food Co., New York City. For canned fruits, pickles, canned vegetables, etc.

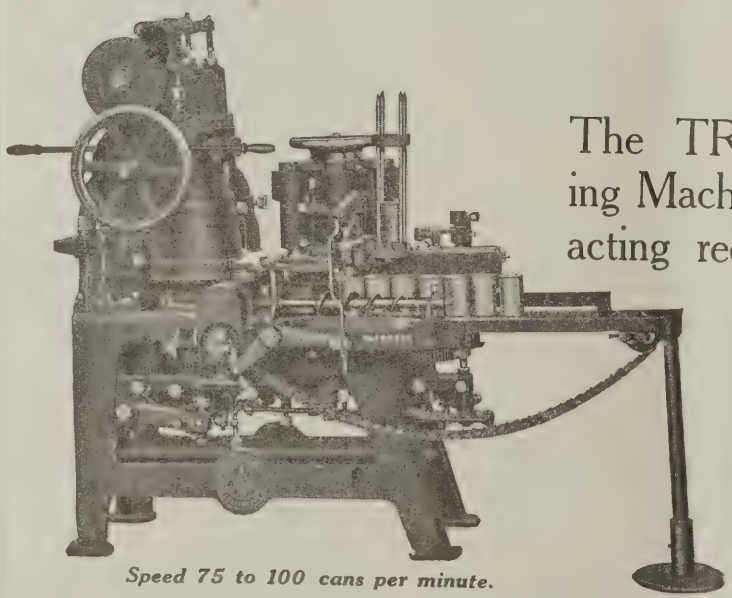
Tuberose—No. 190,200. Mebius & Drescher Co., Sacramento, Cal. For canned fruit, fruit salad, canned grape fruit, etc.

Norse Crown Canning Co., Inc.—No. 185,490. Norse Crown Canning Co., Inc., New York City. For canned sardines.

Esperia—No. 187,911. Hugh D. Capriata, New York City. For canned vegetables, fish and anchovies and pickled fish.

The Cream of the Catch.—No. 185,489. Norse Crown Canning Co., Inc., New York City. For canned sardines.

DEPENDABLE—



Speed 75 to 100 cans per minute.

The TROYER-FOX Non-Spill Closing Machines stand up under the most exacting requirements of the rush season.

The very best shut--down insurance obtainable. They keep going.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, WASH.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia

Pea Graders

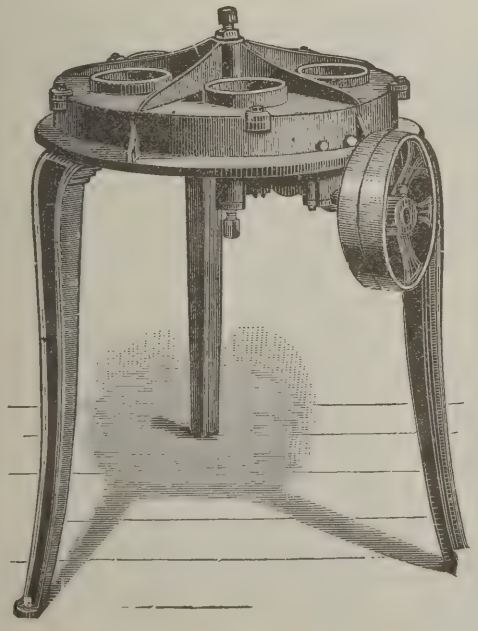
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

Seven Peaks—No. 172,536. The Idaho Canning Co., Ltd., Payette, Idaho. For vegetables.

Common Sense—No. 154,560. Hunt Bros. Packing Co., San Francisco, Cal. For canned fruits, canned fish, jellies, jams and fruit butters.

Maple Leaf—No. 175,032. John R. Thompson Co., Chicago, Ill. For coffee, jams, catsup, chili sauce and fruit preserves.

Daily Service—No. 191,922. The Taylor Corp., Los Angeles, Cal. For canned vegetables and fruits.

Suncrest—No. 192,111. Coykendall, Inc., Berkeley, Cal. For canned and dried fruits and canned vegetables.

First Call—No. 192,048. Wimberley Grocery Co., Jonesboro, Ark. For canned vegetables.

Mother's—No. 192,047. Helen F. Williams Co., Washington, D. C. For canned soups.

Portola—No. 192,385. K. Hovden Co., Monterey, Cal. For canned fish.

River Maid—No. 193,902. Cocoa Fruit Co., Cocoa, Fla. For fresh citrous fruits.

Black and Gold—No. 192,370. Fassett & Co., Tacoma, Wash. For canned berries and fruits and pork and beans.

De Luxe—No. 181,188. Hayes & Co., Inc., Boston, Mass. For canned string beans, wax beans, corn, tomatoes, peas and olives.

MRS. PIERCE—FOOD SPECIALIST

ANNE PIERCE, for the past eight years director of the New York Tribune Institute, has resigned to act independently as consultant, lecturer and special writer on the merchandising of foods and household appliances, with offices at 30 Fifth avenue, New York City.

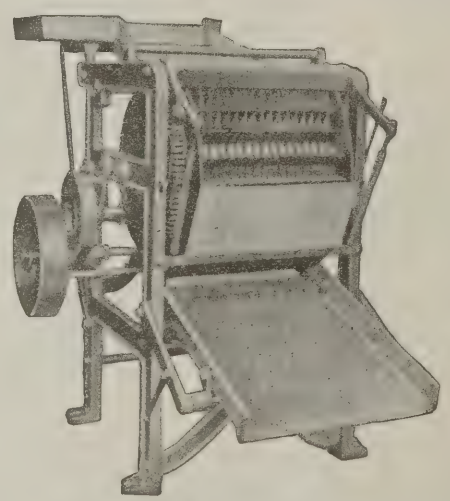
Miss Pierce was previously associated with Dr. H. W. Wiley, as assistant editor on Good Housekeeping's Bureau of Food, Sanitation and Health, and was editor of the Bureau of Chemistry, U. S. Department of Agriculture, from 1900 to 1912, during the formative period of the administration of the food law. Her series of talks on "Food for Health and Pleasure," broadcast over W J Z, the past year was extremely well received, and 12 years of editorial and testing work on foods and appliances, interpreting the manufacturer and the woman consumer to each other, and critically studying advertising copy, combined with 12 years' familiarity at close range with the national developments under the food law, constitute a background of experience that should make her services valuable to manufacturers, advertising agencies, women's organizations and publications and others interested, either from the buying or the selling angle, in the merchandising problems of the day.

INTRODUCING AUSTRALIAN FRUIT

American Consul Francis J. Dyer, Coblenz, Germany, May 9, 1924.

The British Army and Navy Stores branch in Coblenz has on sale Australian canned peaches and apricots which replace California fruit that was formerly handled by these stores. The prices of the Australian fruit are 1 shilling 2 pence for peaches and 1 shilling for apricots. This is cheaper than American canned fruit sells for here, the lowest price noticed in local stores being about 30 cents per can for peaches, and this was an exceptionally low price offered in a department store. German canned fruits are still dearer, running up to 75 cents per can, and Hawaiian pineapples sell at about 62 cents per can. The demand is good and the prices do not debar people from buying. The British stores will not accomplish much in the way of introducing Australian fruits, because they are open only to nationals of the allied nations.

LEWIS CUTTER
—FOR—
Beans, Okra, Celery, Rhubarb



Attention, Mr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build: Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.

IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2 lb. cans. Conceded to be the best; hundreds in use. Double theremometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process

MADE BY



ZASTROW MACHINE CO. INC.
1404-1410 THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JULY 7, 1924

WEEKLY REVIEW

Canners' Crops in All Sections Are in Uncertain Condition—Pea Canning Progressing—Corn Canners Say They Will Be Happy If Two-thirds of a Normal Crop and Pack Result—Black-rot in Tomatoes.

COMING THROUGH—With this week we are starting the publication of direct reports from canners on the crop conditions in their respective sections. Although this crop reporting system is almost as old as The Canning Trade, dating back to the early 80s, it is always new, since it covers the all-important feature upon which the canned foods output necessarily depends. Elsewhere we have asked co-operation in this work, and we repeat here, we would like you to take a hand in this, and to feel that in sending us frequent reports of your crop conditions and prospects, you are helping yourselves, as well as the general industry. No one canner's crop or acreage will make or break the market, but if every canner had a clear idea of crop conditions as they exist with other canners, the whole canned foods market would be improved to an extent that it is difficult to overestimate, because they would then be dealing in certainty, instead of being doubtful and subject to every claim or market maneuver attempted.

It will be seen from these reports that the crop condition is a decidedly uncertain one at this writing. Almost every section of the country has suffered from too much rain, floods, cyclones and other forms of adverse weather which have reduced prospects very materially. And yet the striking thing to our imnd is that they have been able to get such a good proportion of the crops. From the planting of peas, the earliest crop put into the ground, to tomatoes and corn, among the last at least of the staples, the growers have watched every chance and taken advantage of every opportunity to get their fields planted. There can be no interest in a crop that has not been planted, and now the consideration is as to the progress of these acres. Thus far it has not been good. In the East they are finishing their pea packs, and the total is quite satisfactory, both in quality and quantity. They had hoped for more, and expected more, before the weather troubles arrived; but since they feel quite fortunate in coming through as well as they have. The market is so badly in need of canned peas that it has absorbed what supplies have been offered, and is hungry for more. And it will continue to take peas as fast as the canners can deliver them, and always want more. There is no more chance for a surplus in peas, even after the season has been closed, and even if it proves to be a most ideal canning season all during the balance of the pea-packing time, than there is of getting dollar bills for 50 cents. And it would not be a very rash prediction to say the same thing of corn and tomatoes, string beans and some other products, basing the guess upon present crop conditions, and the cleaned-up state of the spot market. When the first snow flies, next fall, and the canners have become almost weary of dumping canned foods into the hungry maw of demand, they will still hear that demand asking for more. This is how it looks today.

TORNADOES, HAIL AND DISEASES—All the country was horrified at the terrible devastation created by the tornado in Northern Ohio, and one can only imagine what such storms do to growing crops; and yet we have had this same thing, on a smaller scale, right here in Harford County, Md., as reported by one of the canners this week. The twister blew the roof of his cannery—and it is not a small one—and badly wrecked his buildings and machinery; lightning struck and destroyed houses and barns, and the driving winds, with hail, leveled the crops that had been planted, and washed out whole areas of farmlands. He must be an incurable optimist who can brush such visitations as these aside and say: "Oh, there will be plenty of crops and good packs." It is the most topsy-turvy year we can recall, and we have been reviewing them for a good many years now.

Early in the season there began to come from the 'Shore reports of unprecedented numbers of parasites of all kinds; that the bugs and insects were eating the crops, and running wild; but we decided to wait more definite information and results before seriously considering this phase of a bad situation. There can be no question of their presence now, and on top of these has come a visitation of black-rot in tomatoes which has "scared the tomato growers stiff." And well it may, because it is fatal, and has gotten so widely spread and done so much damage already that many are plowing up their tomatoes and planting to other crops, in the hope of getting something out of their lands this season.

The "peach killer" used to be an annual joke, but there is no joke about this most recent visitation. The market jugglers are minimizing the trouble rather than magnifying it, a fact you can deduct for yourselves when you read that the Agricultural authorities speak seriously and warningly about this rot. What will it do to the tomato crop, already late and struggling against adverse conditions? No one can tell, but most canners will take no chances with it, they want to sell no more futures, and are worried about the orders now on their books. And they would be most foolish if they tried to discount this danger, and believe that they can get around it and have plenty of tomatoes when the time comes. And considering the prices at which futures are offered, they would be a kind of dunce that we do not know to classify if they took business in the face of these conditions. It is said that only well-sprayed plants have any chance against it, and that means that only Community Plant bed tomatoes have a chance to get through. If that is so, and the agricultural doctors assure us it is, there will be a heavy loss in tomato acreage from this black rot, and a heavy curtailment of the ultimate tomato crop this unfortunate season of 1924. The sentiment in the Tri-States today is not to sell another case of tomatoes, because if the bolt strikes, as it now

seems certain it will, they will be short on the futures already sold.

SUMMARY—Pea canning is ending in this section—generally referred to as the South so far as peas are concerned—and is a fair average pack of very fine quality. Indiana has about finished its pack of peas and will average up quite well. Wisconsin is just beginning and indications are better than early expected, but the danger of scalding hot weather, which would cause the peas to ripen too quickly for proper handling, is the fly in the ointment. New York State also is beginning with fair prospects as to quantity and excellent chance for qaulity if the weather holds favorable. No word from Utah as we go to press, but Utah usually comes through in good style.

Corn has been better planted than we thought possible, though some of the leading corn canning centers, like Illinois, are still busy planting. The crop has suffered badly from too much rain and cool weather. The most hopeful look for only a percentage of their early expectations.

Tomato transplanting is going on as we write, and a great amount of acreage, particularly in the Central West, has had to be replanted, and the growers are having trouble getting a good stand. Black-rot in the East is widespread and doing a great amount of damage. In all sections the weather has not only hampered the setting of the fields, but stunted and killed off the plants, and it is so late now that there is hardly any chance for a normal crop, even if the frosts hold off till very late.

Stringless and string beans have had a hard time of it this spring. The fields are ragged, uneven, with many plants missing, and diseases have been working and spreading, owing to the favorable weather for such. It will take steady, good weather to bring the crop back into shape.

THE MARKET—This has been a very short market week, nearly everywhere the week ending on Thursday afternoon, and so there was not much market to report. It is noticeable that buyers are taking more interest in all canned foods, as the news of crop damage has gotten through to their sensibilities. There are no material changes to record, but the whole list looks stronger and appears due for an advance. Detail prices will be found on their regular pages, and there is no need to repeat here. Interest today is in prospective crops and pack, rather than in market prices, for it would be a foolhardy canner who would sell at today's prices in face of conditions as now known, and the almost certain advance in prices.

ST. LOUIS MARKET

Buying Showing Improvement—Delay in Tomato Deliveries Now Almost Certain Causes Better Demand for Spots—Corn in Same Crop Condition — Many Canners Have Withdrawn All Future Offerings—Fine Quality of Early Delivered Peas—Jobbers Having Trouble Finding Fruits Wanted—Notes of Jobbers in Market.

St. Louis, July 2, 1924.

By "Missourian."

Special Correspondent "The Canning Trade."

THE MARKET—There has been a sustained demand for all spot goods here the past week. This has been caused by the late deliveries from the canning centers on account of backward planting. It has broadened the market for spot stock of both old packs as well as new, and while the buying is not heavy, it is general. Lines which have been more or less neglected have been traded in, and it shows the condition of the supplies in the hands of distributors.

Tomatoes—The lateness of the season for tomatoes has made the possibility of the disposal of spot goods later than usual. Growers in the Tri-States territory say that on account of the late settings, due to too much rain during May and June, the crop will not likely yield the usual amount of tomatoes until late, at least three weeks later than usual. Old packs are in good demand.

Corn—Corn conditions are about the same as tomatoes. Replanting had to be done, and this will make corn for packing purposes late. Growers predict all sorts of calamities and lay everything on the unseasonable weather. They are not offering freely on contract in the South and Middle West, as the crop is late and uncertain. In fact, it is said that many packers have withdrawn from the market until crops are determined. Spot standards are firm and are being substituted for fancy, as there is a scarcity of the latter. Meanwhile there is a good demand for corn.

Peas—While there has been a great deal of rain, it is said the weather has not been too warm. Most pea canners have completely booked up in their anticipated outputs, and if they have a surplus, it will result from a late packing season. Pea packing in the South is being pushed to avoid hot weather, and if this does not come too soon, the quality will be fine. Deliveries thus far show a fine quality. Wisconsin canners will start their operations this first week in July, but they fear hot weather, which will bunch the crop and make for standard quality. Meanwhile spot peas are firm and the supplies are limited.

Fruits—There is an element of doubt in the spot fruit situation. There is a general shortage in the lines that are most wanted, and jobbers have been hunting for their wants. Standard cling peaches are scarce. There is a fair demand for apricots and pears, but not so much for cherries. Offerings of new packs are attracting much attention, and forward buying is increasing. Most of the business is going to well-known packers. Out in California packing conditions are not favorable and short packs in apricots are looked for. There is a good forward demand for pears and more extensive business in pineapples.

Prices—Quotations f. o. b. at point of shipemnt.

Canned Corn—

No. 2 Fancy Crosby, Minnesota	$1.30
No. 2 Fancy Golden Bantam, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Extra Standard Evergreen, Wisconsin	1.05
No. 2 Fancy Narrow Grain, Extra Sweet, Wisconsin	1.20
No. 2 Fancy Country Gentleman, Wisconsin	1.30
No. 2 Fancy Country Gentleman, Illinois	1.35
No. 2 Extra Standard Evergreen, Illinois	1.10
No. 2 Standard Evergreen, Illinois	1.00
No. 2 Standard, Iowa	1.00
No. 2 Standard, Indiana	1.00
No. 2 Extra Standard Country Gentleman, Indiana	1.25
No. 2 Fancy Country Gentleman, Indiana	1.30

Tomatoes—

No. 2 Standard, Indiana	1.25
No. 3 Standard, Indiana	1.75
No. 10 Standard, Indiana	5.50

Peas—

Fancy No. 1 Alaska, Wisconsin	2.60
Fancy No. 2 Alaska, Wisconsin	2.20
Fancy No. 3 Alaska, Wisconsin	1.75
Extra Standard No. 2 Alaska, Wisconsin	1.90
Extra Standard No. 3 Alaska, Wisconsin	1.50
Extra Standard No. 4 Alaska, Wisconsin	1.40
Fancy No. 2 Sweet, Wisconsin	2.25
Fancy No. 3 Sweet, Wisconsin	1.90
Fancy No. 4 Sweet, Wisconsin	1.60
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	1.75
Extra Standard No. 3 Sweets, Wisconsin	1.50
Extra Standard No. 4 Sweets, Wisconsin	1.45

Notes—All the leading department stores, as well as the exclusive floor-covering houses, will be closed all day on Saturday, instead of only half a day, the usual custom during the summer months. This with the closing on Friday—Fourth of July—will give the employes a three-day continuous holiday—Friday, Saturday and Sunday.

Scruggs-Vanderwoort-Barney has a special selling of 168 domestic rugs this week; their values were secured through unusual purchasing advantages.

F. Z. Salomon, vice-president of the Famous-Barr Dry Goods Co., has purchased the estate of Samuel Plant, president of the Plant Milling Co., a magnificent omdern home in the West End, with the grounds of six acres surrounding it. It is located near the St. Louis Country Club.

The Grand Leader this week is offering Wilton and Axminster rugs at extreme price reduction.

Trorlicht-Duncker has a sale this week of an exceptional purchase of special patterns in Whittall Anglo Persian rugs, finest quality worsted Wilton rugs made, which enables them to offer many remarkable savings. The page advertisement on Sunday says: "It is an effective demonstration of Trorlicht-Duncker leadership in serving the floor-covering needs of St. Louisians, a service that the firm has been rendering year in and year out since 1863."

CALIFORNIA MARKET

Fruits Bought Well on Opening Prices—Some Prices Thought Too Low—Apricot Growers Asking Too High Prices—A Deadlock Between Apricot Growers and Canners—Trade Finds Pineapple Prices Very Acceptable—Future Tomato Prices—Peach Growers Name Fair Prices—Coast Notes.

San Francisco, July 2, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

THE MARKET—A fair volume of business has been booked on California canned fruits at the opening prices recently announced by most canning interests. These prices were about what were expected and confiramtion of orders have been quite general. Prices on some of the lower grades were under early estimates, and may possibly prove a little embarrassing to some of the smaller operators who sought business at a definite percentage below the opening prices of the larger packers. The demand so far is well scattered through the list, although it is noted by some that Bartlett pears are receiving special attention. Initial business has been heavy enough to warrant extensive purchases of canning stocks and packers are giving this their attention. A steady business out of stock is being done, and a good cleanup is being made, with but a few exceptions.

Apricots—Apricot growers in the counties around San Francisco Bay, where the bulk of this fruit is produced, have been holding their choice canning fruit at $85 a ton, this being for fruit running 12 to the pound or better, and have been asking $75 a ton for fruit running 14 to the pound. Canners consider these prices out of the question and many express the opinion that unless they secure fruit for about $50 a ton, they cannot handle it at a profit. Growers have established a pool of about 20,000 tons, but as far as can be learned no fruit has been sold at the minimum price named by them. Canners have made some purchases at $65 a ton, and the outlook is that they will secure all they need at this figure, or even less. Some members have already broken away from the pool, but others declare they will dry their fruit if they do not secure from canners the price originally set for their holdings. Apricots at $65 would be about the equivalent of 19 cents a pound for the dried product, and this price, of course, is out of the question. Canners realize that the drought is working against large sizes and are disposed to be lenient in grading, planning to accept sizes they would not handle in average seasons. The dry spell has tended to check the inroads of the brown rot and apricots promise to be cleaner and of better color than usual. Last year growers were disappointed with the prices received for their crop, but canners contend that they made no profit on this fruit, despite the comparatively low prices received by them. Some packers voluntarily paid growers an advance of $10 a ton after the season had ended, so that the losses of the latter were not as heavy as was figured at first. Canners feel that in offering $65 a ton for No. 1 fruit and $35 for No. 2, they are giving growers a square deal.

Pineapple—The opening prices named on Hawaiian canned pineapple have proved very acceptable to the trade, and not only have confirmations of orders been general, but re-orders have already commenced to come in. Large buying interests have come through with orders in splendid shape, and pineapple packers are highly pleased with the showing made to date. The outlook is for a heavier pack than for several years, with fruit running to better sizes.

Tomatoes—Under the date of June 23 opening prices were announced on tomatoes by the California Packing Corporation, as follows:

Del Monte Brand Solid Pack Tomatoes—No. 2½, $1.50; No. 2 tall tins, $1.20; No. 1 tall tins, $1.00; No. 10, $4.75.

Tomatoes with Puree from Trimmings—No. 2½, $1.15; No. 2 tall tins, 95c; No. 1 tall tins, 80c; No. 10, $3.50.

Tomato Puree—No. 10 tins, Del Monte Brand, $4.10; No. 10 tins, Winner Brand, $3.35.

Del Monte Brand Tomato Catsup—Half pint bottles, $1.45; pint bottles, $1.95; No. 10 tins, $7.50.

Del Monte Brand Tomato Sauce—Buffet tins, 50c.

Standard Tomato Catsup—No. 10 tins, $6.00.

Peaches—The buying of peaches for canning is in full swing, the prices set by growers having been considered satisfactory by canners in general. These are: Clings, No. 1, 2⅜ inches and up, $45 a ton; No. 2 clings, 2⅛ to 2⅜ inches, $35; Lovell freestones, 2/38 inches and up, $25 a ton, and other freestones $20 a ton.

Coast Notes—Libby, McNeill & Libby have announced opening prices on their general line of fruits which closely follow those of other large interests. Its prices on fruits for salad are: No. 2½s, $3.75; No. 2s, $2.75; No. 1s, $2.20, and No 10s, $12.50.

The pack of apricots in Southern California this season promises to be quite light, owing to unsatisfactory crop conditions and the resulting small size of the fruit. Several canneries will not open for the season, owing to the failure of the peach crop, and the apricots that would ordinarily have been handled by them will be dried.

Quite a heavy demand for loganberries for canning purposes has developed in the San Francisco market. Packers who usually put up most of their pack in Oregon are buying here, owing to the scarcity of berries in the Northwest.

J. D. Leonard and W. H. Matheny, of the Carnation Milk Co., Seattle, Wash., were recent visitors at San Francisco.

A. H. Myer, of San Francisco, a member of the staff of the California Packing Corporation, although 72 years of age, recently won Camp Curry's annual prize waltz at Yosemite Valley for the third consecutive year.

Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Baltimore, Md., June 23, 1924—I just returned on Saturday from a swing over the 'Shore, and found conditions about as follows: There seems to be a prolific growth of wheat and weeds. Corn is coming along nicely, and the Delaware fruit is filling well and taking on an attractive hue. Apples, pears and peaches will probably be plentiful. The pea situation is rather unusual. Some canners were about finishing up about the middle of the week, while others less than 15 miles distant were just starting. In the low lands the peas were often rotted out by the excessive rainfall of May and early June; but this was more than compensated for by the luxuriant growth in other patches. On the whole, the pack will be an average one of good quality, and Delaware can once more hold forth as a successful pea-packing State.

The patches of stringless beans were few and far between; most of the plants were small, many having just been set out. One canner reported blossoms on his vines, but even that means a late start.

On Saturday about three-quarters of the tomatoes had been set, and probably all will be out in the field by the end of the present week. In many places cut worms and potato bugs were playing havoc with the plants, while in other sections black rot was making itself manifest. It is difficult to see, in light of all of these reverses, how there can be any August tomatoes for the canners. The crop is very late, and a late crop in ordinary years is a light crop. If tomatoes are to be had at all, it looks as if those canny canners who have not sold low-priced futures might make some money.

Perryman, Md., July 2, 1924—Tomatoes. Crop conditions are bad, too much water. Potato bugs have cleaned up all the early setting; in some patches this has been repeated three times. Some of our growers are just setting plants for the first time, the latest we ever knew. The plants do not look right. Upon close examination we find that about 10 per cent of the plants in our own fields are affected by the black stem rot. This is fatal. On the 25th instant we were visited by a cyclone, which did considerable damage to tomato plants by beating them into the mud and breaking a great many of them entirely off.

This same storm unroofed our canning house and blew down the boiler smokestack and skinning room, damaging the machinery and shafting.

We cannot see a bright spot in the tomato business around this section for the coming pack. It is now about July 4th, and one will have to look very well to see a row of tomato plants across the filed. The situation is about as discouraging as can be.

Munday Point, Va., July 1, 1924—Tomatoes. A short crop in this section. A smaller acreage and because of continuous rains present indications point to a curtailed yield; the fruit is bound to be poor in color and quality.

Jeffersonville, Ind., June 30, 1924—Tomatoes. Only have 75 per cent of acreage out. Will be at least three weeks late. Growing conditions good. Plenty of moisture.

Crothersville, Ind., June 30, 1924—Conditions at this time are good. Late two to three weeks. Rains still preventing proper cultivation. Ninety per cent of last year. Cannot pass an estimate on prospective yield as yet. Our packing season will not start for at least five or six weeks. Must have very favorable season from now on or pack will be far short of normal.

Eureka, Ill., June 30, 1924—Peas. Have operated less than half time the past week because of excessive rains throughout the week and tornado Saturday morning. Sweets are damaged, but will make fair crop.

Corn. Late, cold spring delayed plantings and crop is late and stunted. Probably will have late packing season and light yield.

Fremont, Mich., June 28, 1924—Strawberries are starting to come in, and we hope to have a good crop of quality fruit.

The cherry crop in Michigan will not come up to the early estimates. It was the general opinion that the frosts of a few weeks ago had done no damage, but since having a little warm weather the early prospects for a bumper crop have changed to a prospect of a little less than an average crop.

Downing Gooseberries. Some frost damage to these is apparent. The crop in this section will unquestionably be slightly less than the average.

Alaska Peas. Although our acreage is small, the crop looks fine, and we anticipate a small surplus of fancy No. 1s and No. 2s.

Lima Beans. A good share of the early plantings have been a complete loss.

Marshalltown, Iowa, June 30, 1924—Corn. Condition 60 per cent of normal. Poor stand and continued cool weather. While acreage is large, do not expect full normal pack.

Tomatoes. Stand good, but growth has been at standstill for past two weeks.

Central, Ill., June 30, 1924—Corn. The season is two weeks late. Have not yet finished planting. Corn already planted is ragged stand and very weedy, due to rains keeping us out of the fields. If we could be assured of two-thirds of normal yield, would fell very good about it. Acreage slightly larger than normal. Much danger of frost getting a lot of the corn this fall.

Frederick County, Md., July 1, 1924—Sweet Corn. Planting was at least two weeks late starting on account of cold, rainy weather. A few plots not yet planted this date, while in past years our acreage has all been in ground by June 10th. With favorable growing conditions, corn will all mature at once, and the packing season promises to be a rush, and a short one, unless we have a late fall. Yield as compared with previous years will depend entirely upon growing conditions between now and the middle of September. Have some acreage signed up on last year.

Ladoga, Ind., July 1, 1924—Tomatoes. Tomato crop was out two to three weeks late, but the weather until yesterday is extremely unfavorable for growing. The crop as it stands now is about two weeks late, which will take extremely favorable weather to make average crop.

Corn. The season has been more unfavorable for corn than for tomatoes. We have had so much rainy weather. In lots of fields the weeds are higher than the corn. It looks impossible at this time to put up anything near as much corn as we packed last year. Like tomatoes, it will take extremely favorable weather to bring this corn crop out.

Spot Stocks Canned Foods. Spot stocks of all canned foods are the lowest we have seen in twenty years.

Another pest is announced by the daily papers:

ARMY WORMS CAUSING HAVOC IN MIDDLE WEST

Chicago, July 1—Immense destruction of crops continue in the Mid-West through invasion of the army worn. Ohio, Indiana, Illinois and Iowa are now under attack. Half the counties in Illinois are overrun by the pests.

The heaviest damage in Illinois has been in the northern half of the State, where entire fields of corn and grass have been wiped out within a few hours. In several instances 20 acres of corn and 40 acres of timothy meadow have gone down the throats of the army worms in one night. The fields have been alive with the worms. Squirming, wriggling masses of these pests appear in the fields like magic, forming almost a solid carpet over the ground.

Warnings sent out by W. P. Flint, Urban, Ill., State entomologist, has caused farmers to cease crop culture and fight the worms with poisonous solution and trench digging.

Calcium Cyanide for Chinch-Bug Control.

(*Continued from page 14*)

Table 1: Effectiveness of Various Amounts and Forms of Calcium Cyanide Used Alone in the Furrow as Chinch-Bug Barriers.

Form	Amount used on each rod of barrier	Number of tests	Average time during which 90 per cent of bugs were killed	Variation in time during which 90 per cent bugs were killed
	Lbs.		Hours	Hours
Flakes.....	4	3	8¾	3 to 20
Flakes.....	2	3	8½	1 to 17
Flakes.....	1	18	4	½ to 15
Flakes.....	½	15	1½	½ to 5½
Flakes.....	¼	17	1¼	¼ to 4
Flakes.....	⅛	4	¾	¼ to 1½
Granular...	2	3	4¾	1 to 10
Granular...	1	15	3¼	½ to 17
Granular...	½	12	1¾	½ to 5
Granular...	¼	13	1½	½ to 6
Dust, pure..	4	1	5	.....
Dust, pure..	2	1	5	.....
Dust, pure..	1	13	3½	1 to 5
Dust, pure..	½	11	2½	½ to 6
Dust, pure..	¼	10	1¼	½ to 3
Dust, pure..	⅛	5	¾	½ to 1

On still, damp days on-half to one-fourth pound of flakes, granules or dust of calcium to a rod makes an ideal barrier in a furrow five to seven inches deep. The cyanide should be applied on the furrow bottom at the point farthest from the grain stubble. The bugs are then forced to climb up the steep side of the furrow directly above the cyanide, and as a result their movements are slowed up. Thus they are exposed to the gas for a longer time than when the cyanide is placed in the middle of the furrow or along the side down which they tumble in leaving the stubble.

As may be seen from Table 1, where one-fourth to one-half pound of calcium cyanide per rod was used, it was in some cases effective for as long as six hours. Under such conditions, the cyanide applied at 1.00 o'clock could be depended upon to kill 90 per cent of all the bugs attempting to leave the field during the afternoon. In other cases, the same amount of cyanide applied in the same way and in the same places were effective only for fifteen to thirty minutes; that is, it would be necessary to make three to five applications to maintain an effective barrier during an afternoon.

Used at the rate of one-fourth of a pound per rod, an amount of calcium cyanide sufficient to maintain a barrier a quarter of a mile long would cost $4 a day. This figure is based on a price of 20 cents per pound for the cyanide delivered at the farmer's shipping point. For a fourteen-day migration period, material for a quarter mile of barrier would cost $56. The experiments show that on a number of days two or three times this amount of cyanide would have to be used; therefore one can hardly count on maintaining an effective barrier for the season at less than $70 to $75 for each quarter mile. This is nearly three times the expense of killing the bugs with a combination of creosote and calcium cyanide, or nearly ten times the cost of maintaining a creosote barrier.

Because of the great variation in the results of experiments made to date, definite recommendations

for the use of cyanide alone as a barrier cannot be made at this time. During the past season work similar to that done in Illinois has been carried on in Kansas, Missouri and Indiana. Rather favorable results have been obtained with the barriers in Missouri. The results in Kansas and Indiana compare very closely with those obtained in Illinois. Judging from all the tests made, it may be said that a chinch-bug barrier can be maintained by the use of calcium cyanide alone, but that the expense of maintaining such a barrier is so great as to make it unpractical except for the protection of a very valuable crop, such as seed corn.

Of the different forms of calcium cyanide tried for barrier work, the dust has, on the whole, given the best results, mainly because of its physical character. The small particles afford unstable footing for the bugs when they attempt to cross the line. This retards their movement, and they are exposed to the gas for a considerably longer time than when trying to cross a line of flakes or granules. These coarser forms of the cyanide evolve the gas more slowly than the dust, and do not greatly retard the movements of the bugs. On the other hand, when the soil is very damp, the dust gives off its gas so rapidly that it soon weakens, and does not continue to kill over a very long period. Under such conditions the coarser forms of cyanide are to be preferred.

How to Handle Calcium Cyanide—Caution is necessary in handling calcium cyanide. The gas given off from this material is one of the most deadly known. However, the calcium cyanide used for chinch-bug control is comparatively weak in hydrocyanic acid gas, and if one is careful not to get his head directly over the container, or to breathe in the dust or the fumes of the freshly opened cans, there is little danger. There is apparently very little hazard in handling the material in the open air if one keeps on the windward side of the container. The writers have worked with it for the past two seasons, and have purposely tested the effects upon themselves in a number of different ways. Occasionally when enough of the dust was breathed into the nostrils, particularly when the distributing utensils were being filled from the larger cans in which the material was shipped, a severe headache was caused. This discomfort disappeared after an hour or two in the open air; but one must be careful at all times. Cyanide should not be left in the field or around buildings where children or farm animals might possibly reach it. Fowls that have access to it sometimes pick up the flakes or granules, with fatal results.

WHAT THE BROKERS SAY

Wausau, Wis., June 28, 1924.

One or two factories are making trial runs today or tomorrow. However, very few peas will be packed before the end of next week, or the first of the week following, and a lot of canners will not get started until July 10 to 15; and a few, perhaps, not before July 20.

Unless the improbable happens, and the cool weather continues throughout the summer, this pack will have to be handled in three or four weeks, instead of the ordinary season of six or seven weeks. Taking into consideration the big acreage and present indications for an enormous yield, few canners have the capacity to do this without sacrificing quality. Of course, a lot of things could happen; lice, a few days hot wind, blight, drought, excessive rains, hail, etc., which would curtail production. No doubt, plenty will happen in certain sections, but we do not anticipate that the crop, generally, will be damaged enough to relieve congestion in the factories during the canning season.

Basing our opinion on the foregoing, we are lead to the belief that fancy peas will be scarce, and that prices will advance with the pack. If this proves true, naturally, there will be a larger percentage of the lower grades, possibly both extra standards and standards—we hope no sub-standards—and perhaps lower prices on these grades.

We would like to have you and some of your buyers visit us during the pack. We have the facilities for showing you around. If inconvenient for you to come to Wausau, we will gladly meet you at Milwaukee or any other point you suggest. If you want to make it a vacation—while we can't do much vacationing with you—we can arrange that, too; golf, fishing or anything you want. Just give us a little advance notice please, advising us how many in your party.

GROCERS SUPPLY COMPANY.

Baltimore, Md., June 28th, 1924.

The simple word rain has taken on an ominous aspect in this section of the country. After thirty days of continuous rain, which was much more than was needed, the crops of tomatoes, corn and stringless beans, the Tri-States territory was further deluged three times this week to the misery of the growers and canners alike. At the close of business this week the prices of these three staples are firmer than at any time this season, and in some cases they have been advanced or withdrawn, according to the courage of the canner. Today's quotations are based on a better-than-average yield from the prospective acreage, most of which is yet to be planted or replanted, as the case may be—quite four weeks behind schedule, and a number of things can happen to upset all plans and expectations before the goods are in the cans. We have never seen these crops fail 100 per cent., although dire things were predicted at various times as a result of too much rain and a frost or two, not to mention the bug families and fashionable diseases of the roots and vines, and a famine is not expected this year. Viewed from any angle, however, it appears to be quite safe to buy futures tomatoes, corn and stringless beans at today's prices.

Spot tomatoes continue to be active in carlots and less, particularly the No. 2 cans, to cover requirements during July and August. The visible supply has been largely reduced by the steady drain and there will be no carrry-over, unless some belated holders fail to take advantage of the opportunity to unload. Shipments can be made quickly on hurry-up orders, and some will have prompt attention when received.

The canning of peas is going on merrily, and the quality was never better. Contrary to the usual experience, our canners are securing a high percentage of the smaller sieves, and in consequence, the offerings of No. 4 and No. 5 sieves will likely be more restricted than was expected.

In other spot vegetables, crushed corn was the chief performer this week. The prices of the various grades advanced under active buying and it looks like a firmer market is in the making, if not higher prices. Buy corn now if you have not enough to see you through until September 1st. The demand for stringless beans, string beans, spinach, sauer kraut and the balance of the lines was limited to the usual daily run of orders that filter through at this time of the year. Spot sweet potatoes are about sold out. The prices for future potatoes seem especially attractive. Look them up and you will have no regrets.

There was not much activity in fruits this week, excepting cold processed strawberries, which were fairly active. This item is lightly held and prices are firmer. We can ship quickly new blackberries, gooseberries, cherries, rhubarb, strawberries and piineapples. Pears are nearly sold out. Apples did not attract attention.

There is little doing in cove oysters, herring roe or crushed oyster shells.

THOMAS J. MEEHAN & CO.

DECIDE LEGAL LABELING FOR FRUIT AND PECTIN PRODUCTS.

U. S. Department of Agriculture Press Service.

June 27, 1924.

HOW to label fruit products of the general character of preserves and jams in which pectin is used is outlined in a letter just mailed to manufacturers by Dr. C. A. Browne, Acting Chief of the Bureau of Chemistry, United States Department of

Agriculture, which is charged with the enforcement of the Federal Food and Drugs Act.

The text of the letter follows:

The Bureau of Chemistry in the enforcement of the Federal food and drugs act has recently given extensive attention to products of the general character of preserves and jams in which pectin or pectinous solution is used and which contain less fruit and more sugar than is required by the department's definitions and standards for jam and preserve, which define these articles as containing not less than 45 pounds of fruit to each 55 pounds of sugar. A hearing was accorded the trade on this matter on April 16, 1924, and the views of the industry were very thoroughly presented. Every effort has been made to secure additional information on the subject.

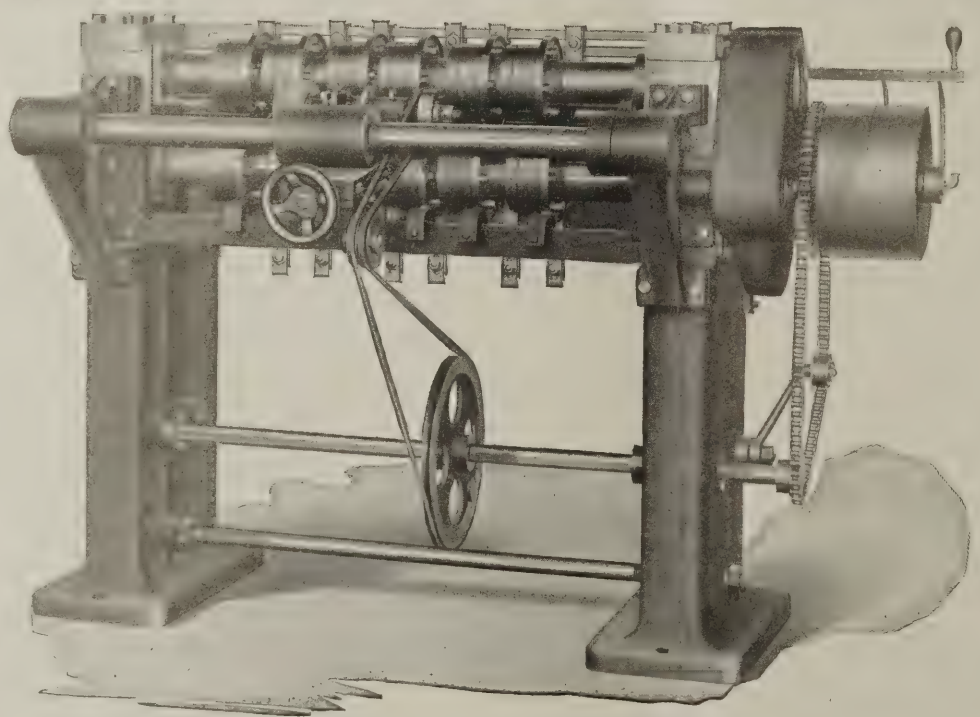
These products are not entitled to the unqualified name "Jam" or "Preserve" since they do not conform to the definitions and standards for jam and preserve. No definitions and standard has been formulated for them by the Jonit Committee on Definitions and Standards which origiinates the definitions and standards employed by the department in the enforcement of the food and drugs act. Pending the possible formulation by the committee of a standard for these articles, and without prejudice to such modification of labeling as may be required thereby, the bureau will take no action on the ground of deficiency in fruit against products made from less than 45 but more than 25 pounds of fruit to each 55 pounds of sugar, containing pectin or pectinous solution as a material substitute for fruit and concentrated to the normal consistency of a preserve or jam, if they are designated—"Compound Pectin, Sugar and Strawberry (or other fruit) Preserve (or Jam) Prepared from: ....per cent. Pectin Solution, ...per cent. Sugar and .....per cent. Strawberrry (or other fruit)."

The expression "Compound Pectin, Sugar and Strawberry (or other fruit) Preserve (or Jam)" should be in type of the same size and prominence and on a uniform background. The declaration of percentage composition should follow without intervening descriptive matter and should be made in type of sufficient prominence to be readily legible. The words of this statement should likewise be given in type of uniform size and prominence and on a uniform background.

The words "Pectin" and "Pectin Solution" as used in this label are applicable to pectin solution, dry pectin, apple pomace extract, extract of evaporated apple products, fresh apple extract and any other source of added pectin, and there should be included in the percentage the kettle batch. There will of course be no objection to substituting for the words "Pectin" and "Pectin Solution" the specific name of the ingredent that has been employed, as, for example, "Evaporated Apple Products Extract." The requirements of the Federal food and drugs act governing the labeling of compounds will not be regarded as having been met unless there are inserted in the declaration of ingredients the percentages of pectin solution, sugar and fruit used in preparing the product. The presence of added acid when used either directly or as an ingredient of pectin solution should be clearly declared by a supplementary label statement.

Products of the composition described above, which contain added color, or products containing less than 25 parts of fruit to each 55 parts of sugar, with pectin solution and with or without added color, are regarded as imitation jam or imitation preserves and should be labeled plainly as such with an additional statement of those ingredients, including artificial color, acid and pectin, which give to the articles their imitation character.

No. 2 Slitter with Cutter Grinder Attachment



ACCURATE

Heavily
Constructed
Bronze
Bearing Boxes
Reversible
Cutters
Large Diameter
Shafts

Special arrangement of boxes permits quick removal of either shaft without disturbing the other.

Guaranteed to give eminent satisfaction.

Further particulars on request

McDONALD MACHINE COMPANY

Manufacturers of AUTOMATIC and HAND FEED PRESSES, CAN MAKING MACHINERY, DIES, ETC.

7600 South Racine Avenue, Chicago, Illinois



TRY THIS!

If you will try

FRANKLIN FRUIT POWDERED SUGAR

you will use no other. It is more readily soluble than other sugars and produces a clear syrup. Write for a sample.

***The* Franklin Sugar Refining Company**

PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

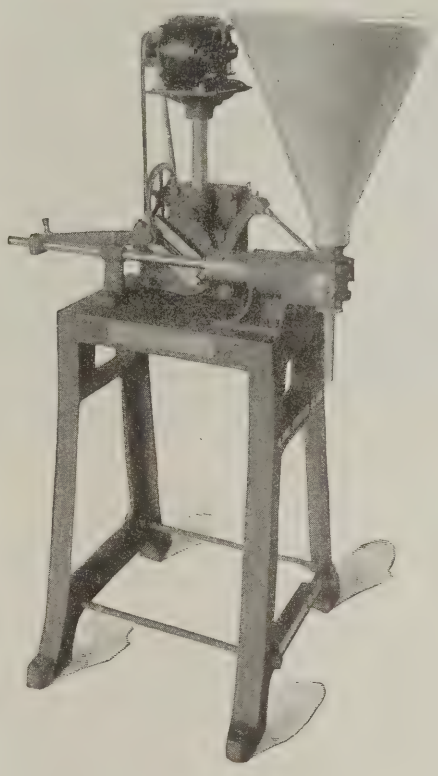
It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— Manufactured by —

Dewey & Almy Chemical Co.

CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.



Mono - Piston Filling Machine

for Mustard - Salad Dressing, Mayonnaise, etc.

A wonderful little machine that admirably fulfills the need for a satisfactory filler, of moderate price, for the above products.

It fills a solid pack from the bottom up.

Quickly adjusted for different size containers and readily cleaned for different products.

It is a precision filler of minute accuracy and this accuracy is *permanent* regardless of wear.

Made of monel metal.

Write for full details.

The Karl Kiefer Machine Co.

Cincinnati, O.



Are people familiar with your brand?

Goods well displayed are half sold, and actual tests prove that good looking counter displays (silent salesmen) will positively increase sales.

How many brands of Canned Foods are actually called for by name? And isn't it true that crowded shelves confuse the purchaser so that the grocer's suggestions are usually accepted.

Why not let people become familiar with your label and ask for your brand by name? An attractive counter display will bring your can off the shelf down on the counter where it can be seen by everyone entering the store.

We have made a study of this subject and originated some particulary successful displays. May we plan one for you?

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SMILE AWHILE

THAT'S WHERE IT'S NEEDED

Binks, proprietor of a trucking establishment, advertised that he needed a "good, steady worker," and a diminutive Negro youth showed up. Binks looked him over.

"You don't look very strong," he commented, doubtfully.

"Ah thought yo' said yo' wanted a steady wukkah?" said the youth.

"So I did."

"Den dat's me. Ah's a tight-rope walkah."

FIRED HIM

Hank—My brother sure was a dumb guy.

Frank—How's that?

Hank—Why, they had to burn down the school house to get him out of the first grade.—Sun Dial. —

SURE-FIRE

Flora—Do you think the new show will be a hit?"

Dora—Sure it will. Why, even the leading lady blushes when she rehearses her part.

FORCING THE SUBJECT

He (over the phone)—What time are you expecting me?

She (icily)—I'm not expecting you at all.

He—Then I'll surprise you.—Awgwan.

THE MODERN VERSION

"Hey, Jimmie, why wasn't you at school yest'day? Was you sick?"

"Course I was sick."

"Sick abed?"

"Naw! Sick aschool."

KEEPING TRAINING

Captain on Rifle Range—How in the devil have you made four straight hits? Your range is 100 yards and your sight is set at 600.

Willie Hoppe—See that little stone about half way up there? Well, I'm banking 'em off that.—Froth.

SQUELCHED

"Where are you going,
My pretty miss,"
He asked, "on a day
As bright as this?"
She looked him over;
He heard her say:
"Sir, I am going
The other way." —E. D. K.

REFUSAL IMPOSSIBLE

The Hiwires, circus performers, were at the top of their trapeze, and the Mrs. was holding her husband in midair.

"Now, dear," she said, softly, down to him, "can I have that new gown?"

"I—er—I am not in a position to say, darling," he replied.

TRY THIS ON MANG

Coach—Why didn't you turn out for track practice yesterday?

Lusty Lunged Lew—I had a date, sir.

"Had a date, did you?"

"Yes, sir, but I didn't break training. A miss is as good as a mile, you know."—Flamingo.

HOPES DEFERRED

They were on their honeymoon trip in the mountains, and the bride's mother had insisted on accompanying the otherwise happy couple. Suddenly the groom let out a yell.

"Phyllis! Phyllis!" he shouted. "Your mother has fallen over a cliff!"

"Heavens!" screamed the young woman. "Is she badly hurt?"

"Not yet. She hasn't stopped!"

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor
107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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Vol. 47 BALTIMORE, JULY 14, 1924 No. 47

EDITORIALS

JOTTINGS—Was ever there a season like this?

* * * *

"Old stuff," you reply, "we have just had the same things happen year in and year out, and they'll keep on happening as long as canners try to 'conserve the surplus of Nature in the days of plenty for the bleak days of want,' or, as Ralph Crary says, 'Caching the summer's surplus for the winter's wants.'" May be so, may be so; but it has seemed to us this spring that old Dame Nature, as she attempted to carry water to the dry places, was mighty unsteady on her feet, and tripped more frequently than we ever saw her do before, spilling whole bucketfuls, in the way of cloud-bursts, in all manner of places.

For instance, on July 8th, as we sat comfortably in a B. & O. R. R. smoker on our way to the neckropolis of the country—for Washington is dead with Congress adjourned—we could not help but note the drenched condition of that kitchen garden of Baltimore, Anne Arundel county; saw the straggling fields of stringless beans, uneven, yellow and washed out; tomato fields which were but half the height they should have been, and in all sizes of the imagination. And though it was raining quietly, as it does most of the time this season, it would seem, we noticed culverts under the roadbed gulching forth veritable torrents of muddy water, like the rapids of Niagara, and suddenly this "flyer" on this Metropolitan branch of the oldest railroad in America slowed down and stopped. And we found ourselves at Montevideo Station, with a raging stream at our right and another at our left, and as we looked up the track for a mile and a half to Jessups, Md., all the tracks were under water, and instead of a railroad we saw a river where there was never a river before, whirling refuse of every kind, including great logs, and tearing out embankments. And there we sat, the trains both ways stalled, for an hour and a half, until the sudden flood subsided. And the occurrence is so common this summer that the daily papers do not even make mention of it.

And so we fell to thinking: Crops more sickly looking than we can ever recall seeing them before at this time of the year, from three weeks to a month late, and not only here, but apparently in almost every heavy cannery crop section of the country; the Shore crying out not only of too much water, but of bugs and black rot. Stocks of old canned foods gone; the biggest Canned Foods Week on record to break forth on the public this November; no carry-over this season; reduced crops and reduced packs inevitable, unless a miracle happens; and yet some canners continue to sell "futures" at close to cost! Evidently they expect this miracle.

Is it any wonder we felt "at sea" with water all around us and such thoughts bothering us for a sensible answer?

* * * *

"No. 3 tomatoes are a thing of the past; the people don't want them, and that's why they are not advancing in price," said one of the oldest canners and operators in these goods the other day. "They are so well cleaned up that they should advance," we replied. "There are enough of them to keep the market going," he answered. "How many cases are there, for they are all here in Maryland?" we asked, and he answered, "Possibly 500,000 cases all told." "Why, it takes a million to a million and a half cases per month to supply the normal market demand, and you have nearly two months before any amount of new tomatoes can be packed," we answered. "Not any more," he answered; "they don't want the No. 3's; they want No. 2's."

If 500,000 cases of spot No. 3 tomatoes represents the total spot supply of that size—and personally we regard that figure as large rather than small—and the market does not advance before new tomatoes can be canned, then all our old-time market "dope" will have to be thrown into the waste basket, and we will have to find a new way to gauge the market. We believe the trouble is that there have been numerous "rumors" about big blocks of No. 3's being held; and that much has been made of these phantom holdings, for in fact they do not exist. If there were a few good bites, instead of the nibbling which the market is doing, there would be a different story to tell, we feel sure. But whoever heard of the market on tomatoes being cleaned down to a bare half-million cases a full

month before new packing time? There may have been rumors, but never before in fact, as it is today.

* * * *

"Tomatoes the unknown quantity," and "tomatoes can perform wonders with a little encouragement from Nature," are two expressions used in our crop reports this week by one of the oldest and most experienced tomato canners on the "Shore." To all of which we say "Amen," but the tomato canners, and particularly of that section, are all too prone to accept in advance the "wonders," and leave no room at all for possible failure. At least, they seem to act that way when selling—they discount everything but a whopping big pack. They sell against that as a certainty. It's all wrong, and they ought to wise up to it. This season, at least.

* * * *

Some of the supply men complain that many of the canners are slow in ordering, waiting, apparently, until the last moment before placing orders for the necessary supplies. This is all wrong, and if they get caught without them they will have no one to blame but themselves. And you bet they won't blame themselves. They'll cuss out the supply man, and they will have no right to do so. The supply men want to have everything in your hands for a good start and no delays. The season is not far off now; get busy and see what you need.

* * * *

Wouldn't it be grand and glorious to have the Cincinnati Convention and big Machinery Show extend over an indefinite period, like the Democratic circus in New York city? It would not!

* * * *

How many canners or others connected with this industry were delegates or alternates at Cleveland and New York? The industry would like to know, and we would be glad to give them the credit and honor due them. Speak up, let's hear from you.

* * * *

Up in Wisconsin there is a merry war on between the various brokerage interests to entertain the visiting jobbers and buyers, inviting them to come to Wisconsin and be driven over the State in the brokers' autos, visiting the canneries while in operation, and be the guests of the brokers. It is a new wrinkle, and our idea of a good holiday would be to have these rich and influential brokers take us as their guests, house us, carry us over the State, hither and yon, in comfortable, high-powered cars, and then, having completed the interesting round of canneries, deposit us on "Thom" Scott's palatial yacht for the etceteras and further entertainment. It is almost tempting enough to make us wish to be a jobber—almost, but not quite.

* * * *

Someone recently said that the trouble with the present times is that there is too much pleasure, too much playing, golfing, etc., and not enough serious-minded business. Well, if there is anything the matter with the times, and we do not admit it, and if anyone wants to be serious-minded in this blistering hot weather, let him go to it. We would like to have that famous book, that once famous jug of wine, and "thou," dear reader, on the shores of a breezy cove, with water lapping at our feet, and the present troubles of the times could go hang—until the cannery whistle blows.

SARDINE PRICES SET AT $10.00 PER HOGSHEAD

By Department of Commerce, Food Division

AN agreement has been made between the sardine canners and the wiermen that $10.00 per hogshead shall be the standard price for fresh herring on the coast of New Brunswick, according to a report just received in the Department of Commerce from the American Consul at St. Stephen, N. B. It will be remembered that as the result of the drastic cut to $6.00 made by the canners, the Dominion Government imposed a tariff of $10.00 per hogshead on fresh herring exported from Canada at a price less than $10.00 per hogshead, and those who sold below the minimum price were held to have violated their contract. The price as now agreed upon is satisfactory to both the wiermen and the canners, and all of the canneries will at once resume operations to the full capacity of the plants.

WILLISON-EARLE CO. SEPARATE

Being owners of 100 per cent of the stock of the Willison-Earle Co. (a corporation), Clarksburg, W. Va., we have mutually agreed to dissolve that corporation as soon as possible, and on and after July 1st, 1924, we will operate separately as follows: The Blair Willison Co., Clarksburg, W. Va., doing a general merchandise brokerage business, and the Guy H. Earle Co., Clarksburg, W. Va., doing a general flour, grain and feed brokerage business.

Attention is called to the fact that for the past 22 years T. Blair Willison has been in active charge of the merchandise department and Guy H. Earle in charge of the flour, grain and feed department of the Willison-Earle Co., and that each are continuing to operate in their respective lines with their same organizations, hence the same efficient service will be rendered as in the past.

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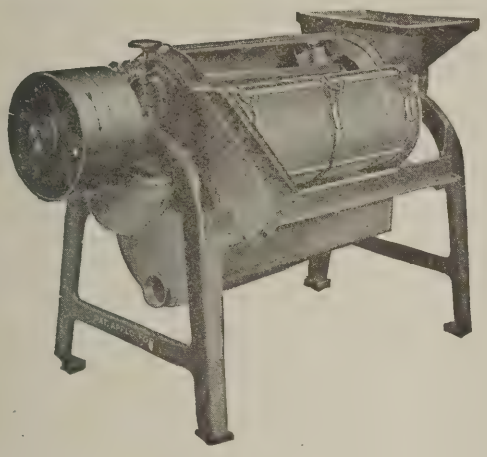
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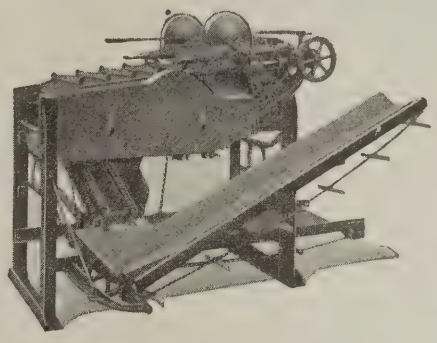
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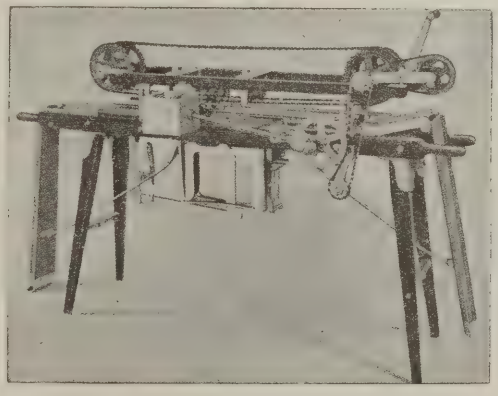
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Morral, Ohio.

Common Pests of Field and Garden Crops

By R. H. PETTIT

of the Agricultural Experiment Station Michigan Agricultural College

GRASSHOPPERS.

Melanoplus fumur-rubrum, M. atlanis and Camnula pellucida.

These three species of grasshoppers are always with us. Sometimes only a few are present, but there are enough to multiply quickly whenever weather conditions or the absence of natural enemies produce favorable conditions. Their ability to destroy all sorts of crops is too well known to need comment.

In Northern Michigan we find conditions just suited to their needs, sometimes resulting in infestations of great size, followed by periods marked by almost negligible quantities of the pests. The existence of large areas of "wild land," which has not yet been brought under cultivation, furnishes a suitable place for the hoppers to multiply during the production of a "wave."

The grasshoppers under discussion lay their eggs in the soil, choosing sod land, where it is to be found, and each female may deposit several pods of eggs, each pod containing a score or two of eggs. The eggs hatch out in the spring, and the hoppers live and feed until fall. The number deposited in an acre of "slash" is almost unbelievable. The writer has counted thousands to a square foot of sod.

If the grasshoppers are left to nature, their destruction is certain enough, but too slow to be of much aid to the farmer. Eventually blister-beetles, whose larvae feed in the pods of eggs, will bring them down, and bee-flies (Bombylids) will do their share; also the tiny red mites which are found clinging near the bases of their wings help to weaken the hoppers. Besides these, hair-snakes appear and feed inside the body-cavity, resulting in the death of the grasshopper. In fact, these hair-snakes did very valuable service in destroying grasshoppers* in the recent outbreak in the Upper Peninsula, a teacupful of grasshoppers yielding half a teacupful of the tangled, thread-like hair-snakes. Wild birds, skunks, shrews, turkeys, and even fish feed freely on the pests, but all in all they are too slow to help very greatly during periods of severe infestation.

It is a well-known fact that grasshoppers like salty deposits. A sweet-grimed jumper or sweater is likely to be eaten if left in the harvest field for any length of time, and hoppers will gnaw salty binder twine and fork handles where perspiration has dried.

We, therefore, add a little salt (not too much) to sawdust, poison it, and broadcast it where the pests can find it in their wanderings. In order to make this bait more attractive, we add a little amyl acetate (banana oil) and perhaps a little molasses, both of which pay for themselves in making the bait more effective.

Formula.

1 bushel hardwood sawdust, ¾ to 1 pound salt, 1 pound white arsenic or paris green, or, best of all, 1 pound of arsenite of soda (not arsenate of lead); 3 ounces banana oil (amyl acetate) of a good grade; water to moisten.

Dissolve salt in water. Stir in the arsenic, mix the liquid into the sawdust and add banana oil. Then mix thoroughly. Mix once more, and broadcast around the edge of the farm, making a dead-line. Keep this up, using a bushel or so every day just as the hoppers begin to move, at about ten o'clock in the morning, until the crop is harvested or until the danger is past.

This sawdust bait was developed during the world war to meet special requirements. The bran bait which is now used for cutworms, was formerly used for grasshoppers, and with good success. However, the high cost of bran, oranges, or lemons and molasses almost prohibited the use of the bran bait or "Kansas bait," and, furthermore, poisoned bran seemed to be a menace to poultry and to some wild birds, if used extensively. This danger is minimized when the bait is broken up finely and not allowed to collect in lumps, but experience now seems to prove that one gets more action with a dollar's worth of sawdust bait than with a dollar's worth of anything else. Do not increase the amount of salt, for the hoppers stop eating when they get enough salt. If the bait is too salty, they get through before they get enough poison.

The addition of a pint or more of molasses is believed to add to the attractiveness of the sawdust bait. Arsenite of soda is also known as Kedzie-mixture. Use two quarts to a bushel of fresh, hard-wood sawdust, and if such sawdust is not available, substitute bran.

Blister-Beetles

Old-fashioned potato-beetle (Epicauta vittata).
Ash-gray blister-beetle (Macrobasis unicolor).
Black blister-beetle (Epicauta pennsylvanica).
Margined blister-beetle (Epicauta marginata).

We have in Michigan four different kinds of blister-beetles; viz., the ash-gray, the margined, the black, and the striped or old-fashioned potato-beetle. All of these blister-beetles feed on the beet and on various other plants. They seem to prefer members of the clover family-sweet-clover, vetches, etc.—which they attack during the latter half of July and August. The black species is found on golden-rod in great numbers late in the season.

The blister-beetle in appearance is long, slender, and has graceful legs and form, a little more than half an inch in length. These four species differ markedly in color. The old-fashioned potato-beetle is well known because of its love for that plant. It is striped, yellow and black, with black legs. Those of the black and gray species look very much like the striped one except for the color, and the margined beetle is dead black in color, with the margins of the wing-covers gray. They all eat the foliage of beets when adult and often commit serious depredations.

One word in extenuation before pronouncing sentence of death on these small malefactors. Their larval stages, in all our common species except the steel-blue ones, are passed in devouring the eggs of grasshoppers. In fact, the young blister-beetles of this group are not known

*Melanoplus femoratus.

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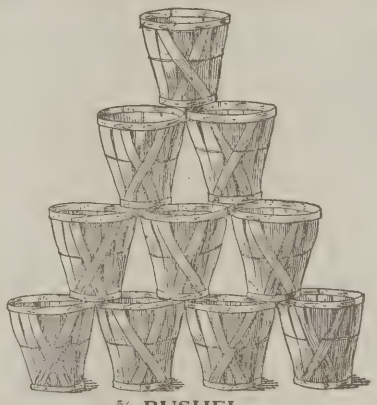
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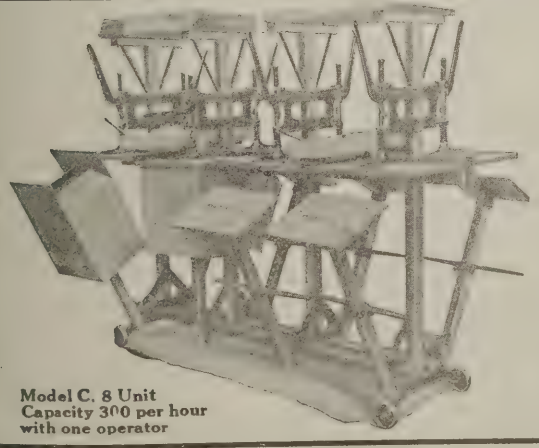


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to feed on anything else. The fact that the eggs of grasshoppers are laid in pods covered with water-tight shells, and containing from 20 to 30 eggs, makes it possible for the beetles to do a great deal of damage to the contents of the pods by devouring part of the eggs. If all are not eaten, fermentation and the consequent loss of the rest of the batch is sure to follow. From this we see that it is possible for the bettle to attain its maturity only at the expense of many grasshopper eggs. The beetles, then, are our friends if they occur in anything like moderation, but lest we be overrun by these well-meaning but hungry allies, it is often desirable to get rid of them.

REMEDY:—Before the days of paris-green it was the csutom of our forefathers, when the beetles came in droves, to drive them, by brushing them with the branches of trees, into windrows of dry straw, and then to burn them up. A dusting with arsenate of calcium or a spray of any one of the common arsenicals will dispose of the beetles.

Plant Lice In General

Plant lice are tiny, fragile creatures, with bodies easily crushed. These pests depend on their fecundity to replace the individuals lost by constant inroads made on them by natural enemies and by disease. They are almost incapable of escaping disaster by flight, since their movements are so deliberate; at the same time they are serious pests, since they are immune to all of our ordinary stomach poisons used as sprays. Contact sprays and dusts alone prove adequate, and these are all high-priced. Plant lice suck the juices from plants by means of beaks which penetrate through any surface-coating which may be spread on a plant, and in many instances the making of these feeding punctures is followed by results out of all proportion to the mechanical injury inflicted or to that resulting from the loss of the plant juices. The plant responds just as if some toxin had been injected, leading sometimes to a stimulation of abnormal growth or to a stunting or even to the death of tissue.

Plant lice occur on many plants. Those on most of our garden plants and on shrubs, ornamentals and greenhouse plants may be successfully treated by sprays of nicotine or by dustings with nicotine dusts. Some species are protected by woolly or waxy coats, and these are naturally more resistant to sprays than those having naked bodies. The old spray of kerosene-emulsion is effective enough when used against such woolly species, but it is troublesome to make and is no longer cheap. Nicotine has apparently superseded all the other common sprays, at least in commercial operations.

The standard spray to be used against plant lice living out of doors is 40 per cent nicotine-sulphate, and, with few exceptions, it is the most economical and safe contact spray to use. It does, however, leave a fairly permanent poisonous residue and is not to be used on such plants as lettuce, spinach or anything having an extensive leaf surface where the leaves are to be eaten. In such cases substitute the straight volatile nicotine, which evaporates, leaving no appreciable residue.

For ordinary sprays use one pint of 40 per cent nicotine-sulphate to one hundred gallons of water, with the addition of about four pounds of laundry soap, unless the nicotine is to be combined with lime-sulphur or with some other chemical that is incompatible with soap, in which case omit the soap. Always remember that each louse must be hit to be killed.

Dusts containing nicotine usually, if not always, contain volatile nicotine. As a result, while some dusts liberate the fumes more quickly than do others, the fumes are still similar in all cases. In the case of extensive dusting operations it is often advisable to drag a trailer of lightweight cloth over the plants to help keep the dust from blowing away too quickly and to retain the fumes for a short time.

Leaf Bugs

Capsidae.—Leaf bugs are small and flat, seldom more than one-fourth of an inch in length, which suck the juices from fruit and foliage of all sorts of vegetation. The damage due to leaf bugs cannot be charged wholly to the loss of sap, nor to the mechanical injury caused by puncturing the plant. The damage is usually apparent only in the close vicinity of the puncture, and shows as a small, more or less, regular dead spot in which the cells are killed and appear as if partially digested, so that they shrink down to a very thin layer, often with a raised ring bordering the killed spot, but with the epidermis continuous over the entire lesion. The small areas of killed tissue often appear like pits eaten into the tissue, but under a lens one sees that the skin or epidermis extends down into and across the depression, showing that the cells are not eaten out, but that they are dead and shrunken instead.

The death of the cells would appear to be due to the action of the saliva of the bugs, probably to some digestive enzyme. The lesions are, in many cases, well defined and conspicuous.

Many species are known, of which two are probably the most troublesome in Michigan. One of them is the four-lined leaf bug which multiplies on currants and gooseberries, both wild and cultivated. This creature passes the winter in the egg stage, several eggs being placed in a cluster in a slit cut in a twig. These eggs hatch out in the spring, and the small, bright-red bugs suck their food from the under sides of the leaves, causing the leaves to swell and curl. The bugs dwell in these curled leaves and are hard to reach, but they may be killed if one sprays strongly with nicotine and soap, or with nicotine and bordeaux, shooting upward from beneath so as to wet the undersides of the curled leaves. Later when the bugs acquire wings and change to a bright yellow color, with four black longitudinal lines, they are almost impossible to kill, since they take wing on the slightest alarm.

Unlike the four-lined leaf bug, the tarnished plant bug produces four or five generations a year and passes the winter under rubbish. This species is found everywhere in Michigan, where it injures all sorts of field crops and where it is one cause of "stop-back" or "bastard top" in nursery stock. Partial control may be obtained by means of contact sprays and probably also by the use of nicotine dusts.

The burning of rubbish late in the fall, and the consequent destruction of the pests' winter homes is to be encouraged.

The natural food plant, or rather the first choice for food and the plant chosen in preference to others for the reception of eggs, is said to be horse-weed or mares-tail, Erigeron canadense, a plant which is everywhere common in Northern Michigan. The insect also breeds freely on daisies, golden-rod and wild asters.

Cut-worms

Cut-worms are naked caterpillars which are the larvae of medium-sized, night-flying, winged moths or

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

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Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

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"ELIMINATE LOSSES AND THE PROFITS WILL BE LARGE ENOUGH"

is an old saying which applies with special truth to the manufacturing of canned foods.

Thus losses from unsuspected causes of insanitation and uncleanliness frequently deplete the profit margin unless the plant and equipment are insured against these losses by the distinctive sanitary cleanliness which the use of

Wyandotte Sanitary Cleaner and Cleanser

so dependably provides.

The constantly growing demand for Wyandotte Sanitary Cleaner and Cleanser is your guarantee that these facts can be proved to your satisfaction.

Moreover your order is protected on a satisfaction or money back guarantee.

Indian in circle



in every package

Ask your supply man.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan.

"millers." These larvae or "worms" have a habit of cutting off food and eating it after it is wilted. They normally are produced most plentifully in grass sod, several generations being produced in a season and passing the winter for the most part as partially-grown larvae, ready when spring comes to attack plants just coming up from the ground. Except for climbing cut-worms, which ascend trees and vines and feed on the swelling and opening buds, these pests can be kept from such plants as tomatoes, cabbage, cucumbers and the like by enclosing each plant or hill of plants in a paper barrier, sometimes called a paper collar. It is merely a round collar of stiff paper placed about the plant and projecting into the soil for half an inch. It is effective because the common cut-worms do not readily climb over such barriers.

Paper collars do very well for the protection of tomatoes, cabbage and such plants, but when whole fields of potatoes, corn and the like are to be protected, paper collars are, of course, inadequate. In such cases use may be made of poison bait, usually made with bran as a carrier.

Mix very thoroughly—
20 lbs. bran
½ gallon cheap molasses
A little water
1 lb. of white arsenic (not arsenate of lead) or 1 lb. of paris-green and scent with a small amount of amyl acetate (banana oil) or ethyl acetate (acetic ether) and broadcast.

This is sufficient for an acre or so of land.
It should be put on in the evening in small particles and allowed to lie on the surface.

Fall plowing of grass sod is destructive to cut-worms. For the climbing species use the poison bait, and in addition place a band of tree-tanglefoot or some similar material about the trunk of the tree. In the case of grape vines, the posts and wires must be similarly treated, of course.

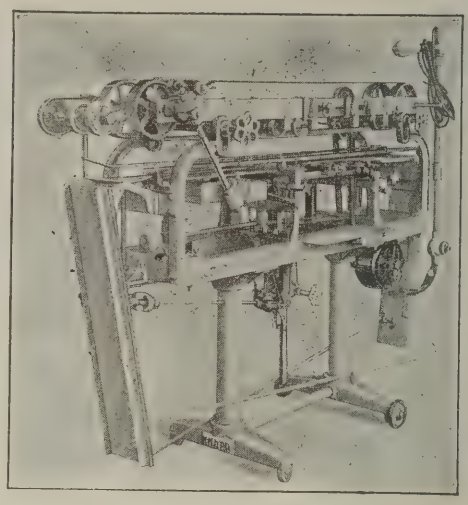
The Green Pea-louse
(Illinoia pisi)

The green pea-louse is an insect that is consistently increasing in importance in our northern States, and which is already the cause of severe losses to the pea-canning industry and to growers of garden peas.

Like many other aphids, it feeds on a variety of plants, preferring alfalfa or red clover for winter quarters and migrating to a variety of legumes or other plants for the summer. Each oviparous female is capable of giving birth to a large number of young, the record number being 147.

The average number of young born to each viviparous female is, however, much less, being slightly under seventy, and the number of annual generations at most about twenty.

In the autumn the lice are attracted to clover and alfalfa and possibly in lesser numbers to other legumes as well, and here a quantity of eggs are laid by oviparous females, after mating with males produced simultaneously. The eggs hatch out the following spring, producing viviparous females which multiply at the astounding rate just mentioned.



The NEW KNAPP LABELING MACHINE

The basic principles—the essential component parts of the New Knapp are the same as those used on the present machine.

The new features are the results of a quarter of a century experience growing out of suggestions offered by our many users, after consultation and careful development by our designers.

1. All metal frame -- enameled in gray
2. Increased capacity of labels
3. A simple fool proof motor drive adjusted automatically with carrier
4. Adjustments for sizes by simply turning hand wheel.
5. All adjustment made and controlled from operators side of machine.

The FRED H. KNAPP COMPANY
INC.
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420 Vermont Bldg. Salt Lake City

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Knapp Euipment can also be secured through
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A. K. Robins & Company,
Baltimore, Md.

MAX AMS Closing Machines

Made by the Pioneer Builders of Sanitary Can Making Machinery and used All Over the World.

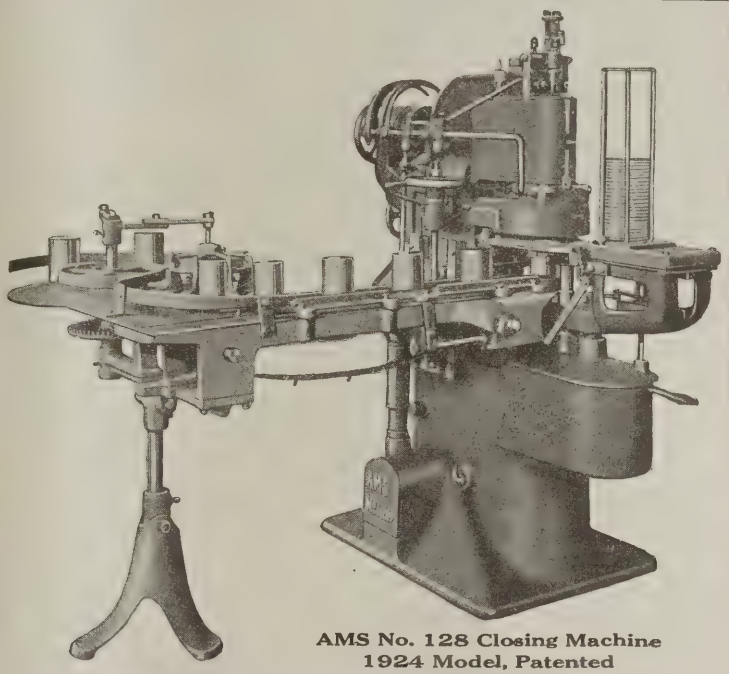
AMS built the First Closing machine and still builds the Best.

There is an A M S Closing Machine for every can closing need.

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AMS No. 128 Closing Machine
1924 Model, Patented

Tomato Pulp
Corn
Pea
Tomato
and Fish

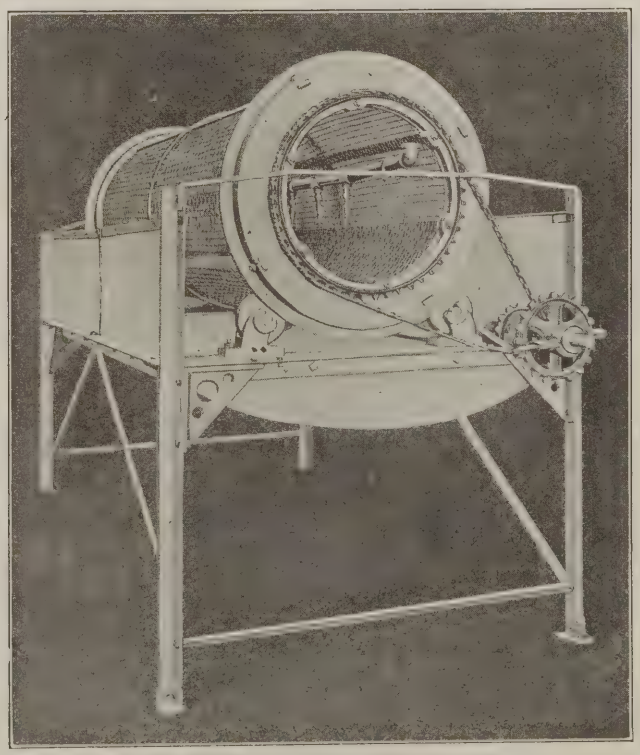
MACHINERY

Write for Catalogue.
Complete Plants and Supplies

A. K. Robins & Co. Inc.

Baltimore, Maryland

R. A. SINDALL, President



ROBINS ROTARY TOMATO WASHER.

It is not easy to imagine just what would happen if all of these plant-lice lived and reached maturity, the possible number being beyond our comprehension. However, there are a numbr of natural enemies to the lice which more or less completely keep their numbers down. These include syrphus-flies, lady-birds, a fungous disease and several species of tiny wasplike parasitic creatures whose larvae develop inside the bodies of the aphids. These latter parisites are greatly influenced by weather conditions, warm, dry weather being favorable to the parasites, and cool weather being favorable to the plant-lice, merely because the parasites become inactive except in farm weather.

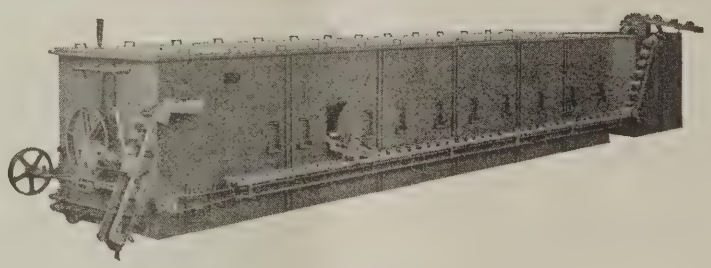
The character of the weather during the opening of spring exerts a very great influence on the magnitude of the pea-louse attack later in the season. When spring begins to make itself felt, the eggs of the plant-lice on clover and alfalfa hatch out, producing viviparous females, which, if unhindered, soon begin to bear young. Multiplication is rapid, and if no parasites interfere, their numbers become noticeable in late May in Michigan.

If the season remains cool and the spring is "late," then a great number of plant-lice are produced. If, on the other hand, the spring opens warm and fairly dry, then the parasites start work almost as soon as the plant-lice, and the plant-lice never have a chance to become plentiful.

The most practical artificial method of killing the pea-aphis at this time is by the use of nicotine, and in this particular case the most effective and practical method of application would appear to be with a power duster. If a spray is used, the nozzles must be so arranged as to reach the undersides of the leaves, and this is almost impossible to accomplish without tearing the vines. The duster, on the other hand, directs a strong current of air downward at an angle with the ground, and this current, which carries the dust, rebounds from the soil, flying upward and coating the under surfaces as well as the upper surfaces of the leaves. To confine the fumes of the free, volatile nicotine still more, it has been found practical to drag a long trailer of lightweight cloth over the dust nozzles and so arranged as to trail for a distance over the tops of the peas. This cloth trailer also serves to assist in preventing the drifting away of the dust, and its consequent loss. The high price of nicotine and of transportation has heretofore kept the price of nicotine dust, of adequate strength, up to a point so that the cost of properly dusting an acre of field canning peas has been about $6. For this reason owners have not felt justified in dusting, except in instances where good, promising stands of peas were threatened with injury likely to amount to more than the cost of dusting. Poor stands, or those not in a vigorous, thrifty condition, were likely to be let alone to produce whatever they might in spite of the aphis.

There has recently appeared a duster which carries, also, the apparatus for mixing. If this proves as great a success as seems likely, the cost of transportation on the inert ingredients of the dust will be largely saved. Unprepared dust can be shipped in sacks or purchased locally, and the nicotine added just prior to its application, thus doing away with the necessity of shipping the

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Cold Water Paste for sticking the lap.

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When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

dust in air-tight drums and the consequent freight charges. If this results in lowering the cost of the dust, and consequently the cost of application, very materially, it will prove important progress in the control of this very serious pest.

Bean Maggot

(Pegomya fusciceps)

Closely related to the cabbage-maggot and to the onion-maggot is the bean-maggot, sometimes known as the seed-corn maggot. In apearance all three species resemble one another very closely, but in habit differences exist that necessitates entirely different control measures.

In our State the great majority of the bean-maggots pass the winter in the maggot stage in the roots of clovers and in fresh manure. At any rate, they are to be found in clover roots at the time when beans are planted, and quite naturally when beans are put on recently plowed clover sod, the maggots simply move over from the dying clover roots to the fresh-sprouting corn and bean plants. The writer has seen bean plants (deeply planted) fairly riddled by the maggots, even before they appeared above the surface of the soil.

Conditions favorable to the bean-maggot, from the maggot's standpoint, are late plowing (so that the larvae do not have time to pupate before the beans sprout), fresh manure, clover straw on or in the soil, and deep seeding.

Therefore, it is recommended that bean land be plowed early, that it be fertilized with rotted manure, and that the seeding be one-half inch deep, in order that the beans may be enabled to appear above the ground before the tiny bud which is to be found between the colyledons is eaten off. Alfalfa roots are fleshy and serve to nourish the maggots much longer than do those of June clover or of any of the other clovers. Therefore, if alfalfa land is to be used, plow it in the fall. Thistles seem to serve the same purpose, and for this reason it seems advisable to plow land infested with thistles in the fall.

The later generations of maggots seldom, if ever, do much damage to beans, since the bean-roots are less succulent by the time they appear

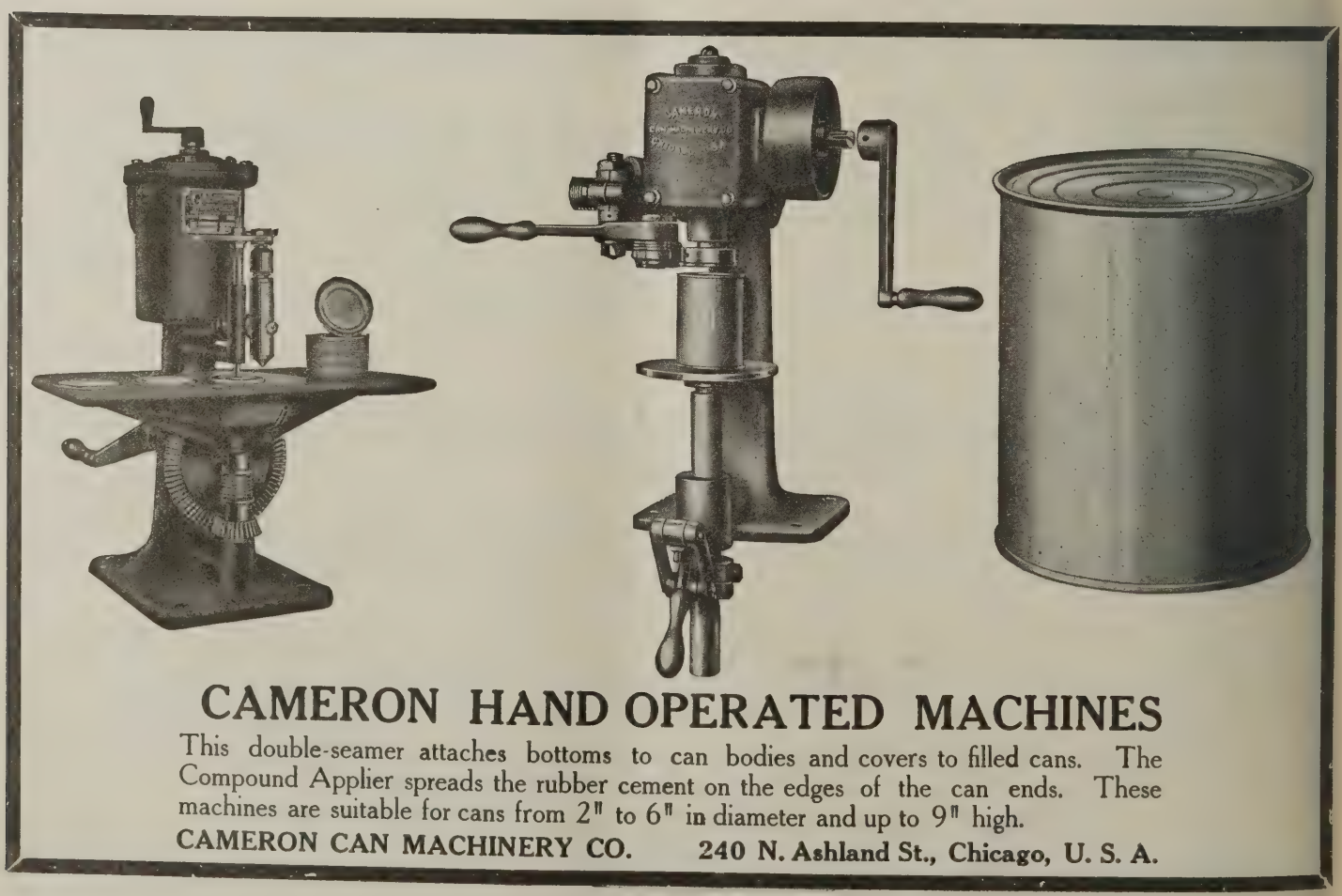
(To Be Continued Next Week)

BRITISH FOREIGN TRADE IN CANNED FOODS

(From Alfred Nutting, Clerk of the American Consulate-General, London, England.)

AS FAR as particulars are available in the British monthly returns of trade, the following details relating to British foreign trade in canned foods during the first three months of 1923 and 1924 have been extracted.

Imports of canned, tinned, etc., beef (including tongues) and extracts and essences (of beef) totaled 240,552 hundredweight during the current period, against 231,811 hundredweight in 1923, the values being £989,490 and £935,345, respectively; similar mutton and lamb products decreased this year to 4,288 hundredweight (£18,736), compared with 7,640 hundredweight (£33,968); while other tinned and canned meats

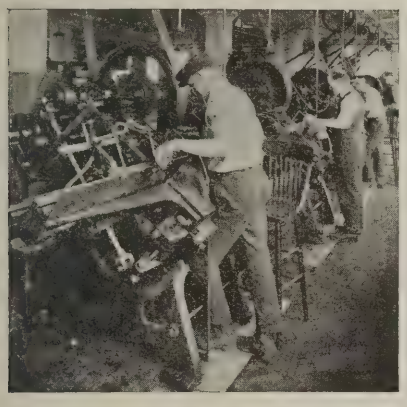


CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

Bliss Automatic Top and Bottom Presses



150 or More No. 3 Sanitary Ends a Minute

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No. 382

CANNERS!

At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

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enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

fell to 5,734 hundredweight (£18,878), against 13,758 hundredweight (£128,236), the value, it will be seen, decreasing much more extensively than the quantity.

Of sardines there was an increase to 30,998 hundredweight (£160,217) from 22,733 hundredweight (£115,314) a year ago. Canned salmon rose to a marked extent from 62,421 hundredweight last year to 156,063 hundredweight, receipts from all sources showing increases, but the largest advance applied to imports from the United States, as the following statement shows:

Imports of Canned Salmon—

	Cwt. 1923	Cwt. 1924	1923	1924
From United States	41,253	97,976	£196,630	£475,930
From Canada	17,958	32,497	106,718	173,295
From other sources	3,210	25,590	9,638	149,715
	62,421	156,063	£312,986	£798,940

Canned lobsters were received to a smaller extent this year, supplies aggregating 1,377 hundredweight (£19,244), against 3,452 hundredweight (£53,224).

Unsweetened condensed milk decreased somewhat, to 99,550 hundredweight, but rose in value to $310,981 this year, contrasted with 109,615 hundredweight, valued at £299,005, a year ago; while sweetened whole (condensed) milk was slightly lower, at 63,130 hundredweight, compared with 64,326 hundredweight (the value falling by a greater proportion to £199,837 from £223,202); sweetened, separated or skimmed advanced to 352,442 hundredweight, against 330,355 hundredweight; whereas the value of the larger imports was lower at £892,028, contrasted with £894,842.

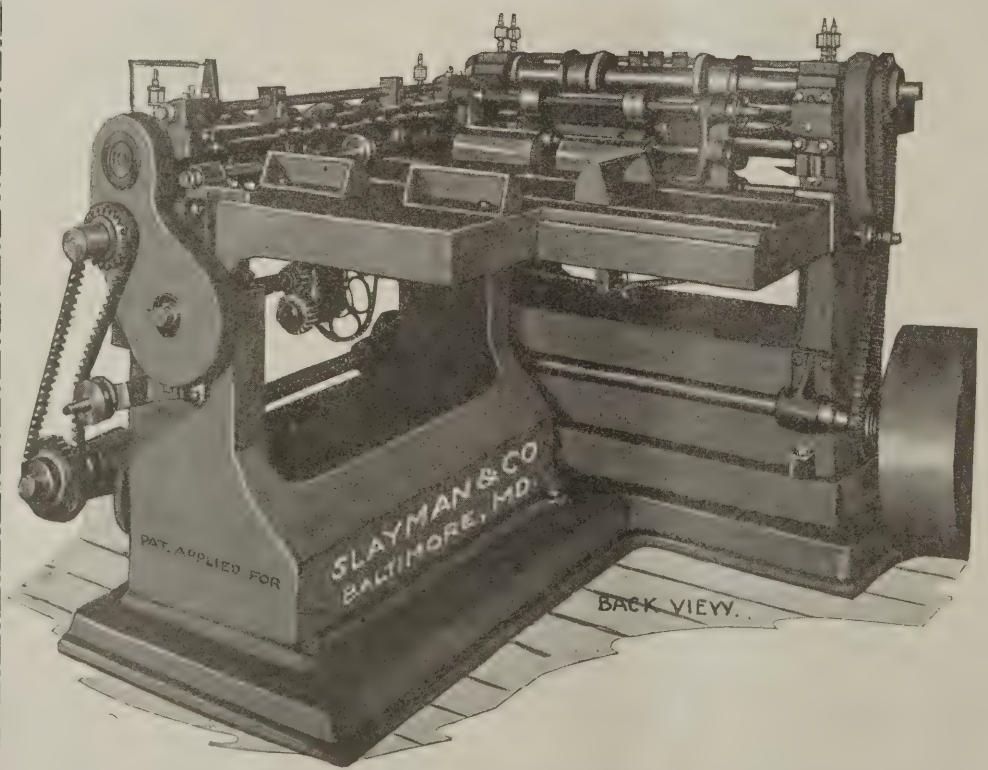
Pineapples preserved in thin syrup recorded a marked increase this year to 128,480 hundredweight (£260,219) from 88,784 hundredweight (£188,011), while other fruit, preserved in sugar, and jam also advanced, to 373,254 hundredweight from 250,813 hundredweight, while the value fell to $1,065,242 from £1,192,147.

Increase in British Exports—The returns of British exports record increases in almost every description of tinned and canned foods, but the actual extent of such advances is not, in all probability, as large as appears on the surface, inasmuch as the figures of exports during the first three months of 1924 included shipments to the Irish Free State, whereas in the period in 1923 such exports formed part of the domestic trade of the United Kingdom and were not included in foreign trade returns; consequently, this year the totals are higher by so much as was exported to the Irish Free State, and the same conditions apply, of course, to re-exports.

Exports of tinned or canned meats (including tongues) and extracts and essences rose by 50 per cent —from 6,102 hundredweight in 1923 to 9,226 hundredweight—but the value advanced more in proportion, from £75,862 to £128,061.

Unsweetened condensed milk recorded an extensive growth, totaling 6,845 hundredweight in the current period, compared with 368 hundredweight a year ago, and the value increased to £27,995 from £1,484, but the sweetened descriptions declined to 13,616 hun-

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Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

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HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

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Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

dredweight from 37,038 hundredweight, and from £170,784 in value to £51,913.

Exports of fruits, preserved in sugar, advanced to 2,420 hundredweight, against 688 hundredweight, and in value to £12,773 from £4,602, while marmalade, jam and fruit jellies increased to an aggregate of 35,902 hundredweight (£162,453), contrasted with 12,691 hundredweight (£52,397), but 18,584 hundredweight (£88,318) of the increase was due to exports to the Irish Free State.

Re-exports Also Generally Larger—Tinned or canned meats (including tongues) and extracts and essences, re-exported in 1924, rose to 81,418 hundredweight (£247,821), compared with 44,105 hundredweightweight (£133,516) a year ago. Of canned fish, the returns of re-exports were as follows:

Re-exports of Canned Fish—

	Cwt. 1923	Cwt. 1924	1923	1924
Sardines	4,499	8,348	£ 21,939	£ 36,047
Salmon	10,355	13,291	46,510	70,408
Lobsters	1,102	3,283	23,355	53,985
Other sorts	10,425	12,201	83,308	113,545
	26,381	37,123	£175,112	£273,985

Unsweetened condensed milk was somewhat less, totaling 8,594 hundredweight (£26,435), against 9,432 hundredweight (£30,785), but sweetened increased to 1,703 hundredweight (£5,335), compared with 638 hundredweight (£2,592).

Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Lowry, Va., July 5, 1924—Continued rains causing black stem rot. Planting two to three weeks late. Looks like 50 per cent crop unless we have some sunshine.

Sharon, Md., July 2, 1924—Corn planting is about three weeks late. Prospects at present are not a bit good. Tomato planting is still in progress. This is also very late.

Gilman, Iowa, July 1, 1924—Corn. Have normal acreage, but have had excessive rains and fields are very grassy. Had the worst storm in years, and crops are badly washed and some are entirely destroyed by hail. Are replanting about 20 per cent. Consider we have about 65 to 70 per cent prospects. Have had a very late spring and corn is very small. Still having very cold weather and corn is making little progress.

Fredonia, N. Y., July 3, 1924—Strawberries. The weather conditions favorable. Crop indicates better yield than for several years and of good quality. Prices back to pre-war values.



The KYLER Boxer

We're Ready to be Judged byWh at Users Say about KYLER Boxers.

See the KYLER Boxer in operation - we sell them by the way they perform in factories like yours. Ask any KYLER Boxer owner anywhere; ask his superintendent, his operator.

Ask any man in a position to know about KYLER Boxers performance. What these users tell you, we will abide by. A pretty fair barometer by which to choose your next Boxer. May we send you more details?

Manufactured and Sold by
Westminster MachineWorks
Westminster, Md.

THE 1924 DIRECTORY OF CANNERS

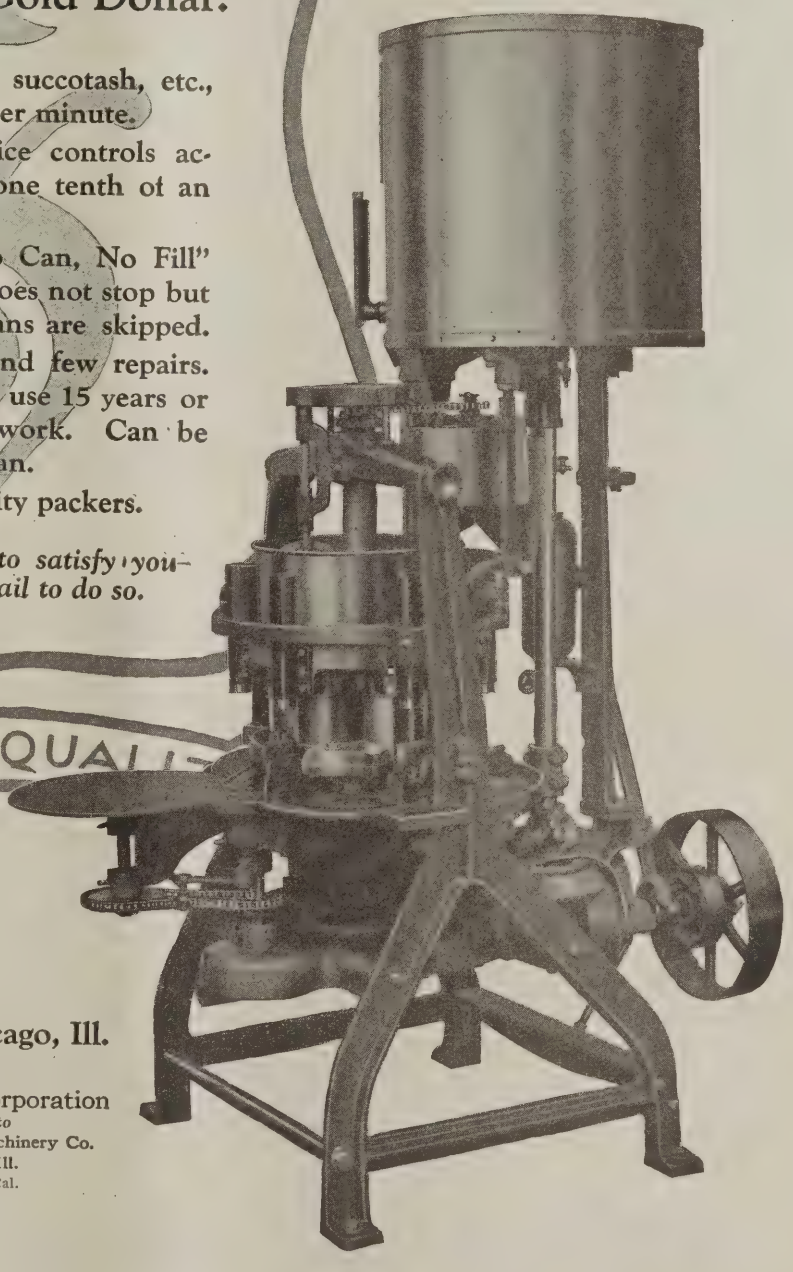
A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 15th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
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Sprague-Sells
Corn Cooker Filler
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Attached.



As Standard as the Gold Dollar.

A perfect filler for corn, succotash, etc., at any speed up to 120 cans per minute.

Positive measuring device controls accuracy of filling to within one tenth of an ounce.

Has the only perfect "No Can, No Fill" attachment. The machine does not stop but no corn is discharged when cans are skipped.

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Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

COOKER-FILLER

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

Sour Cherries. About half a crop through our section on account of rain and frost during blossoming time, preventing fertilization. Expect prices about the same as with the short yield last year. Around $100 the ton.

Pea packing commenced June 30th. Our acreage about the same as last year and indications for fair yield. Cool weather encourages nice quality this week. We are a week to ten days later than average for last several years.

Beans, corn and tomatoes just getting a good start. Acreage of the latter item not more than one-half compared with several years past.

Frankford, Del., July 1, 1924—Tomatoes. Very poor. Acreage smaller and planting not finished. No planting done at normal time.

Berrien Springs, Mich., July 2, 1924—All crops one to three weeks late on account of weather conditions. Continued cold.

Central Lake, Mich., July 2, 1924—Sweet Corn. Acreage 125 per cent of normal. Season very late; weather continues too cool for good growth. Looks like a very small pack.

Beets about normal. Probably normal pack.

Squash and pumpkin 75 per cent normal acreage. Not much information as to how crop is looking as yet, as everything is two or three weeks later than common.

Felton, Del., July 8, 1924—Tomatoes—Three weeks late and very uneven. 20 per cent less acreage out. Black stem has ravaged 85 per cent of the fields. 60 per cent crop outlook.

String Beans—Much later than last year. Very irregular sowing. In some fields stands are poor and many have been replanted. First deliveries this week.

Kieffer Pears—Crop not nearly so heavy as last year. Too early to determine grade or quality of fruit.

Wyoming, Del., July 8, 1924—Tomatoes—Late backward spring. About 80 per cent of normal acreage living. Some fields badly infected with stem rot. 75 per cent of a crop will be a big estimate.

Apples—General condition a little scabby, owing to wet weather. Spraying was not done properly, 85 per cent of crop.

Pears—Condition normal. 95 per cent of crop.

Pickles—Poor stand. Condition fair.

Preston, Md., July 8, 1924—Pea pack over. Very good crop. Strawberries above average.

Corn very late. Some just planted. Will have to have very late fall for any crop.

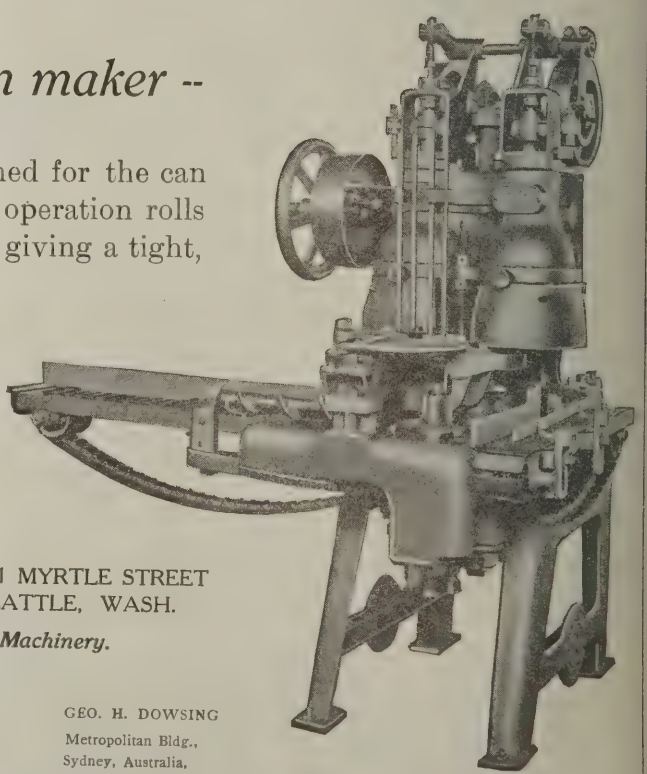
Tomatoes — "The unknown quantity. Late in planting and black stem in pretty nearly every patch, and in some patches alarming. Many patches plowed up and planted in corn. Others replanting. Yet some very few patches are up to normal, but 75 to 80 per cent are three to four weeks late. If we get 50 per cent of normal in this section, say Carolina and Southern counties, the tomatoes will have to make starting. Tomatoes can perform wonders with a little encouragement from nature.

SLACK SEAMS - HARELIPS -

Two bug-bears of the average can maker --

The TROYER-FOX DOUBLE SEAMER, designed for the can maker, has a yielding pressure on the second operation rolls which compensates for different tin plate thickness, giving a tight, evenly rolled seam all the time.

The two First Operation Rolls tuck the curl of the lid well up under the Flange, with a positive even pressure, spinning, or ironing out the seam in a smooth straight line.



SEATTLE-ASTORIA IRON WORKS 601 MYRTLE STREET SEATTLE, WASH.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES :--

J. L. COLLINS
112 Market St.,
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.,
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia.

Pea Graders

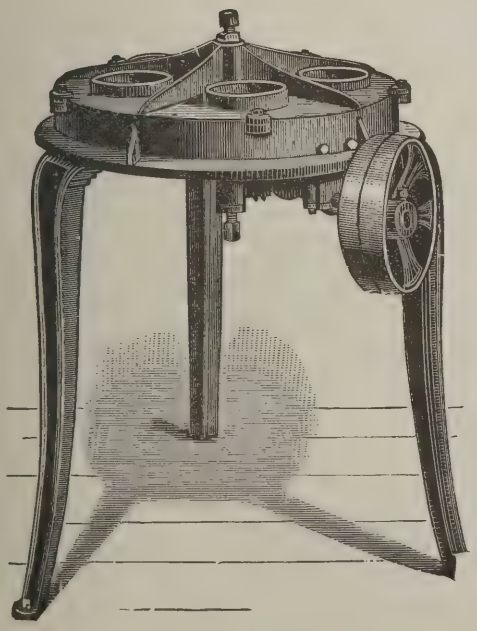
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

Aberdeen, Md., July 8, 1924—Corn—Acreage somewhat short. Plantings have been bunched. Prospect poor. Expect 50 to 75 per cent of a crop.

Tomatoes—Acreage very short. Prospect poor.

Lebanon, Ohio, July 7, 1924—Sweet corn is about 60 per cent of normal. Cold weather and rains have delayed planting and cultivating. Some planting is being done at this time. We do not expect to have more than two-thirds of a crop at the best, which will be very late, with danger of frosts this fall.

Keysville, Utah, July 1, 1924—Apricots—70 per cent prospective yield.

Beans—80 per cent. Acreage normal.

Cherries—10 per cent.

Alaska Peas—45 per cent. yield.

Sweets—60 per cent prospective yield. Acreage normal.

Tomatoes—90 per cent.

ARE CANNED APPLES DOOMED TO DISAPPEAR FROM THE MARKET?

Asks the Modern Merchant and Grocery World.

A good many packers and grocers seem to believe that the canned apple industry is dead and that the time is coming when the public will use fresh apples only. It is certain that the market on canned apples has been completely overcome by a slump, with packers reporting inability to sell their apples even at a price far below cost. The reason is that there are millions of boxes and barrels of fresh apples in cold storage that are selling for $1 per barrel and up, and today a restaurant or pie baker can make pies, apple sauce, etc., from these storage apples at less than half the cost, in most instances, that they can purchase and use canned apples for. Cold storage holdings of apples were 120 per cent above the five-year average for April 1st, and the 5,867,000 boxes exceeded the average by 90 per cent.

A large apple packer recently covered an extensive territory where canned apples formerly had a vogue, and found every baker using fresh apples. Most of them admitted that canned apples would make a lighter and better flavored pie than the storage apples they are now using. However, the difference in cost is so great that most of them will continue to use these storage apples as long as possible.

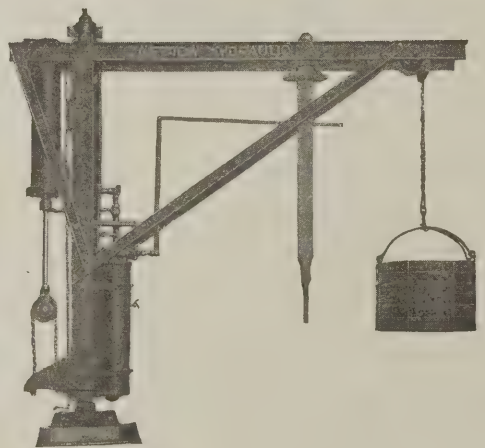
There is also a big question in the minds of many canners and grocers whether to pack apples that are cut into twelves or into quarters. Some of them rather doubt that there will be a good market for canned sliced apples. There has been some reaction against the canned sliced apple, but this condition is due to the fact that, as this is really the first year the sliced apple has been placed upon the market to any extent, many canners were not prepared to pack such a product and rigged up old makeshift slicing machines to slice their apples, and canned them with the seed cells still in the pieces and with a poor method of processing. Naturally, such a product would not create a demand for more.

HECTIC ACTIVITY.

Zeke—Why don't you paint your cannery?

Luke—Hain't I been lookin' for my paint brush for two year?

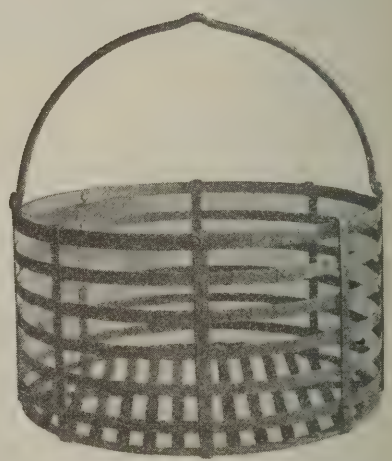
ZASTROW'S PROCESS ROOM EQUIPMENT



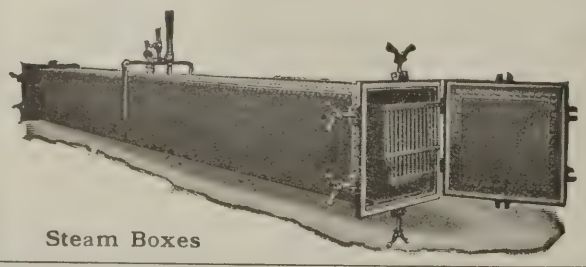
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,

BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.25	1.25
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.25	1.20
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	1.00	.85
Ex. Std. Crushed, No. 2	1.05	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.15	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	1.75	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.30	1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	1.17½	....
" f.o.b. Baltimore	1.25	Out
No. 5 Sieve, 2s, f. o. b. Balto.	1.15	....
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	Out	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.05	1.00
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.50
California, No. 2½, f.o.b. Coast	....	....
California, No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.25	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No 3, f.o.b. County	Out	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.15	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto.	Out	....
Standard, No. 3, f.o.b. Baltimore	1 40	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	Out	....
Standard 2s, f.o.b. Baltimore	1.20	....
Standard, No. 2, f.o.b. County	1.20	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.60
Standard 1s, f.o.b. County	62½	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto.	3.25	3.50
Maryland, No. 10, f.o.b. Balto.	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.25	2.00
Standard, No. 3	....	Out
Standard, No. 10	7.25	7.75
Standard, No. 2, Preserved	1.70	....
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s	9.00	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	7.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.30	2.35
California Stand., No. 2½ Y. C.	2.05	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.00	¶2.10
Pies, Peeled, No 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	1.75	Out
Bahama Sliced, Ex Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	2.05	2.05
Hawaii Sliced, Standard, No. 2½	2.90	3.40
Hawaii Sliced, Extra, No. 2	2.65	3.10
Hawaii Sliced, Standard, No. 2	2.50	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	11.50	12.50
Eastern Pie, Water, No 2	1.25	....
Eastern Pie, Water, No. 10	4.25	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.00

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	1.40	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	4.00	4.00
¼ Oil, Key	4.50	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	....	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.00	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	....	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

VIRGINIA CANS

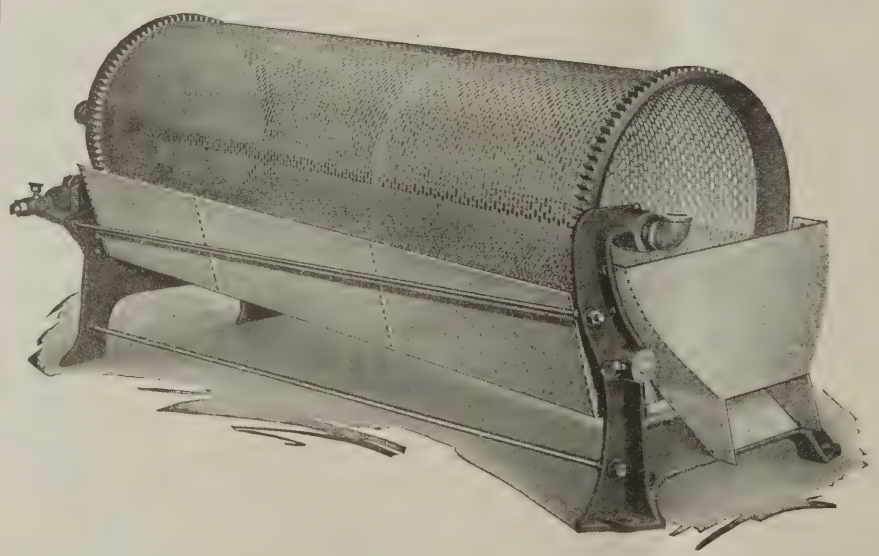
Service First - - - Quality Always

We Solicit Your Inquiries.

VIRGINIA CAN COMPANY

ROANOKE, - VIRGINIA

Never Mind The Mud.



The MONITOR Cylindrical Tomato Washer makes quick work of the worst mud there is.

From the time the stock enters the machine until it is delivered, clean, the water reaches every part of its surface and as it is gently turned over and over, the dirt is loosened and when the water leaves through the perforations, the mud and dirt go with it. The instant it is loosened, it disappears.

Mold spots yield to the action, also. The machine does a perfect job.

You can save money by buying MONITOR machines for 1925 **NOW.**

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

P. O. Drawer 25 SILVER CREEK, N. Y.

SPECIAL AGENTS
A. K. ROBINS & CO.
Baltimore, Md.
BROWN BOGGS CO., Ltd.
Hamilton, Ont.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JULY 14, 1924

WEEKLY REVIEW

Outlook for All Canners' Crops Most Uncertain—All Indications Seem to Point to Small Packs—Pea Yields Are Small—Corn Outlook Seems Gloomy—The Tomato Crop Situation Reviewed—Changes in Market Prices Are Generally Upward.

THE OUTLOOK—We cannot recall a season when the temptation to say that all crops and packs will most certainly be short was as strong as it is this season. Everything seems to plainly indicate that the crops cannot come through on anything but a small scale. Read over the crop reports in this issue, and we would add that they are all from reputable canners above the pettty nonsense that they can affect the market by reporting poor conditions when conditions are actually good —and you must be an incurable optimist if you can find anything hopeful in them; and we do not know how to classify you if you can see in them, and what you know to be true of conditions, big crops and big packs. No sane man would say, looking at things as they are now, that there will be big crops and big packs during 1924.

Here we are at the middle of July, and that means that it is too late in the season to recoup losses under normal conditions. And yet we are not going to say that the crops and packs may not be good. The season is too erratic for such a venture. We cannot see how they can possibly be good, much less large; but we are not in the business of prophesying, and don't intend to do any. We will look at things as they present themselves, and try to draw conclusions from what we see.

The pea crop and pack are largely in the making as we write. The canneries are all busy, and the reports from them are as varying as even the most jaded market student could wish for, varying from good yields and fine quality to poor yields and poor quality. The overabundance of rain, however, seems to have left the vines so soft and the foliage so abundant that the yield in cases is far below normal. There have been years when peas ran as high as 125 cases to the acre. This season they will not average, it would seem, 50 cases to the acre. Dry and warmer weather would make a considerable change in this, and it can be made very quickly. The heat seems to be on tap, but where are you going to get the dryness? The Eastern pea canners have come through their season with quite fair results. But the amount of this pack is looked down upon by the great pea canners of New York State and Wisconsin as a small, inconsequential thing. It is the "big boys" in the game about whom we speak in relation to the yields, and who are now busy with their one or main crop—peas.

Corn is arousing the sympathy of most men. The corn growers and canners have had the hardest time of their experience to get a crop out and rightly started. The results must hang on what is now in the fields, for it is too late for added acreage of corn. It is bromedic to say that the crop now depends upon the weather we will have until canning time, but how else can one state it? Corn is small, does not look well, and many hills are missing and the fields irregular wherever corn is grown, with the possible exception of Maine, if we take the one good report from that State. And yet Maine had a hard time getting started, as a rule. In this item one would seem to be safe in predicting a small, poor crop, and small pack. But you do the predicting, if you want to.

TOMATOES—The reports speak for themselves, but there is one just in from Uncle "Billy" Silver, of Cost Accounting fame, a man who has grown up amid corn and tomatoes from his earliest days. We quote it just as received:

Aberdeen, Md , July 8, 1924.

The writer has just returned from a trip through the heart of the tomato-growing section of Maryland and Delaware, and gives you herewith a report of the conditions which he found:

On account of the cold, wet season the crop is about three weeks late.

We did not see a normal field for this season of the year on the entire trip. Those fields that had been set out early, the standing plants did not look at all healthy, and a large proportion of the plants are missing.

Cut worms and potato bugs have flourished, and recently the so-called "black rot," or early wilt, has developed, and, we are advised by the Agricultural authorities, extends throughout the whole Tri-States area.

Farmers have replanted, replanted and replanted, four or five times, until all their plants are exhausted, and it is now too late to do more.

A good deal of the contracted acreage will not be planted at all, and some fields have already been plowed up, and others might as well be.

Some reliable canners say they do not expect to pack any tomatoes before September 15th, and this is not an exaggeration.

Conditions are rotten in the growing sections. A short pack is a certainty—how short no one can authoritatively predict, but we feel as a result of this personal investigation that a 50 per cent crop is all that we can expect, and if we should have an early fall, even this percentage would be curtailed.

A word to the wise is sufficient. We have given you conditions as they are.

WILLIAM SILVER.

Uncle "Billy," who is William Silver, guiding genius of William Silver & Co., Inc., Aberdeen, Md., canners, canners' agents and brokers, may be depended upon as giving his honest views of the situation. And as we have also driven around a bit and have seen the fields and observed conditions, we can put the O. K. on what he says about things. He may not need that,

and may not thank us for doing it, but it is just another way of saying "dem's our sentiments."

If there is any market on canned tomatoes it should be the sellers' market, at his own prices, for they are worth anything in reason that he may care to ask for them, either as spots, and we are tempted to say, certainly as futures. Why any man will sell future canned foods in the face of present conditions—and we do not mean just tomatoes, but corn, string beans and most other crops—is beyond our understanding, because they are not getting a future price which warrants the gambling. One man said to us this week: "Well, they sell futures, and then if they don't get them they just pro rate, and there you are." As an explanation, this is about as lame a duck as could be found. What good does this do either the buyer or the seller? The buyer does not get the goods, and with such a canner he has slim chance of collecting damages on short deliveries, and the canner has sold out with no chance to profit from advances in the market, owing to the short deliveries generally, and at prices which return him little or no profit. It is the poorest business in existence.

MARKET CHANGES—The awakening of the jobbers to the serious condition of corn has resulted in better demand, and as a result market prices have advanced here during the week, as follows: Standard shoepeg to $1.20 to $1.25 for country and city quotations; standard crushed, Baltimore $1.05, county $1; extra standard crushed, Baltimore $1.15.

No. 3 sieve peas have advanced from $1.25 to $1.30, with No. 4s at $1.25 and No. 5s at $1.15. Pumpkin is now out of quotation

Sweet potatoes are about all cleaned up, with the exception of some No. 2s in the county, which are held at $1.25.

No. 2 tomatoes have finally reached the stage of official quotation at $1.20, though they have been held at that for some time, and are probably now strongly held at $1.25 if they can be found. We say "probably" because there seems always someone willing to break up the market by letting go some goods just a little under quotations, and much is always made of such a thing. In the tomato market the tail is always bigger than the dog.

Fruits are showing added activity and are advancing in prices for the most part. Blackberries, which are now on the boards, would seem to be the exception, and the eagerness of canners to sell as soon as packed is resulting in a slight decline on No. 10s, which are this week quoted at $7.25, where they were $7.50, and No. 2s at $1.70, where they were $2. California reports very good business in fruits upon the new prices, and that the canners and growers are getting together better on prices.

NEW YORK MARKET

Business Showing Some Improvement—Tomatoes Advancing on Spots and Futures—Salmon Pack Will Be Heavily Cut, According to Salmon Canners—Peas Wanted and Waited For—Fruits Are in Good Demand.

New York, July 10, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

IMPROVING—Business has shown some improvement this week, following the quiet market the previous week, broken up by the double holiday at the week-end. Jobbers were in the market for spot canned foods of practically all descriptions. In addition,, buyers were showing quite a little interest in the future situation.

Salmon Outlook—A well-known Alaska canner, commenting on Government regulations on salmon fishing this year, says: "Up to the present we have refrained from commenting regarding the effect of the new White law upon this season's operations, because we did not care to enter the field of pure speculation. No one knew what regulations the Bureau of Fisheries would promulgate. These have now been announced, and are more drastic than the wildest prognosticator ever imagined. We will not attempt to outline them here—they cover five pages single-space type. However, sufficient to say that a 50 per cent cut in this season's pack as estimated and prepared for is not unreasonable to expect. We are not trying to stampede the trade into a wild scramble to buy. However, we are sufficiently disturbed to withdraw prices. We believe it wise to refrain from selling at prices quoted until a little more is known of the situation and the effect on the market. Some markets have been disturbed by irresponsible quotations from New York and elsewhere. We have refrained from considering these and cut-price offerings from the Coast forced by financial necessity, because we knew drastic regulations were coming which would make these offerings seem like vaporings of a disorganized imagination. Don't let those who have nothing to sell worry you."

Tomatoes—Maryland tomatoes for prompt shipment have advanced, and are generally quoted at $1.17½ to $1.20 per dozen, created by the clean-up of the old pack. Jobbers are now watching the crop situation very closely, inasmuch as canned foods items of most grades and varieties are in short supply, and distributors must gauge their requirements accurately so as to have no surplus of high-cost goods on hand when future deliveries begin in a large way.

Tomatoes—Maryland tomatoes for prompt shipment ahv advanced, and are generally quoted at $1.17½ to $1.20 per dozen f. o. b. factory, for standard 2s. Scattering offerings of 2s a $1.15 were heard of early last week, but it is not believed tha much is obtainable at the low figure. No. 1s were holding firm at 60c per dozen, cannery, with 10s at $4.00 to $4.15. Standard 3s remained unchanged at $1.35, all of these prices being f. o. b cannery.

Future Tomatoes—The market is now more in favor of the seller, and as a result of the uncertain crop outlook, most of the tomato canners in the Tri-States have withdrawn future offerings. Prices quoted by the few who are still offering to book on 100 per cent delivery contracts were reported as follows 1s, 55 to 57½c; 2s, 87½c; 3s, $1.27½; 10s, $4.00 to $4.25, al prices per dozen, f. o. b. country cannery, for standard qualities The usual differential for shipment from Baltimore city canneries was qouted. Many of the packers appear to feel that it is unwise to book further business on 100 per cent delivery contracts until the situation has clarified and they have a more definite line on the quantity of tomatoes which they will have to pack this season.

Tomato Puree—There is a little standard No. 1 puree offering at 55c per dozen, prompt shipment, f. o. b. cannery. The futures market for this size and grade is quoted at 55 to 57½c per dozen, cannery, on guaranteed 100 per cent delivery contracts. A little business is being done.

Standard Corn—Market for cannery shipment has strengthened. Standard is generally held at $1.00 per dozen, f. o. b Southern cannery, for prompt shipment. On futures the market is quoted steady at $1.00 for standards, $1.10 for extra standards and $1.25 for fancy.

Butler & Sergeant, Inc., Retire—Butler & Sergeant, Inc. one of the best-known brokerage concerns in New York City, is retiring from the field. Wm. Hills, Jr., vice-president of the corporation, will continue the business as Wm. Hills, Jr., & Co. and will have associated with him W. C. "Billy" Strum, also a member of the former firm. For the present, at least, the business is to be continued at 139 Franklin Street. Ernest S. Sergeant, who has been president of the Corporation, has extensive business interests in California, including a large brokerage business in San Francisco. Both Mr. Hills and Mr. Strum, who comprise the new firm, are well known in the canned foods trade particularly in the Tri-States. The old firm of Butler & Sergeant, Inc., attained great prominence during the war, when it had many of the leading accounts in this market. It was particularly strong on dried fruits when the export business was at its height, and later became more of a canned foods brokerage concern.

New Pack Pineapple—There has been an increase in interest in new pack Hawaiian pineapple, and it is reported that quite a good volume of business at the opening prices was confirmed during the week. Stocks of pineapple in distributors' hands have cleaned up well, and the trade is beginning to look on this popular item with a little of its old-time confidence.

California Fruits—Several new sets of opening prices on California canned fruits have been issued during the week, and now that the "returns" are about all in, buying has increased on the general line. The spot canned fruit situation is a strong one.

Shrimp Firm—As a result of the announcement of pro rata deliveries on new pack shrimp, the market has strengthened considerably, and there is a good demand coming in from distributors who did not fully cover their requirements earlier in the game.

Sardines Quiet—Buying of Maine sardines has continued quiet, owing to the unsettled conditions of the market, and prices hold quotably unchanged.

Peas—New pack Maryland peas are meeting with an active demand, and jobbers are moving out current arrivals rapidly. Canners are being pressed for immediate shipment of the peas

as soon as packed. Standards are a scarce commodity here, and are wanted in large quantities to fill standing orders which the retailers have been placing during the past few weeks.

ST. LOUIS MARKET

Futures Very Sparingly Offered—Tomato Demand Good and the Market Very Firm—Injury to the Crop in the West Makes Lower Prices Very Unlikely—Corn Promises to Be Short—Peas in Good Demand—Buying More Southern Peas Than Usual—Fruits Are Well Bought—Some Quotations.

St. Louis, July 10, 1924.

By "Missourian."

Special Correspondent "The Canning Trade."

NORMAL—The St. Louis canned foods business is about normal for this time of the year. Definite knowledge as to future packing prospects continues to handicap futures. It is not known how extensive canners will be able to pack, and they continue to be very cautious in offering futures. Early damage caused by rains and cold weather cannot be recouped, according to the belief of the canners, but a more hopeful feeling prevails. The conditions in many sections look more hopeful on account of the improved weather, and while the season is too far backward to change the situation much in respect to deliveries, there is reason to think that things will not be quite as serious as at first believed. The spot movement is lacking in developments. The situation with spot shortages in a majority of leading lines is much to the advantage of the seller.

Canners are withholding on many lines, and distributors, with spot stocks short, will be the sufferers, particularly those who have not covered fully their future requirements.

Tomatoes—Tomatoes are moving in a satisfactory manner. The consumptive demand keeps right up with current buying of jobbers. Firm prices prevail. Future packs are being offered in a small way when offered at all. There seems to be a more general demand for 3s than has been heretofore noted. Tomatoes in the West are backward and the damages resulting from recent storms have been rather serious. It is generally believed by the trade that the buyer who continues to delay the time for making replacements will have to pay in the end in premiums asked for desired grades and sizes.

Corn—Corn continues to show a backward tendency, and there is every likelihood that the pack will be much reduced by the early rains which prevailed early in the season and which in many sections caused frequent replanting. The West and South have suffered more than the East.

Peas—New pack Southern peas are having a good demand in this market because of the improved quality over what was anticipated, and the majority of the Southern packers have sold up most of the standard peas they care to dispose of. In fact, it is said that there has been more liberal buying of Southern peas than has been the case for many years, and all this because of the close cleaning up of the Western. It is understood that the canning of new pack peas has started in Wisconsin this week.

In minor vegetables there is a well-sustained business under way, string and stringless beans, succotash, beets, spinach and asparagus being in a general demand.

Fruits—There has been a big volume of future delivery bookings in California canned fruits, according to the best informed here, and it is said that some of the leading canners in that State are about all sold up on apricots, and it is understood that many of them are only taking orders for other lines subject to their acceptance. It is also understood that the biggest issue affecting California fruits this year is raw materials' cost. Conditions are much improved over last year, and there are no heavy carryover. The stronger market in California and the exhaustion of spot stocks in both the hands of packers and operators has given the real impetus to future trading . Contracts covering assortments of fruit are being made in a more liberal way with favored packers, and it is notable that No. 2 cans are being taken in a larger way this season. Peaches are moving into consumption at a rate that is somewhat surprising for the season. Heavier bookings of standards have been made in anticipation of a continuance of the demand which has favored this grade. Choice and fancy grades, however, have not figured heavily in the future buying. Apricots, pears and cherries are well taken, particularly the first two named. Cherries, however, are likely to be short this season and an advance is looked for on future packs Pineapple has a steady seasonable demand.

According to advices from West Plains, Mo., Koshkonong and Brandsville, the famous twin peach cities of the Southern Missouri Ozarks, are busy with preparations for the coming harvest of the Elberta peach crop, which is expected to open August 5. The Fruit Shippers' Association has estimated that the district will ship 175 carloads.

The Elbertas are in splendid condition, according to Robert M. Hitt, secretary of the Koshkodong-Brandsville Fruit Shippers' Association, who has been going over the orchards, making estimates on the shipments for the Frisco Railroad.

The Elbertas are expected to ripen a little late, due to the backwardness of the season, and this fact, too, is expected to be of advantage to the shippers, as it will put their crop on the market a little later than those from the Arkansas region.

The crop at Pomona and Olden, just north of West Plains, has not been definitely estimated as yet, but it is likely that from ten to twelve carloads will be shipped from these two stations.

A tour of the grape-growing regions of the Missouri and Arkansas Ozarks will be made by grape growers of these regions beginning at Joplin, July 22, under the auspices of the Frisco Agricultural Department, the Welch Grape Juice Co. and the universities of Missouri and Arkansas, it was announced last Saturday by D. E. Eicher, of Springfield, horticultural head for the Frisco.

Prices—Quotations f. o. b. at point of shipment.

Canned Peas—	
Fancy No. 1 Alaska, Wisconsin	$2.55
Fancy No. 2 Alaska, Wisconsin	2.20
Fancy No. 3 Alaska, Wisconsin	1.75
Extra Standard No. 2 Alaska, Wisconsin	1.00
Extra Standard No. 3 Alaska, Wisconsin	1.50
Extra Standard No. 4 Alaska, Wisconsin	1.45
Fancy No. 2 Sweet, Wisconsin	2.25
Fancy No. 3 Sweet, Wisconsin	1.90
Fancy No. 4 Sweet, Wisconsin	1.55
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	1.75
Extra Standard No. 3 Sweets, Wisconsin	1.50
Extra Standard No. 4 Sweets, Wisconsin	1.45
Canned Tomatoes—	
No. 2 Standard, Indiana	1 25
No. 3 Standard, Indiana	1.70
No. 10 Standard, Indiana	5.50
Canned Corn—	
No. 2 Fancy Crosby, Minnesota	1.35
No. 2 Fancy Golden Bantam, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Extra Standard Evergreen, Wisconsin	1.10
No. 2 Fancy Narrow Grain, Extra Sweet, Wisconsin	1.20
No. 2 Fancy Country Gentleman, Wisconsin	1.35
No. 2 Fancy Country Gentleman, Illinois	1.35
No. 2 Extra Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1 00
No. 2 Standard, Iowa	1.00
No. 2 Fancy Narrow Grain, Iowa	1.20
No. 2 Standard, Indiana	1.00
No. 2 Extra Standard Country Gentleman, Indiana	1 30
No. 2 Fancy Country Gentleman, Indiana	1.35

CALIFORNIA MARKET

Steady Business in Fruits—Asparagus Canning Ends With Fair-sized Pack—Tuna Prices—Apricot Canning Not Up to Average—Good Crop of Bartletts in Sight—Coast Notes.

San Francisco, July 10, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

FRUITS—A steady business is being done on California fruits of the new season's pack, although there has been no marked rush to place orders on any particular variety. There have been seasons when earlier orders were much heavier, but the volue of business booked to date has not been disappointing, since retailers and wholesalers in all lines have adopted the policy of going slow on future orders. The orders received so far have been quite satisfactory from the standpoint of assort-

ment, although some packers have had to refuse a few orders which ran too freely to Bartlett pears. Standard clingstone peaches seem to be in special favor, and the outlook is that this grade will be very strongly featured this year. It is also noted that there is a marked demand for fruits in general in No. 2 cans.

Asparagus—Asparagus packing came to an end in most plants on the last day of June, although a few small canneries ran a week longer to clean up offerings. July 1 is generally recognized as being the official closing date on this vegetable, and shipments to the markets are negligible after this time. Unfavorable weather conditions reduced the size of the pack materially from early estimates, but despit this it is anticipated that the output will prove in the neighborhood of 1,800,000 cases. Considerable asparagus that would have been shipped out of the State was diverted to canneries, owing to the restrictions on shipments resulting from the hoof-and-mouth epidemic among cattle.

Tuna—The Van Camp Sea Food Co., of Los Angeles, Cal., has named opening prices on tuna, as follows:

Bluefin and Yellowfin—½s, $7 00; 1s, $13.00.
Striped Tuna—½s, $6.00; 1s, $11.00.
Albacore Tuna—¼s, $6.25; ½s, $10.00; 1s, $19 00.
White Star Tuna—¼s, $4.80; ½s, $7.80; 1s, $14.00.

These prices are considered low, in view of packing costs and the demands of fishermen, and an advance at an early date would occasion no surprise.

Apricots—The packing of apricots has come to an end in the San Joaquin Valley territory, and will shortly open up in the vicinity of San Francisco Bay, where the crop is about a month later in maturing. The cannery at Armona, Cal., made a pack this season of bout 30,000 cases, it is reported, as compared with 50,000 cases last year, but growers have profited more this year, despite the decreased output. Last year the top price was $25 a ton, but this year canners paid $50 a ton for No. 1 fruit and $30 for No. 2. Some growers in Alameda and Santa Clara counties are still demanding $85 a ton No. 1 canning apricots, but canners are getting many contracts at $65, and it is not believed that more than this will be paid for any fruit, no matter how fine quality it may be. Should growers go ahead and dry their fruit, as they have threatened to do, it is doubtful if they can get more than half out of their crops than canners are offering.

Peas—The Bartlett pear crop of Yolo county, Cal., promises to be a splendid one, its condition being better than that of any other crop. A large part of the crop has already been sold to canners and to green fruit shippers, the intention being to dry as little as possible.

Coast Notes—O. Jaeger, a sardine packer, of Stavanger, Norway, was a recent visitor at San Francisco and spent some time with his representative in this territory, Eugene M. O'Neill. He was also entertained while here by K. Hovden, a sardine packer, of Monterey, Cal., who was formerly in business in Norway. "The United States has always been the principal customer for Norwegian exporters," said Mr. Jaeger. "We did a very large business before the war. Due to obvious reasons, such as lack of transportation, the market was cut off overnight. When the war was over prohibition made further inroads against the establishment of the former trade, but today the situation is returning to normalcy. Business conditions in Norway were hard hit by the slump in business here in 1920, but with prosperity having returned, a reflex in the situation is being felt in Norway." Mr. Jaeger wishes it understood that he lays no claim to being the Sardine King of the world, as he has so often been called. He even denies that he is a Sardine Crown Prince of a Sardine King. "Almost every time I am interviewed," he went on, "I am dubbed 'The Sardine King.' Why, I own but one little packing house out of more than two hundred in Norway. Of course, I have no objection to my sardines being called the King of Sardines, because I am very proud of them."

The San Francisco trade recently enjoyed a visit from T. J. O'Byrne, a prominent broker, of Chicago.

Considerable of the loganberry crop in Oregon has been packed this year on a co-operative basis, growers having made arrangements with several canners to handle the crop in this manner.

The domestic sales office of the Fred B. Neuhoff Co., of Los Angeles, has been transferred to San Francisco, owing to the light pack of fruit that will be made in the southern part of the State this season.

Arrangements have been made by the American Packing Co., Everett, Wash., for handling fruits and vegetables this year, in addition to salmon, on which the plant has formerly operated exclusively.

James D. Dole, president of the Hawaiian Pineapple Co., Ltd., of Honolulu, sailed from San Francisco for the Hawaiian Islands July 2, following a stay of several weeks on the mainland.

MAINE MARKET

Seasonable Weather—Been Too Hot and Too Dry—Peas Making Good Progress—Corn the Least Favored—Sardine Factories Not Running Full Time.

Portland, Me., July 11, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

SEASONABLE WEATHER—At last we are enjoying seasonably warm weather, and corn should come along fast. The past six weeks, however, have been very, very dry, and all crops are at a standstill, hardly holding their own against the heat.

Peas are coming along rather better than other vegetables. Judging from the lateness of the market garden peas, about ten days behind schedule, it is a safe bet that canning operations will be a bit tardy. Factories are in readiness and hope to begin within two weeks at latest.

Stringless beans also come to the factory the latter part of this month. Sales this year were big, and the acreage increased accordingly, but this continued bad weather again threatens a short delivery. Some sections have enjoyed local showers and are showing a fair yield, while others have held dry and are suffering in consequence.

Corn is under a greater handicap than any of the other crops, getting a bad start at planting and showing very little progress during the past fortnight. Regular rains and continued warmth for a month can only save a real failure of the corn yield, and if the weather continues unpropitious, there will be little corn packed in Maine this season.

The sardine situation has not improved with the advance of the season. Many factories have not begun operations, and none is working to capacity. As more shops open up, it is anticipated that pack and sales will become regulated, and no doubt an advance made in price.

F. J. Tyler, of Bethel, operating canneries there and at Fryeburg, lost his shook factory by fire last week, with a loss of about $12,000. Mr. Tyler is well known around Baltimore, having for several years been connected with the Wm. Silver Co.

WHAT THE BROKERS SAY

Aberdeen, Md., July 9, 1924.

Tomatoes—The market students are puzzled for an explanation as to why spot No 3 tomatoes have not been in better demand since the first of the year. We have witnessed 2s advanced from 90c to $1.20 per dozen, while 3s have not moved a peg, the market being $1.35a$1.40, the same as it was last January. This situation is without precedent. Considering their intrinsic value, 3s at $1 35 are cheaper than 2s even at $1.00. However, 3s have not gone out of fashion, and they will have their innings later.

The market on future tomatoes is firmer, and most packers have withdrawn prices until the season is further advanced and they can get a better line on the crop conditions. Owing to the lateness of the season, there will be very few tomatoes packed before September 1st. The market is nominally 57½c for 1s, 90c for 2s, $1.30 for 3s, and $4.00a$4 25 on 10s, f. o. b. respective shipping points for shipment when packed.

Corn—Spot corn is pretty well cleaned up. The situation on future corn is about the same as it is on tomatoes, most packers having withdrawn prices. We can probably fill orders at $1.20 for standard shoepeg, $1.30 for extra standard shoepeg, and $1.40 for fancy shoepeg, f. o. b. Maryland factory. Crushed sugar

:orn we can buy at 90a95c for standard quality.

Sweet Potatoes—The spot sweet potatoes are all cleaned up. We can buy new pack for shipment when packed at $1.25a$1.35 for 3s, according to quality. C. W. BAKER & SONS.

Wausau, Wis., July 5, 1924.

Outside of an occasional small acreage of peas having been damaged by hail, nothing has occurred during the past week to injure the pea crop. The weather has been freakish. In driving a hundred miles one is liable to run through half a dozen thunder showers. They only last a few minutes, and cover a very small area. One locality had four hail storms in one day, with no panied with a very severe hail storm, but the area covered was serious damage. Down-State they had a young tornado, accomlimited, and the damage to the pea crop comparatively small.

It still continues very cool. The temperature gets down in the forties nearly every night; in fact, frost was reported in some sections Wednesday night. This is all to the good. If the improbable happens, and we have no hot weather, Wisconsin will have a wonderful pack. However, a few hot days will doubtless tax the capacity of many of the canners, resulting in quantity rather than quality. Here is hoping for continued cool weather.

Probably twenty canners have got started, in a small way, during the past week. Next week 75 per cent of them will get going. The remainder will not get started until the week following. The week beginning July 14 will probably be the big week. GROCERS SUPPLY CO.

What Canned Foods Distributors are Doing

Harvard University Bureau of Business Research Analyzes Jobbers' Costs and Profits Figures For 1923—National Announces Committee Appointments. Notes of the Jobbing Trade.

JOBBERS' COSTS AND PROFITS—Some interesting figures on wholesale grocers' costs of doing business are contained in the report of the Harvard Bureau of Business Research, analyzing actual figures from 498 wholesale grocers from every State in the Union, covering 1923 business. The report, which is self-explanatory, is as follows:

Operating Expenses, Gross Margin and Net Profit in 1923 for Wholesale Grocery Firms According to Rate of Stock-Turn—Net Sales, 100 Per Cent.

	Stock-turn less than 4.5 times	4.5-6.9 times	7.0 times and over
Number of firms	84	264	150
Total sales force expense	3.0%	2.6%	2.3%
Wages of Receiving and Shipping force	1.3	1.2	1.0
Total executive & office salaries	1.9	2.0	1.8
Rent	0.5	0.5	0.5
Total interest	2.0	1.5	1.2
Total expense	11.7	10.7	9.9
Gross margin	11.7	11.4	10.9
Net profit	0.0	0.7	1.0

As may be observed from the table above, the common figure for the total expense of wholesale grocers who turned their stock less than 4.5 times in 1923 was 11.7% of net sales as compared with a common figure of 9.9% for the firms that turned their stock 7 times or more. The major items of expense, with the exception of total executive and office salaries and rent, were lowest on the average for the firms that turned their stock 7 times or more in 1923 and highest for those whose rate of stock-turn was less than 4.5 times a year.

These results further substantiate the conclusion drawn by the Bureau in the past that a high rate of stock-turn ordinarily is an indication that successful methods of business management are in use. Not only do firms with a high rate of stock-turn commonly have lower average figures for total interest expense and some other fixed charges, but it also appears that these firms are able to utilize both their sales-force and their receiving and shipping-force more effectively than the firms whose rate of stock-turn is relatively slow.

Heads Canadian Grocers—Fred T. Smye, of Hamilton, has been elected president of the Canadian Wholesale Grocers' Association for 1924. Other officers elected at the convention last week were as follows: Z. Hebert, Montreal, first vice-president; C. P. Wood, Halifax, second vice-president; A. O. Marrin, Winnipeg, third vice-president; Thomas Kinnear, Toronto, treasurer, and A. C. Pyke, of Toronto, re-elected secretary.

National Names Committees—J. W. Morey, president of the National Wholesale Grocers' Association, has announced the appointment of chairmen of standing committees for the current year. The appointments are as follows: Pure Food and Legislative, W. A. Hannigan, Wilmington, Del.; Federal Trade Commission, Ezra Warner, Chicago, Ill.; Foreign Trade Relations, F. T. Fischer, Seattle, Wash.; Postal Service, Thomas J. Maraden, of Michigan; Metric System, Campbell Holton, of Illinois; Canners' Conference, Arthur P. Williams, New York City; Canned Foods Week, Lester Lieber, St. Louis, Mo.; United States Chamber of Commerce, Guy W. Rouse, of Michigan; Economy Conference, E. F. Brewster, Syracuse, N. Y.; Contracts, Tom W. Balfe, Chicago, Ill.; Discount for Cash, J. W. Herscher, Charleston, W. Va.; General Education, B. F. Persons, of Indiana; Sales Promotion, J. J. Miller, of Illinois; Publicity, Fred C. Letts, of Chicago, Ill.; Outbound Delivery Costs, J. D. Houston, Pittsburgh, Pa.; Jobbers' Efficiency, Arjay Davies, Easton, Pa.; Fire Prevention, George C. Buell, of New York; Railroad Service, M. W. Griggs, of Minnesota; Containers, A. E. Ayres, of South Dakota; Ways and Means,, S. L. Stix, New York City; Resolutions, W. C. McConaugher, West Virginia; Membership, Roy L. Davidson, of Indiana; Arbitration, Austil L. Baker, Boston, Mass.; Advisory, Theodore F. Whitmarsh, New York City.

Swindling on Del Monte Reputation—The California Packing Corporation has issued a bulletin to the grocery trade, warning of the activities of a group of swindlers trafficking on the Del Monte reputation. The latest operations of these swindlers were in Indianapolis. According to the Corporation's warning circular, representatives of the "Pacific Exploitation Co." are calling on retail grocers, presenting them with a fountain pen of little value, "with the compliments of the manufacturers of Del Monte goods," after which the retail grocer is invited to purchase memberships, varying in price from $1 to $10, these memberships purporting to entitle the retail grocers to purchase from a special Del Monte exhibition car Del Monte products at prices much below jobbers' quotations. The California Packing Corporation has asked grocers to watch out for the operations of these men and to notify the Corporation of their appearance in any town or city so that the proper steps may be taken to prosecute them for their fraud.

Approve of John W. Morey—J. W. Morey newly elected president of the National Wholesale Grocers' Association, is popular with the trade in his home State. Commenting on his election, the "Merchants' Index," of Denver, the publication of the Colorado State Retailers' Association, says: "The independent retailer is assured a square deal under his leadership, as he always has been a staunch supporter of the independent retailer, and this is shown in the policy of his institution. This is further shown in the statement made upon his return from the convention: 'I am intensely concerned in the matter of creating a closer co-operation between the jobber and the retailer in the matter of food distribution.'" Mr. Morey is president of the Morey Mercantile Co., of Denver.

Canned Foods Month—C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association, in a bulletin to members, says: "It has been suggested that Canned Foods Week be made Canned Foods Month this year. We certainly do agree with the idea. A week is not long enough. We hardly get steam up good for a good drive on Canned Foods Week until it is over.

So by all means let it be made for a month instead of a week."

Settling for Swells—Ross P. Seaton, secretary of the Illinois Wholesale Grocers' Association, discussing the question of swells adjustment, reminds members: "Buyers are getting busy at this time with the swells from 1923 pack of canned foods, checking up and going through their stocks and purchases of swells in the stocks of their customers. It has been suggested by one of the buyers of canned foods that this is a good time to take up with your canning friends the proposition of an allowance to be deducted from the invoices. This is in accordance with the suggested contract and allowance made by the National Canners' Association and the National Wholesale Grocers' Association in the past winter. Buyers should not overlook inserting the clause 'in lieu of normal swells.'"

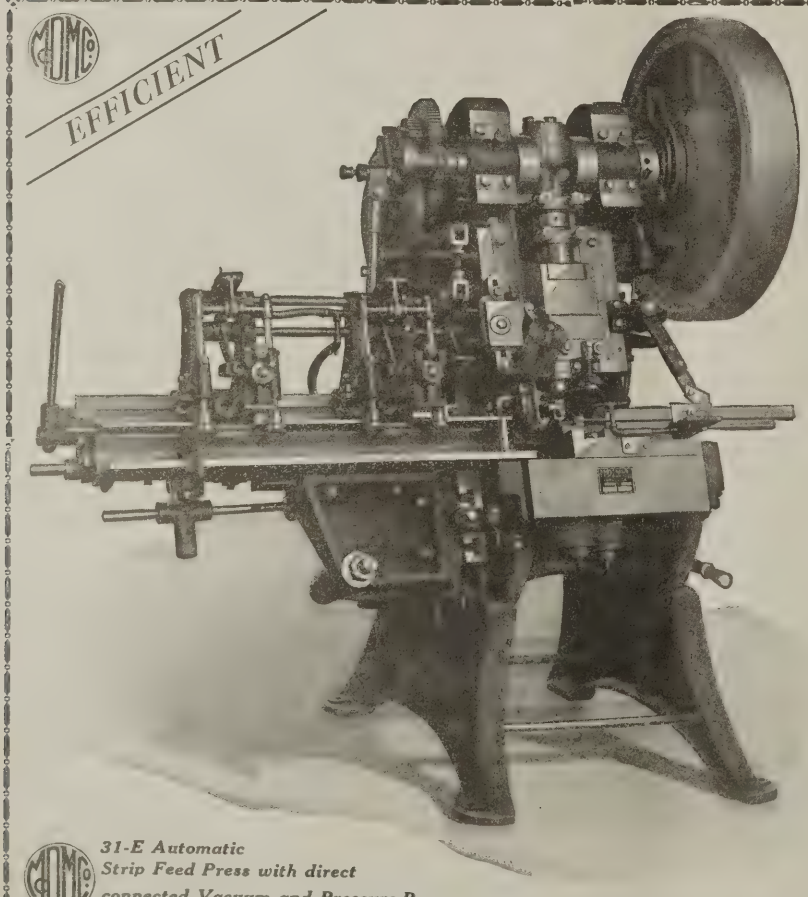
Turnover and Volume—Proper turnover is more important than mere volume, says the Alabama Wholesale Grocers' Association, citing figures compiled by the Harvard Bureau of Business Research in substantiation of their claim.

Canned Foods Week—Wholesale grocers and chain store distributors are making plans for co-operation with the canners of the country in the staging of Canned Foods Week, which will be he'd November 8 to 15, inclusive. The National Wholesale Grocers' Association committee planning for the event is headed by Leslie Lieber, of Haas-Lieber Grocery Co., of St. Louis, while T. G. Perfect, of the Huntington, Ind., Grocery Co., is chairman of the Canned Foods Week committee of the American Wholesale Grocers' Association.

Wants Jobbers in Politics—C. W. Lithicum, secretary of the Arkansas Wholesale Grocers' Association, in a letter to members, says: "It seems to us that the wholesale grocers of this country get less recognition at the hands of our law makers than any other line of business. They get more adverse recognition. What are they to do about it? Get busy to electing men who will listen to your side of questions. Men who will not deem you as of no use to the community or the state or the nation. If you sit down, do nothing to help the right men, then don't get angry when they "sit" on the wholesale grocers. An old saying, "Be a live wire and you won't get stepped on" holds true in everything."

Warns Jobbers Against Carrying Medicinal Liquor—C. W. Linthicum, secretary of the Arkansas Wholesale Grocers' Association, says in a bulletin to the trade: "Reading the Arkansas Gazette, we find that the supreme court of Arkansas gave the following decision: 'That T. N. Sanders, of White County, must serve one year in the penitentiary for selling tonic, bitters and medicated liquors. His defense was that the liquors sold by him were sold as medicine, and he always refused to sell them unless assured that they would be so used. One witness stated that he had bought Jamaica ginger as a medicine because he was not in the best of health, felt run down, and that it made him feel better, but that he drank too much of it and got drunk. The court held that the law prohibited the sale of such medicated liquors for any purpose, which are fit to be used as a beverage.' It is therefore expedient that wholesale grocers refrain from handling any medicine that might come within the meaning of this decision, and we ask that you instruct your own salesmen to give this information to their customers in order that they may not have in their place of business for sale any articles of such nature."

Specialty Orders—Discussion of the handling of specialty orders is still a topic of unfailing interest among wholesale grocers. The following remarks, by F. D. Bristley, vice-president and general manager of the Royal Baking Powder Co., at the annual meeting of the West Virginia Wholesale Grocers' Association, are of interest to both manufacturers and jobbers; "I have previously stated, and will reiterate here, that I consider the practice frequently complained of by wholesale grocers of some manufacturers' salesmen shopping around among wholesalers to obtain a special discount or special price below the established price of the firm he represents in order that he might offer this special inducement to secure orders from the retail dealers, one of the most damnable practices in the specialty game today, and it should be stamped out. I have no sympathy for any manufacturer who will practice or permit such practices, neither have I any sympathy for any wholesale grocer who will be a party to any such practices, and it may be well to remind you now that such tactics can only be practiced with the support and by consent of wholesale grocers themselves."



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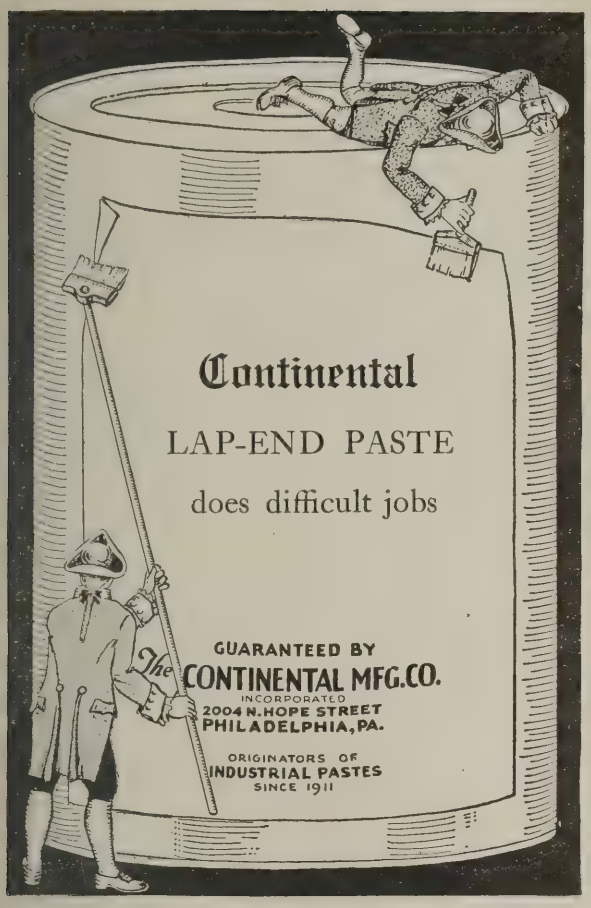
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SMILE AWHILE

THE LOWDOWN.

An Iowa girl, en route to visit friends in New York, entered the city by the Hudson Tunnel, then took the subway to their address.

"What do you think of the city?" they asked on her arrival.

"I couldn't say," she replied. "I've had only a worm's-eye view."

"WHITE MULE."

A draft of Missouri mules had just arrived at the corral. An onlooker made the common but sad mistake of approaching too near to the business end of one of them. His comrades caught him on the rebound, placed him on a stretcher and started him for the hospital.

On the way the invalid regained consciousness, gazed at the blue sky overhead, expereienced the swaying motion as he was being carried along, and shakily lowered his hands over the sides, only to feel space.

"My gosh!" he groaned, "I ain't even hit the ground yet."

CAN'T SEE THROUGH 'EM.

Mrs. Suburbs—Why, Sarah, the parlor windows are so dirty I can't see through them.

Housemaid—Well, ma'am, I just come in the front door, an' except fer Miss Ritz an' her young gent across the way in the windy, there ain't a thing worth lookin' at.

THE SARCASTIC THING.

Voice—Main 1006, please—yes, 1006. Line's busy? Say, is this a telephone exchange?

Operator—Yes.

Voice—Well, I'd like to exchange mine for a second-hand toenail clipper.

THE GENEROUS COP.

"Did you have a good time in the park?" asked mother, as Betty came back from her walk.

"Oh, yes," was the reply. "We talked to a nice policeman, and he didn't arrest us even when nurse kissed him."

ALL'S FAIR WITH LOVE AND LANDLORDS.

Liza—Ah tol' de rent man us didn' have no money, so he said us'll have to move.

Rufus—Dat's all right, honey. He tol' Sam Johnson de same thing, so us'll just swap houses.

A FAIR BARGAIN.

Mrs. Kriss—What is it, Willie?"

Willie—When we ride in the cars today, if I tell the conductor that I am under twelve, can I be old enough to go to the movies alone after supper?

PASSING IT UP.

Guest (admiring hostess' little son)—And just think, some day he may be President of the United States.

Fond Mother—Really, now, it's very sweet of you to say that, but he's such a frail child that I'm afraid his health will not permit it.

A GENTLE HINT.

Diner—Waiter, would you mind closing that window?

Waiter—A slight draft, sir?

"Not exactly, but this is the fourth time my steak has blown off the plate."

A NOBLE AMBITION.

Aunt—What are you going to be when you grow up?

Willie—A prize-fighter.

"A prize-fighter! Why?"

"So people will be too scared to bother me by asking a lot of silly questions."

OVER HIS HEAD.

Tenant—When I rented this bungalow you promised to put it in perfect condition. Why didn't you repair the leak in the roof?"

Agent—The agreement does not allow me to repair it. You will find that it states you are to get "running water all over the house."

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

WHY WILL THEY DO IT?—We have not the slightest desire to join in the hue and cry against the daily press of our country; we know something of their troubles and vexations and of the really wonderful efforts they make to have their accounts of happenings absolutely correct, and yet published quickly, while yet news. As in a lot of other things, the public is badly spoiled in the wonderful newspaper service rendered it for a few cents at most. And, on the other hand, the public is always too eager—too glad, it would seem—to pick out the motes of error or imperfection found in its daily papers. These daily papers must stand out on an eminence, as it were, before the gaze of the millions, and as each single individual of those millions constitutes himself a pre-eminent judge of everything which that daily paper does or says, it is not surprising that the newspapers are severely criticized, and the miracle is that they are not more frequently at fault. Someone has said, you know, that there are just two things which the other man (any man) can do better than the fellow doing it—and that is publish a newspaper and run a hotel.

And yet despite this kindly feeling for our fellow-journalists and an understanding of their troubles, we cannot but get "riled" once in a while when we see some things they do. It is said the dailies like the sensational because the public wants it; but, at least, they should consider in this service the degree of sensation, and particularly its lasting effect upon their readers. To dangle before the eyes of the public the nauseating details of a divorce case, of a rape, murder or suicide is something which, personally, we do not see how they can do; but, even so, the public need not be more than passingly affected by such tales, because the public has no part in it, and need take no part in it. But when the dailies let this mad rush for the sensational carry them into the realm of food matters, then they are making a grievous mistake if not very careful in what they say. Foods the people must have, and when these dailies blazen forth a terrifying account of possible death and sickness, they reach into every home, touch the vitals of every individual in it, and this should make them realize the absolute necessity of care and precision; ought to make them hesitate, investigate and be certain that what they are about to say about a food and its possible effect upon the health, is absolutely true and not exaggerated. And what is more, they should be careful in accepting the version of many so-called food men. Not all the utterances or opinions of the doctors are correct, as all the world knows, and not all food men know what they are talking about, but most of them are very stubborn in their views, and particularly if their opinions are attacekd, they seem to set their feet and refuse to move. There are plenty of eminent food authorities among the enforcement officials and others, and these the dailies should consult before rushing out to the public with alarming statements regarding foods. If they would do that they would serve their public better and avoid needless worry and anxiety on the part of the people regarding their foods.

One of our great Sunday daily newspapers carried this story:

POINTS OUT DANGER OF POISON IN FOOD.

Health Department Makes Statement on the Botulism Outbreaks.

GERMS IN CANNED GOODS

Malady Sometimes Caused by Imperfectly Preserved Products

The report that four persons were victims of botulism poisoning from eating ripe olives in Wyoming yesterday brought forth the following statement on this malady from the State Health Department:

"Botulism is due to a poison secreted by the botulinus, a species of bacteria. This germ seems to be nearly harmless unless given a chance to produce its poison in foods that have been preserved imperfectly. The germ itself cannot live in the human body. It plants its deadly poison in the canned food on which it feeds.

Noted in America in 1909

"It was observed for the first time in this country in 1909. Since then, according to a bulle-

tin published recently by the United States Public Health Service, 91 single or group outbreaks of botulism have been reported in this country and Canada. A total of 345 persons have been affected. of whom 213 died, giving a case mortality of 61.7 per cent.

"About two-thirds of the outbreaks were caused by preserved vegetable food and the other third by canned meats. Spoilage of food from this germ cannot be detected always by the appearance or odor of the food.

Can Be Killed By Heat

"To make sure that the spores of the germ are dead it is necessary to heat canned foods to a temperature of 240 degrees Fahrenheit at the center of the food for 10 minutes, or heat the whole mass of food at 212 degrees for six hours.

"A tabulation by the Federal Health Service of the canned foods tainted with botulism poisoning shows that home-canned products were greater offenders than commercially packed food products."

Here is a sample of thoughtless and needless torture of the public. The daily papers are not unfriendly to the canned foods industry; they are not trying to harm it, much less kill it, and yet if they were trying to do just that, they could not more skilfully conduct their campaign.

There is just enough flavor of the scientific about this article to make the public receive it with confidence, and yet a few moments' analysis of the statement would take all the sting out of it. That botulism exists cannot be denied, but it is about as rare as the dodo, and the average person has about as much chance of being affected by it as he has of having his heart plucked out by an eagle from the skies. Take the figures quoted in the article: Since 1909, when the trouble was first detected, up to the present year, 1924, and in the 15 years you have 345 people affected. To reduce this to a mathematical ratio takes us into a realm of figures which we are not able to follow; but just consider the millions of people in the country eating three or more meals per day for 15 years, and yet out of that tremendous mass of food of every kind there were 345 people affected by this germ of botulinus, supposing diagnosis of these troubles to be correct. Now, the truth of the matter is that the people affected were in three or four groups—possibly less—all affected at the same time, or as we might say from the same lot of food, and you reduce this "dreaded attack" to three or four instances over a period of 15 years or more. Billions and billions of tons of food, prepared under every conceivable condition, eaten by people in all manner of health or sickness, by over 1,500,000,000 people, and there have been but three or four instances of the botulinus germ found—and they call that a danger or "poison in food."

Yet that article will serve to turn hundreds, if not thousands, away from the use of perfectly good canned food. The alarmist is a thousand times, yea, millions of times worse than the disease, and causes suffering in proportion through the denial of these people of foods they might be enjoying.

Canned foods as we know them, and as they are produced by our readers, need no defense in this, and we are attempting none for them. The process of canning is the antidote for every possibility of botulinus poisoning, as well as for any others that might be imagined or conjured up in the fertile brains of the alarmists. The canner presents the consumer a package of purified food—if it ever needed purification—of sterilized foods, even as the surgeon sterilizes his implements before the most delicate operation, with this difference: the tin coat put around the food and called a can, keeps the food in its pure state until the consumer uses it on her table. And that is why the most eminent scientists have said that canned foods are the finest, safest foods which come to the consumers' tables. And that is why it is a crime to scare people about them by distorted half-truths and worse.

REMEDY FOR TOMATO STEM ROT.

MR. C. E. TEMPLE, State Plant Pathologist of the University of Maryland, has just written us as follows:

"I noticed in The Canning Trade of July 14th that the stem canker (stem rot) of tomato is quite prevalent in Delaware. Since this disease has appeared also very widely distributed in Maryland, and I understand that it is also prevalent in New Jersey and Indiana, I thought it might be of interest to you to know that affected plants will usually recover if the soil is ridged up about them, so that roots may be produced above the canker.

A few years ago we had an epidemic of this disease on the Western Shore of Maryland, and this was the only treatment that seemed to yield any results."

Mr. Temple is an expert in these matters, and his advice is well worth serious consideration, and we have no doubt the tomato growers will welcome this suggestion.

HEAVY SUGAR CONSUMPTION.

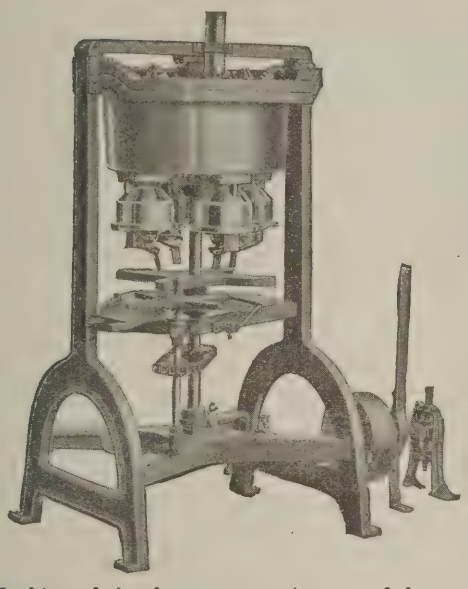
During the first six months of 1924 the American people consumed 6,247,000,000 pounds of sugar, according to figures compiled by Facts About Sugar, the trade journal of the sugar industry. This represents an average of approximately 56 pounds for every man, woman and child in the country, including, of course, the quantity consumed in manufactured products, such as candy, ice cream, soft drinks and bakery products, as well as that required for ordinary household use.

This is an average of over two pounds per week per person for the whole country. For the six months period the amount used per capita is about two pounds more than during the first half of 1923, and about two pounds less than in the first half of 1922, when consumption of sugar reached its highest record.

While the distribution of sugar is regularly higher during the first half of the year than during the second half, present indications are that the total amount used during 1924 will amount to 11,200,000,000 pounds, or an average of 100 pounds for each resident of the country. Last year it was about 95 pounds. Apparently the explanation of the larger consumption this year is to be found in the fact that the average retail price has been from one to two cents a pound less than last year. This year's crop of beet sugar in the central and western states and of cane sugar in Cuba, Porto Rico and Hawaii, all of which enjoy a tariff preference in the United States markets, are larger than last year's, and the increasd supply has brought down the price paid by consumers.

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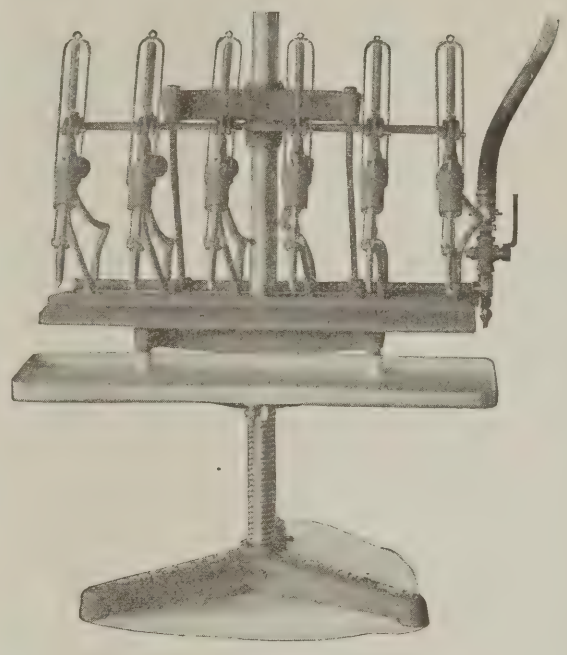
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Cincinnati, O.

Common Pests of Field and Garden Crops

By R. H. PETTIT

of the Agricultural Experiment Station Michigan Agricultural College

(*Continued from last Week.*)

The Cabbage Aphis

(Aphis brassicae)

From mid-summer until fall cabbages are subject to attack by plant-lice. Of course, the lice are present earlier in the season, but in such small numbers that they escape detection. Both winged and wingless forms occur, all of them being covered with coats of fine waxy powder, very much like the bloom on the leaves of the cabbage on which they rest. This waxy bloom no doubt serves us a protection by helping to conceal the insect, but when we come to spray we find that it helps very effectually to repel the liquid. Lying as they do in closely packed colonies, which sometimes cover almost the entire underside of a leaf, one would expect to kill them with ease. One finds, however, on trying to do so, that most spray mixtures slide from them like water from a duck's back. Furthermore, it is very difficult to reach them when they are under the foliage. In order to overcome this last difficulty, we have used a short extension, about three and one-half feet long, with a Vermorel nozzle set at right angles to the extension. This makes it easy to reach the undersides of the leaves, and by simply turning the extension in the hand one can spray downward on the head of the cabbage.

The best spray for the lice is made by diluting 40 per cent nicotine sulphate (black leaf 40) with water and adding considerable soap. Use one part of the nicotine to eight hundred of water, and to every barrel of the mixture add two or three pounds of soap. The difficulty will lie in hitting all the lice, and the lice must be hit to be killed.

Dusts of nicotine may be used instead of a spray and with good results.

Cabbage Flea-Beetle

(Phyllotreta vittata)

Like all of the flea-beetles, the cabbage flea-beetle is small and inconspicuous, though very active, jumping long distances when disturbed. It is less than one-tenth of an inch in length and black in color, with a well-marked yellowish stripe on each wing-cover. The larva is said to be long and slender, and to mine in the leaves of young cabbage plants.

REMEDY:—The worst damage is inflicted by these little pests when the plants are young and long before the heads are formed. At this time a spray of an arsenical and bordeaux will serve to check them, the bordeaux acting as a repellant. It is probable that nicotine dust would also serve the purpose if dusted on the young plants. After the heads commence to appear it is unsafe to use any of the arsenicals.

Cabbage Maggot in Cabbages and Cauliflower

(Phorbia brassicae)

Cabbage plants and cauliflower plants stand a much greater chance of escaping the attacks of root maggots if protected by disks of tarred paper when first set out. The adult stage of the maggot is a fly, something like a house-fly, only smaller. The female of the fly lays her eggs on the stem of the plant, just above the ground level, and the maggots from these eggs descend into or around the roots, usually killing plants. Fortunately, the flies dislike the tar-paper disks and seek other plants of the mustard family when they encounter these disks.

Secure a quantity of tarred building paper and cut it into squares or circles from two to three inches across. Punch a round hole about one-fourth inch in size in the center and then cut a slit from the hole to one side. A large harness punch cuts a clean round hole, and the writer usually uses one with a pair of tinsmith snips to prepare the disks. In quantity, of course, it is best to buy them already prepared. Place the disk so that the stem of the cabbage plant comes up through the hole in the center, and press the disk down flat to the soil at the time of setting out plants. The result is often 90 per cent of immune plants at a time when unprotected plants alongside are practically all lost.

European Corn-Borer

(Pyrausta nubilalis)

The European corn-borer is one of the most undesirable aliens that has ever come to this country. It is a first-class destroyer of corn, sorghum, broom-corn and a number of vegetables having fleshy roots or stalks, such as celery, bean, sunflower, rhubarb and many others. Worst of all, it will feed when forced to do so on a long list of less important crops and on very many weeds, notably on the smart weeds (Polyganum). The insect was first noticed in this country in 1917, when it appeared in the vicinity of Boston, since which time it has appeared in New York State, Pennsylvania, Ohio and Michigan, as well as in Ontario, Canada. The insect is so well established at this time that we must forego all hope of ever exterminating it.

When working in corn, the larvae tunnel through the stalks and the ears, not refusing, however, to bore into roots, tassels and leaf-ribs. The presence of the pest is often revealed by the breaking over of the tassel, which has been weakend by the tunneling of larvae. Other larvae bore into the growing ears, and all parts of grain and cob are utilized for food.

Similarly, other plants are pierced by tunnels, and such plants are always likely to serve as distributors of individuals to new localities when carried from place to place. Thus the carrying of cut-flowers, such as dahlia, chrysanthemum and gladiolus, or of such plants as chard, beans, celery, beets, spinach or a host of similar plants, is to be discouraged when they are to be taken from an infested district to one in which the pest is not already established. The injury inflicted to corn may run from a slight one to a total loss.

The corn-borer passes the winter as a full-grown larva or "worm," about an inch long, in a tunnel burrowed in the plant on which it is working. Here it rests until about the middle of last of May, when an exit hole is prepared, after which a flimsy cocoon is spun, in which the change to a pupa takes place. During June the adult moth emerges from the cocoon—moths capable of flying to a distance of many miles. Eggs are placed in groups of 15 or 20 on the leaves or stems of

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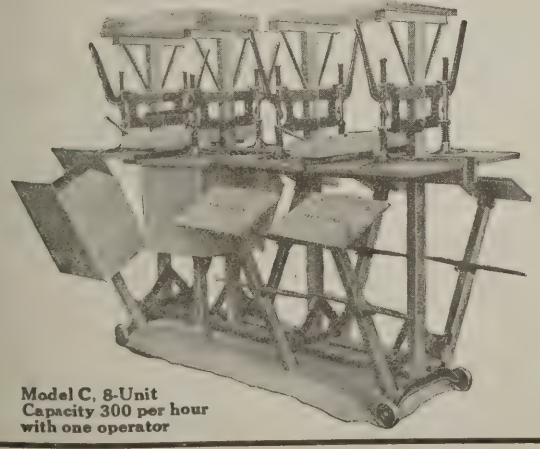
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the plants, some females producing over 1,000 eggs each. From these eggs come the larvae which do all the damage. Sometimes one generation and a partial second is produced, and at other times two generations in a season.

A number of different moth larvae closely resemble the European corn-borer in general appearance, and a few resemble it very closely. The common stalk-borer, the smart-weed borer, and the corn-ear worm are most likly to be confused in Michigan, although there are others, like the broken-lined stalk-borer (Hadena fractilinea), which are frequently met in Michigan.

The spread of the corn-borer seems to be considerably slowed up by the practice of cutting low. Corn cut low and placed in the silo supplies a minimum of stubble for the over-wintering of the larvae.

The principal measure which promises control of this pest consists of the destruction by fire or otherwise of remnants of corn plants, sorghum, and broom-corn, and the destruction of weeds, the most important of which is smart-weed. This means that corn-stacks not used up by the first of June should be disposed of; also, refuse from canning factories and broom factories, and garbage containing any fleshy stems or parts of plants. The fall plowing of stubble in infested fields and the rolling of such stubble fields previous to plowing, are practices said to be very helpful, in that they make it possible to bury plant parts more evenly and deeply. Such plowing should be done in Michigan from mid-November on until the ground freezes. Plowing done before this date, or done in the Spring, is not so effective, since many larvae migrate to surface and establish themselves. Rolling or even the dragging of a heavy pole across the field is recommended when it is impractical to plow, since this crushes down stalks and prevents them from drying out. Material which is made into silage is safe. Quarantine measures instituted by the Federal Government and by the several States should be strictly observed as a partiotic duty. The establishment of new areas of infestation is to be held back just as long as possible in order that more effective means of control may be devised before the distribution becomes general.

For a comprehensive discussion of the pest, see Farmers' Bulletin No. 1294, U. S. Dept. of Agr., by D. J. Caffrey and L. H. Worthley, both of the U. S. Bureau of Entomology.

Corn-Ear Worm

(Heliothis obsoleta)

It is practically useless to try to forecast years in which the corn-ear worm will be abundant in the North. In some seasons one finds 75 per cent or more of the sweet corn invaded by the striped larvae or "worms," working on the kernels when they are "in the milk," or later until they become hard. The entrance is almost always made at the tip of the ear, but when the husk is removed the larvae may be found almost anywhere. Usually only one larva is found, due to their well-known canabalistic habit.

An ear of sweet corn is practically ruined by a single larva, since the space left by the destruction of the kernels is almost sure to become the medium for fungus growth, one species of which produces a dark stain, ruining the ear for table purposes. Furthermore, at least some of these fungus growths prove poisonous if eaten by livestock.

Field corn is also attacked and likewise popcorn, but in the case of field corn, the uneaten kernels mature, and when shelled off and cleaned they are practically undamaged. The corn-ear worm is found all over the United States and Southern Canada, and its range extends to a good part of South America. It is found as well in all the continents of the world. In our Southern States it is known as the "cotton-boll worm." It is also a serious enemy to tomatoes and of lesser importance to a long list of other vegetables. In the South there are several generations each year, fewer generations appearing as we progress northward. Each female is said to be capable of laying several hundred eggs, even up to 2,500. When corn is attacked the eggs are likely to be laid on the fresh silk, the newly hatched larvae eating their ways down to the kernels. When full grown the larva leaves the ear and buries itself underground, where it changes to a pupa in an earthen cell. Later the pupa produces a clay-colored moth.

The number of infested ears of corn may be greatly lessened by dusting the silk, just after it is pushed out, with powdered arsenate of lead and hydrated lime or sulphur, mixed about half and half. The dusting may be accomplished with a hand duster, and the application should be repeated once or twice before the corn is ready for market. Such a dusting would seem to be warranted in fields of sweet corn and in fields of pedigreed field corn—in fact, wherever the value of the crop will pay for the treatment. It may be regarded somewhat in the light of insurance, and, while protection of the crop is not likely to be complete, the number of perfect ears is sure to be greatly increased.

Once in a number of years one finds ears of corn late in the season with a number of larvae present—larvae which resembles those of the ear worm so closely that to the farmer they never even awaken any suspicion that they may be anything else. Usually such larvae belong to another moth, the "Fall Army Worm" (Laphygma frugiperda), which also attacks all sorts of crops, besides the corn. In Michigan beans are likely to be eaten. Attacks by the fall army worm come at long intervals in Michigan, and the best control seems to be the use of poisoned-bran bait, a control which, at the very best, is unsatisfactory.

CHOOSE SPRAYS CAREFULLY.

H. F. Wilson and C. L. Fluke, of the University of Wisconsin, Madison.

INSECT PESTS destroy a minimum of 10 per cent of all farm crops annually, according to estimates over a number of years, although in local instances as much as 75 per cent of a particular crop may be destroyed. In the majority of cases, however, these losses are preventable by the use of the proper control measures. Of the thousands of insect pests known, only a comparatively few attack Wisconsin crops. The most important of these are the codling moth, plum curculio, Colorado potato beetle, potato leaf hopper, onion maggot, cabbage and radish maggot, cabbage worm, pea aphis, cucumber beetle and squash borer.

Control measures are often based on the fact that in most cases there is some one point in the life of the insect where it is much more easily destroyed than at any other time. Some are more easily killed during the egg stage; others during the larval stage; and a considerable number are more easily destroyed during the adult stage. Regardless of these stages, it is always desirable to destroy an insect before it can do any damage to crops.

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The four distinct kind of combative measures now in use against insects are: Preventives, insecticides, mechanical destruction and destruction by other insects that feed upon their own kind.

Mechanical Barriers—These consist in covers which protect such plants as bean, cucumber and melon vines from attack; sticky bands for keeping insects out of trees; hopperdozers for collecting grass hoppers; washes or screens made of paper or wire to keep borers out of trees; cards placed about radishes and cabbages to prevent egg laying by the adult fly, and ditches or dust furrows about fields to stop migrating cut worms or army worms.

Repellents—A repellent is any substance which will keep away insects by some offensive property which is usually due to the odor of the material used. The vapors of coal tar products are among these, and as they are poisonous when breathed into the body, insects probably keep away on account of the choking sensation produced within their breathing parts.

Cultural Methods and Farm Practices—These consist of clean cultivation; keeping down weeds and cleaning up and destroying rubbish in the corners and fence rows; burning all prunings from fruit trees; use of catch crops for cucumber beetles, squash borers and similar insects; rotating crops; fall plowing in the colder regions for wireworms and grubs; cutting out and destroying infested plants for raspberry cane borer, strawberry borers and othes, and the planting late to avoid the late brood of the hessian fly.

Chewing and Sucking Insects—Insects vary in the way in which they attack the plant. Some secure their food by chewing the plant, while others have mouth parts that enable them to form a piercing and sucking apparatus through which they can draw the juice from the interior of the plant. This often causes the tissues to shrivel and wilt, frequently resulting in the death of the plant.

Common Poison Insecticides Have Same Base—Arsenic oxide, the base of all important insecticides now used against chewing insects, is a substance which cannot by itself be used with safety on plants because of its tendency to burn the foliage. In combination with other substances, it acts as a poison to insects, but it does not cause harm to plants unless in a liberated form, as arsenic oxide. The principal substances with which it is combined for spraying are copper (paris green), zinc (in arsenite of zinc), lead (in arsenate of lead), and calcium (in calcium arsenate). These four poison sprays are the ones now mostly in use.

Paris Green Injures Foliage—Paris green in comparison with other insecticides has a higher arsenical content than the other materials and a greater killing efficiency, but it is not an economical spraying material at 40 cents to 80 cents a pound, and it has a tendency to cause foliage injury. For these reasons, it seems that it is more desirable to use one of the other sprays.

When paris green was first put on the market it contained a comparatively large percentage of free arsenic oxide, but this has been considerably reduced through present methods of manufacture, and in time it is possible that a paris green may be manufactured that will not injure the foliage any more than the other arsenicals. However, at present the percentage of free arsenic oxide is so great as to cause much more burning than is generally realized by our growers.

Paris green does not have the sticking qualities of the other insecticides, nor does it stand in suspension as well.

Arsenate of Lead Desirable—Without question arsenate of lead is the most desirable poison insecticide on the market, and more generally used than any other. The reasons are that, when properly prepared, it is safe to use on the foliage of practically all plants, it stands well in suspension, and it sticks and spreads well on the foliage. It does not have quite the killing efficiency of paris green, but the difference is small in cases where pure arsenate of lead is used.

The insecticide manufacturers and chemists know arsenate of lead in two forms. In each one the arsenic forms a different combination with the lead, so that in the one known as hydrogen, acid or diplumbic arsenate of lead there are two parts of lead and one part of arsenic oxide, forming a material with 33 per cent* poison in it. The second form of arsenate of lead, known as basic, neutral or triplumbic arsenate of lead, forms a combination in which one part of arsenic oxide is combined with three parts of lead, and in which the poison amounts to 25 per cent* of the total.

Basic Lead Arsenate Best for Tender Plants—The basic lead arsenate forms a more stable combination between the lead and arsenic than does the lead hydrogen arsenate. For this reason it does not break down as rapidly in the presence of water or air and is the most desirable spray to use on tender plants in certain climates. However, this slow breaking down makes it an undesirable spray against those insects which are not quickly affected by poison.

The lead hydrogen arsenate is more easily broken down in contact with air, water or other chemicals, and for this reason acts more quickly and has a higher killing efficiency than the other form. But for this very reason it is somewhat more dangerous to use on the foliage of tender plants. The present methods of manufacture, however, are such that the free arsenic in either one of the two forms is so limited that practically no injury results from the use of either.

The difference in the killing efficiency of these two forms probably accounts in a large measure for the unsatisfactory reports on the use of arsenate of lead to control the Colorado potato beetle. The basic arsenate is so slow in its action that very poor results are obtained when used against this insect, but lead hydrogen arsenate in small amounts gives immediate and efficient results. It has also been noted that, while insects that have been fed on the basic lead arsenate do not die immediately, most of them become sick and do not feed after receiving a dose of the poison. Practically all the lead arsenate on the market today is the lead hydrogen form.

Hardy Foliage Withstands Zinc Arsenite—Arsenite of zinc has come on the market in recent years, and next to paris green it seems to have a greater killing efficiency than any of the other isecticides given. However, it is somewhat variable in its action, and its value is not fully determined. It seems that it cannot be used with safety on fruit trees because of its tendency to burn or crimp the leaves, but it has been found to be a very efficient spray for potato bugs, without causing injury to potato foliage. It should be slightly cheaper than arsenate of lead, and would, therefore, make a very desirable spray to use on potatoes and other plants with hardy foliage.

*Percentage refers to arsenate in powdered form.

(To Be Continued Next Week)

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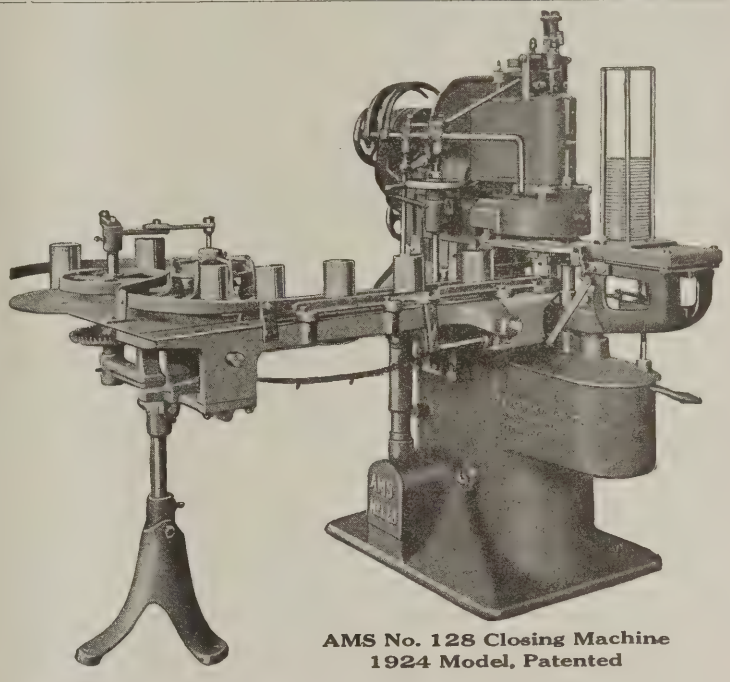
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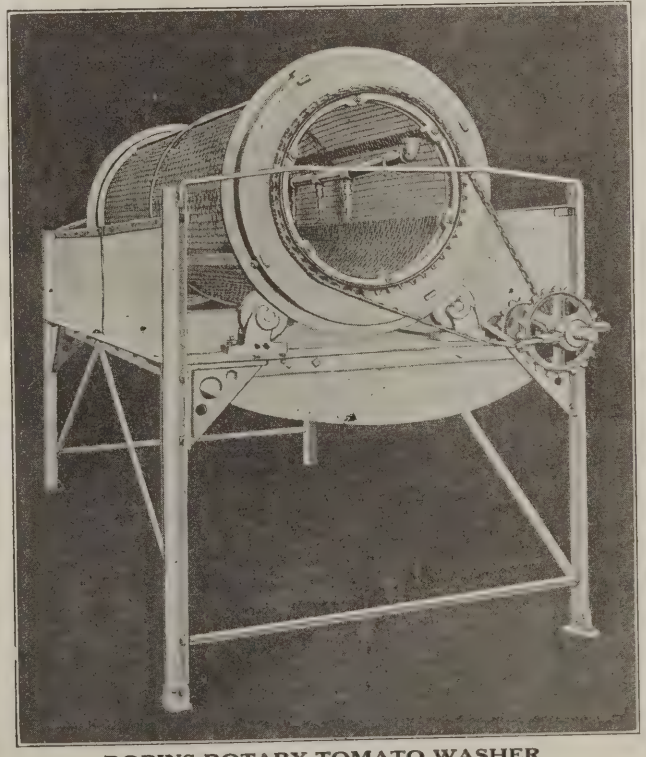
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Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Huddleston, Va., July 9, 1924—Tomatoes—We have 60 acres contracted. Crop conditions are fair. I think normal conditions are existing.

Centerville, Md., July 8, 1924—We will pack tomatoes only this year. There has been a large acreage planted, but the wet, cold weather has been very hard on them; a large portion of the first plantings were destroyed by cutworms. Today, the 8th, we have had a fearful rain; saw some patches under two feet of water and others beaten down by the downpour. They will be very, very late, and we do not expect to have any to pack before the 10th of September, and if the weather continues as we have had all spring, "Yes, we will have no tomatoes."

Bordentown, N. J., July 7, 1924—Peas—Finished packing July 3rd, with yield of 40 per cent. of normal.

Lima Beans—Crop looks well at this stage, but too early to say much.

Brunswick, Me., July 10, 1924—Corn late, but growing well. Moisture satisfactory up to present time. Generally good showers during last few days. Except for lateness, condition 90 to 100 per cent.

Peas—Promise a good crop. Have grown well and conditions to date have been satisfactory. Recent rains. Now starting canning.

Cut Beans—Same condition as corn and peas.

Portland, Me., July 10, 1924—Sweet Corn—Conditions good, better than last year. Planting slightly earlier on the average and weather conditions are now ideal.

String Beans—At least 30 per cent increase in acreage. Reports indicate beans are growing well and the yield will be at least up to average, unless adverse conditions develop between now and harvest time.

Reports indicate a much larger yield for apples this year than last year. In fact, it looks like a good year for apples.

Blueberries—Reports from Eastern Maine indicate that the prospects for blueberry pack are good. Blueberries are said to be in fine condition. There will be a meeting of the blueberry canners in conjunction with representatives of the Bureau of Chemistry, National Canners Association, Maine Canners Association, Maine State Department of Agriculture and others held at Bangor on the 18th instant, with a view to correcting some trouble which developed last year as the result of packing late berries. This will be a distinctly co-operative meeting, and good results are expected from it.

Peas—Only two companies pack peas in this state, and these for only a moderate acreage, but from such information as we have we believe that the pea crop will be good this year, although a trifle late.

Ellsworth, Mich., July 10, 1924—There is a good acreage and prospects look good.

Sour cherries will be ready to pick and can about July 15th.

Sweet cherries are ripe now. About 70 per cent yield.

Wax string beans will be ready to can in ten days to two weeks time. Crop looking fine.

Corn is at least two weeks late, and at present looks like a 70 per cent crop.

Beets are doing well. Cut worms destroyed 20 per cent of crop.

Apple orchards look promising.

A fair acreage of pumpkin and squash is planted, only late.

Bunker Hill, Ind., July 10, 1924—We pack nothing but tomato products. The prospects at this date are not encouraging. The plants are very backward and uneven, the fields having been flooded, and whenever water soaks in the ground for any length of time the plants are dead. I should say that the prospects at this day are about 60 per cent crop. It will all depend on the weather from now on. Added to all of our troubles is that the nights are cool and not enough heat in the daytime. Weather too cool.

Muncie, Ind., July 10, 1924—More acres. Prospective yield less. Causes: Rain and late planting, shortage of cultivation.

Streator, Ill., July 11, 1924—About 30 per cent on corn. Too early to tell about tomatoes.

Bloomington, Ill., July 10, 1924—Aside from the loss of a few acres of our sweet corn by heavy rains, we have about the usual acreage in sweet corn. The crop is doing well at this time, but the canning season will open ten days to two weeks later than usual, and will need favorable weather if we are to secure the full crop for canning.

Atlantic, Ia., July 11, 1924—Sweet Corn—Acreage originally 1,600 acres, loss by flood 400 acres. Crop on high land looks good. Estimate our crop conditions 70 per cent as compared with normal.

Pumpkin—Considerable destroyed by flood, but in all probability will have sufficient quantity for our requirements.

Many acres of sweet corn have been destroyed beyond redemption in State of Iowa. From what we can learn the crop in Iowa will not exceed 70 per cent of normal.

Fremont, Nebr., July 11, 1924—Sweet Corn—Acreage 1,000, conditions compared with normal years 80 per cent.

Audubon, Iowa, July 10, 1924—Corn in this state and Nebraska is between two and three weeks late. On account of seed being weaker than usual, we contracted for about 40 per cent average more than we had last year. By hand-picking the seed and having our farmers plant about four pounds more to the acre we obtained a good stand on 75 per cent of our acreage. We have had very heavy rains, which washed or drowned out about 30 per cent of our acreage, so that we still have almost a normal acreage left, which if we have a favorable fall will give us a fair pack. In case of frost about the middle of September we would lose at least one-half of our acreage. We do not believe that the packers of corn can under the most favorable weather conditions realize a normal pack.

Waterloo, Iowa, July 10, 1924—Corn, so far as Northeastern Iowa is concerned, is about 75 per cent of a normal stand and about three weeks later than last year.

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D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

Owensboro, Ky., July 10, 1924—Tomatoes—Condition of crop good. Prospective yield above average normal year.

Lexington, Ky., July 9, 1924—Tomatoes—Double the acreage. Crop looks fine.

Sweet Potatoes—About same. Very late planting.

Burnside, Ky., July 9, 1924—We have a new canning plant, just completed, and can pack anything in the fruit and vegetable line except corn, but our principal output this year will be tomatoes and sweet potatoes. We have 125 acres in tomatoes this year, but have a plant capacity sufficient to handle a 200-acre crop, which we hope to bring it up to next year, and also handle some other vegetables, such as beets, beans and peas.

Our tomato crop is looking fine, although on account of the late spring they were late in getting the plants out, but if we have continued good season we will have a good yield.

This will be the first year that tomatoes will be grown for canning purposes, but the soil here is well adapted to tomatoes, so we think the farmers will find this a paying crop, and we will have no trouble in getting our acreage in the future.

Dandridge, Tenn., July 11, 1924—Tomatoes—Acreage above last year. Crop normal to date, but too much rain, and unless we have more sunshine crop will die soon.

Stringless Beans—Short crop.

Fayetteville, Ark., July 11, 1924—We pack only tomatoes. We have a normal acreage, but the plants went in the fields about two weeks late. There was so much rain following setting that many fields became very weedy. Rains stopped about three weeks ago. Fields have all been well worked. Some of them too much. Very little fruit yet on vines, and are needing rain. Will be the last of August or first of September before any packing to amount to anything. No tomatoes being offered from this section.

Crop is all to make yet. With ideal weather conditions, this country could pack as many tomatoes this year as last.

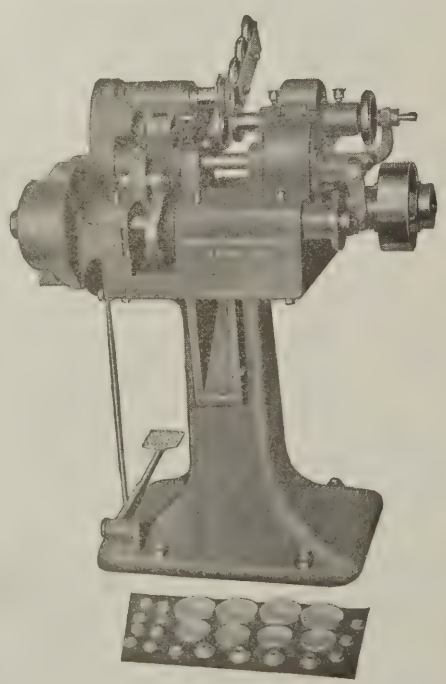
Augusta, Wis., July 10, 1924—We started packing peas Wednesday, but they are maturing slowly. Will be running full capacity Monday. Vines look strong except in low and cold soils. There seems to be a shortage of pods. We are looking for a fair crop, quality seems good. Acreage is normal.

Corn is late, very uneven. The cold, wet spring weakened the germination. Considerable corn was washed out or covered. Weather favorable for corn at the resent time. Normal acreage.

Cabbage is looking good. Plants have a good start. Plenty of moisture. Normal acreage.

Palmyra, Va., July 9, 1924—Tomatoes—Do not expect over one-third pack this year. In the first place, the farmers could not get them planted. Next, what is planted looks so bad that we do not expect over one-third of what we expected when we contracted.

Princess Anne, Md., July 15, 1924—Our acreage is about 75 per cent of what it was last season. Plant conditions very poor. Looks at present as though we will not have a 50 per oent crop on our 75 per cent acreage.

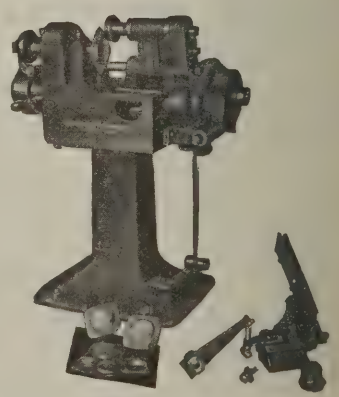


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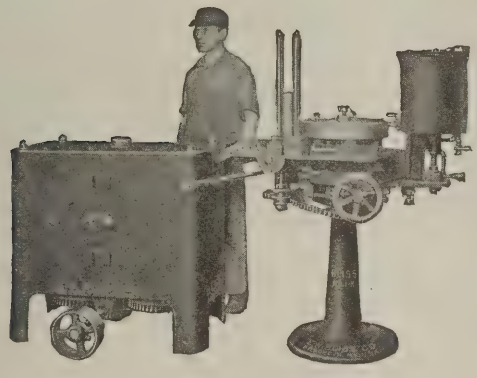
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Chicago, Illinois.

Kenton, Del., July 16, 1924—Acreage normal Prospect of crop 50 per cent normal. Two to three weeks late.

Bridgeton, N. J., July 15, 1924—Tomatoes—Very late in setting out. Fields very uneven on account of bugs and cutworms destroying plants. Also stem-rot has taken many plants. Will not pack before September. Do not think the yield can be over 60 per cent of last year.

Blanchester, Ohio, July 14, 1924—Corn. Poorest prospect we have ever had on sweet corn. Crop very late and of poor stand. With corn weather from now on cannot expect over 50 per cent pack. Fields very grassy and flooded now.

Lebanon, Ohio, July 11, 1924—Corn—All planted late on account of extreme rainy weather. The corn is not far enough advanced to tell what it will make. Weeds are plentiful. If conditions are favorable from this time on we will have about a 50 per cent of normal pack.

Our acreage is normal, amounting to about 500.

Eureka Springs, Ark., July 12, 1924—Tomatoes—The backwardness of the crop and the situation in general in this territory indicates that the pack this year will be as small, if not smaller, than last year. A great many canners have withdrawn future orders.

The acreage of tomatoes in this territory is probably 25 per cent more this year than last, but the pack will be as small, or smaller.

Queenstown, Md., July 16, 1924—Tomatoees—Very late; one good patch in every five. Many will yield practically none at all. Acreage about normal; look for about 60 per cent of a normal crop.

Corn—Same as tomatoes.

Halls, Md., July 15, 1924—Tomatoes—Much later than last year and only have about 75 per cent as many planted as last year. Have about 70 acres planted this year.

Phalanx, N. J., July 16, 1924—Tomatoes—Acreage 150 per cent of last year. Prospective yield 75 per cent of last year.

While the crop of tomatoes here is quite late, the stand is fair and plants look in good condition.

Washington, N. J., July 16, 1924—Tomatoes—Crop is coming along in grand shape. Will can about same quantity as last year. Wonderful growing weather for tomatoes.

Smyrna, Del., July 16, 1924—Tomatoes—Acreage from 20 to 25 per cent less than planned for in the spring. Patches generally late and badly broken on account of unusual ravages of cutworms and other insects. Also considerable damage from stem wilt, black rot and other diseases. August canning this year in this section will be practically nil. Active canning will scarcely begin this season before September 10th or later. It will require an unusually late fall this year to make a pack much above 50 per cent of normal. As we see it, it is purely a weather proposition. With most favorable weather from now on to late fall a fairly good pack is entirely possible.



Slaysman's No. 0 Double Seamer

This Double Seamer will do the same class of work as the more costly machines.

Especially adapted for double seaming tops on filled cans.

Weight, 150 lbs.

Will receive cans up to 7½ inches diameter by 8 inches high.

Diameter of tight and loose pulleys, 6 x 3 inches.

Speed, tight and loose pulleys, 600 r. p. m.

WRITE FOR PRICES

MANUFACTURED BY

SLAYSMAN & COMPANY

Automatic Can Making Machinery

801-11 East Pratt Street, ∴ BALTIMORE, MD.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

THE INCREASING TOMATO CONSUMPTION.

R. W. Messenger Sees a Steadily Increasing Demand, Checked Only by This Season's Curtailed Output—Better Goods One Great Cause.

Federalsburg, Md., July 14, 1924.

Editor "The Canning Trade,"
Baltimore, Md.

Dear Sir: In practically every issue of your paper for the last five months you have fought for higher prices for future tomatoes and warned Tri-State sellers especially of what was going to happen to them if they sold at the prices some of them persisted in selling at during the whole period. This is the fourth consecutive year you have done the same missionary work, but in spite of your missionary work the bulk of the tomato pack for each one of these years has been sold for future delivery at or below cost, while those who waited until the goods were packed before selling them have, until this year, been able to get a fair profit. This year the only danger is that prices will go too high on account of a real shortage of production such as we have not seen in many years.

I heartily agree with all those gentlemen who have already reported what bad condition the crop was in in the main producing section of the Maryland-Delaware peninsula, and, judging from what direct correspondents tell me, plus newspaper reports, believe the crop will be short in every State in the Union except, possibly, two or three, and these two or three are States with a comparatively insignificant output. Certainly in the section of this peninsula within 35 miles of Federalsburg which last year packed nearly four million cases of tomatoes and during the war packed much more than four million cases of tomatoes, the crop prospects are very bad, indeed, and we are going to have a very light pack. The pack of Maryland and Delaware taken together is sure to be very much smaller than it was last year, and what difference does it make for two or three States whose normal pack is five or six hundred thousand cases each to pack twenty-five per cent more than they did last year, when Maryland and Delaware pack two million cases less than they did last year?

But in addition to the crop problems, there is one very great market influence which no one seems to have written about in your columns. Consumption of canned tomatoes is increasing by leaps and bounds. In 1921 we had a four-million-case pack, and the biggest bears who managed to get their thoughts into print estimated the carryover, which was mainly in the form of Government goods, to be six million cases. They were almost cleaned up, which would indicate a consumption of ten million cases by August 15th of



A NEW LABORATORY

Fully equipped to handle your problems is my contribution toward a successful season.

LeRoy V. Strasburger, B. S.
15 S. Gay St., Baltimore, Md.

Chemical Analyses Bacteriological Examinations.

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.
CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.

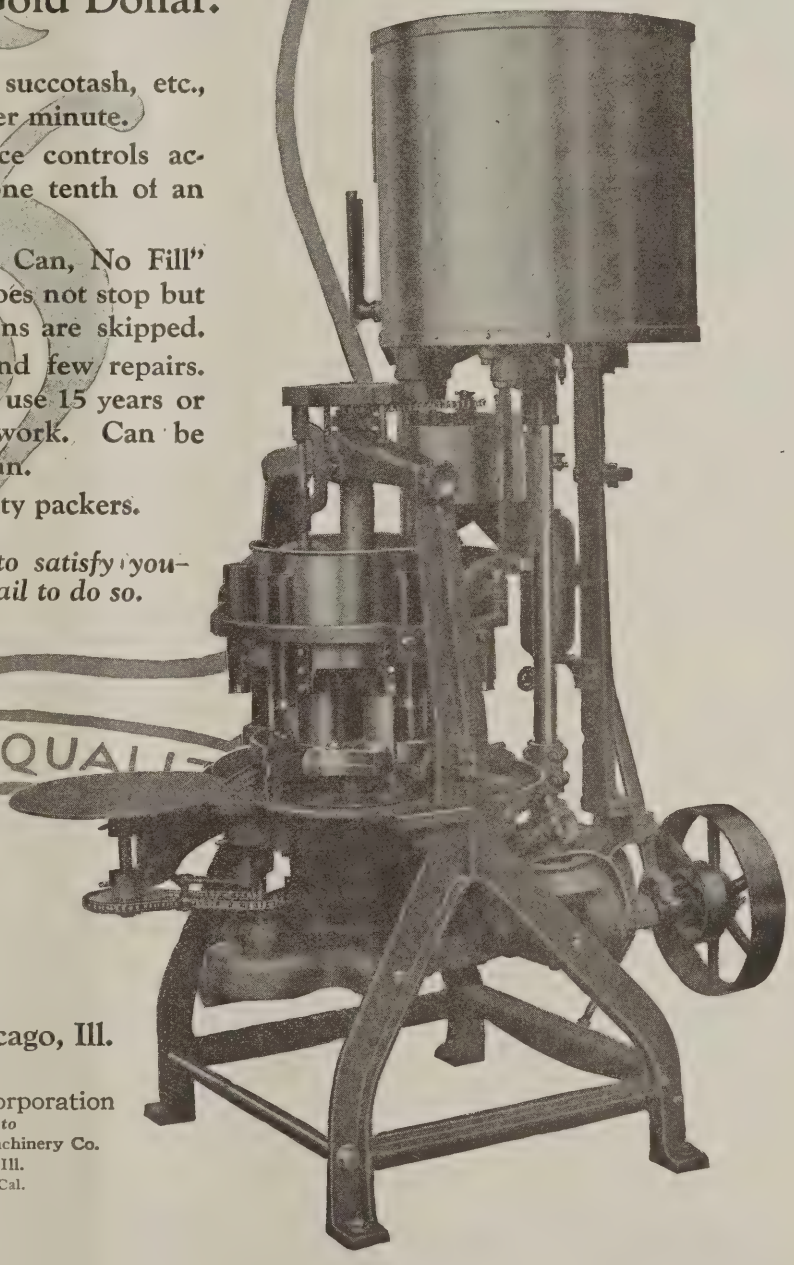
Cannery For Sale

By reason of the death of Geo. N. Numsen the undersigned, representing the interests of the firm of Numsen & Davis, have decided to offer at private sale the firm's cannery, located at Benedict, Charles Co., Md. This factory, located on the Patuxent River is completely equipped and has an abundance of tomatoes, peaches and blackberries available. Three hours ride by auto. from Baltimore. Ideal location, numerous summer resort hotels, and extensive automobile travel from Washington and other sections. On State Road.

CHARLES K. DAVIS, Surviving partner
J. NEWMAN NUMSEN, Administrator
Apply McGAW DAVIS & CO.
414 Marine Bank Bldg., Baltimore.

SPRAGUE-SELLS

Sprague-Sells
Corn Cooker Filler
with Peerless Resilker
Attached.



As Standard as the Gold Dollar.

A perfect filler for corn, succotash, etc., at any speed up to 120 cans per minute.

Positive measuring device controls accuracy of filling to within one tenth of an ounce.

Has the only perfect "No Can, No Fill" attachment. The machine does not stop but no corn is discharged when cans are skipped.

Requires little attention and few repairs. Machines which have been in use 15 years or more are still doing perfect work. Can be furnished for filling any size can.

Used by 95% of the quality packers.

Our machines are guaranteed to satisfy you—your money back if they fail to do so.

THE SIGN OF QUALI-

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successors to
Sprague Canning-Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

COOKER-FILLER

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

1922. In 1922 we packed eleven and a half million cases and ran so short that speculators managed to bring back over half a million cases from France and market them to advantage, thus showing a total consumption of over twelve million cases with the closest clean-up ever known by August 15th of 1923. Last year we packed 14,700,000 cases, and at present there is every indication of their being entirely cleaned up with the exception of a few 10s, and my personal opinion is that the 10s will be gone, also, by August 15th.

Now, if this does not indicate a ratio of increased consumptive demand, which it will require seventeen million cases to satisfy between August 15th of this year and August 15th of next year, it does not indicate anything; yet I am sorry to say that every indication is in the direction of a smaller pack than we had last year, probably a much smaller one.

The point which these cheap sellers of Maryland futures cannot seem to get into their heads is "Why the increase and how soon will things flop again as they did in 1919 and 1920." Of course, the increase in consumption is due to the average canned tomatoes being better than they were in 1918 and 1919. I am glad to say that the majority of the tomato canners never did realize what horrible slops some of the Maryland and Delaware canners put up in 1918 and 1919. The average yearly consumption which had amounted to thirteen and a half million cases yearly went down to around ten million cases as a result of this "consumption killing" form of packing. The anti-slop packing laws of 1920 stopped it, we hope, forever, so far as Maryland and Delaware are concerned. The only "pureed" tomatoes now being shipped to our Eastern markets are coming from California.

In 1906, when the National Pure Food Law went into effect, many tomato canners predicted dire calamity for the industry. Instead of a calamity, the fact that the average tomato canned was a "consumption builder" instead of a "consumption killer" resulted in the average annual consumption going from below seven million cases previous to 1906 up to ten million cases in a few years, and up to thirteen and a half million cases in ten years. When the State laws just mentioned went into effect in 1920, the writer, going back to the years following 1906 for his precedent, predicted an increase of consumption to twenty million cases within a few years, and if production could have been maintained at a properly increasing ratio, it now appears that we would have reached that figure in 1926. A falling down in production, such as we are sure to experience this year, may delay our reaching the twenty-million-case mark before 1927; but how can anyone, after noting carefully what has happened since 1920, doubt that we shall reach a twenty-million-case consumption by 1927, provided we first get the production.

Yours respectfully,

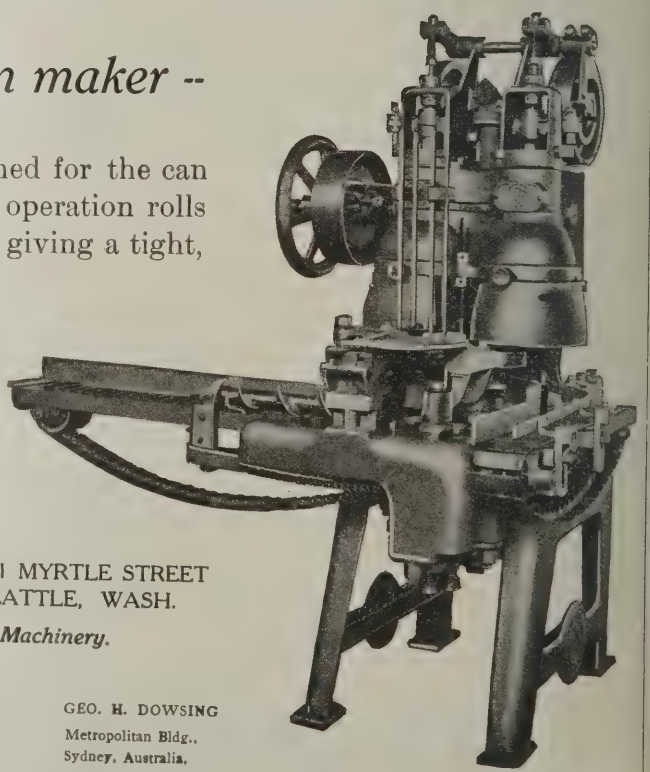
R. W. MESSENGER.

SLACK SEAMS - HARELIPS -

Two bug-bears of the average can maker --

The TROYER-FOX DOUBLE SEAMER, designed for the can maker, has a yielding pressure on the second operation rolls which compensates for different tin plate thickness, giving a tight, evenly rolled seam all the time.

The two First Operation Rolls tuck the curl of the lid well up under the Flange, with a positive even pressure, spinning, or ironing out the seam in a smooth straight line.



SEATTLE-ASTORIA IRON WORKS 601 MYRTLE STREET SEATTLE, WASH.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES :--

J. L. COLLINS
112 Market St..
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.,
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia.

Pea Graders

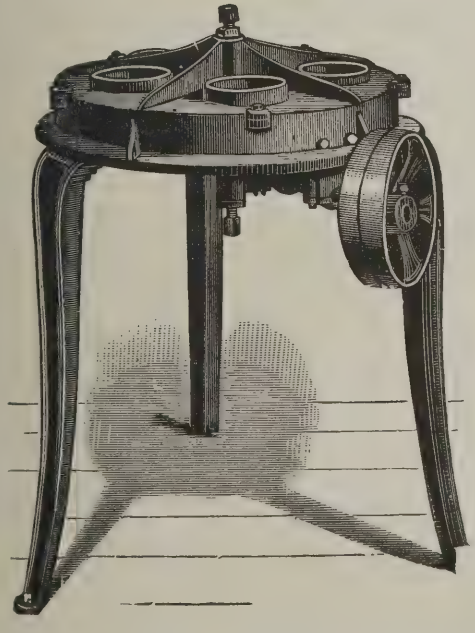
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

ORCHARD FRUIT CROPS PROMISE BIG YIELDS THIS YEAR IN MARYLAND AND DELAWARE, EXCEPTING MARYLAND APPLES.

By John S. Dunee.

Orchard fruit crops in Maryland, apples, excepted, give promise of bountiful yields this year. In some Maryland orchards apples are very spotted; the trees were full of bloom, but did not set fruit, pollination being hindered by the excessively wet and cool spring. A full crop of some types of apples is expected here and there on the Eastern Shore, according to Peninsula growers. Wet weather has been favorable to insects and disease in both states, and damage is reported locally from those causes. Spraying in not a few instances has proven ineffective, because of continuous rains, which growers say washed off the solution. Much scab reported. And hail worked considerable damage locally. The June drop in both states reported as heavy. In Delaware all tree-fruit prospects are much above the ten-year average for this time of year.

The apple prospect in Maryland on July 1 was about 2,119,000 bushels, against 2,300,000 last season, and 1,714,000 the average of the last five years. A commercial crop of 382,000 barrels is indicated. In Delaware the prospect is somewhat better than in Maryland. A crop of about 1,318,000 bushels is forecast, against 1,200,000 last year, and 851,000 the average of the last five years. A commercial crop of 369,000 barrels is in sight.

In both states the peach prospect July 1 was much above the ten-year average. A crop of 697,000 bushels is indicated for Maryland, against 631,000 last year. In Delaware 239,000 bushels, against 225,000 last year.

Pear production in Maryland, based on July 1 condition reports, is forecast at 373,000 bushels, against 374,000 last year. And in Delaware at 363,000 bushels, against 370,000 last year.

These forecasts allow for average influences prevailing from July 1 to harvest time.

PRICES OF CANNED AND FRESH FRUIT IN ENGLAND.

By William M. Park.

Fresh Fruit—Seedling Oranges 15 to 20s. per case of 1½ bushels. Naval oranges 20 to 30s. per case of 1½ bushels. Grape fruit 30s. per case of 1½ bushels.

The above fruit is arriving at the present time and the prices given are the current wholesale ones in Covent Garden.

Peaches—6s. to 15s. per box of about 14 lbs. 6s. applies to the poor qualities and 15s. to the extra fine. 10s. is considered an average price.

Pears—3s. 6d. to 7s. 6d. per box of 14 lbs, according to variety and condition.

Plums—6s. to 9s. per case of 14 lbs.

The shipments of peaches, pears and plums have practically ceased for the present season, but the above were the current wholesale prices a few weeks ago.

Canned Fruit—No. 2½ size cans.

Pears—Fancy grade, from 13s. 6d. to 14s. 9d. per doz., duty paid; choice variety, 14s. 9d. per doz., duty paid; standard, 13s. 3d. per doz., duty paid.

Pineapple—13s. 6d. per doz., duty paid.

No other canned fruit quoted.

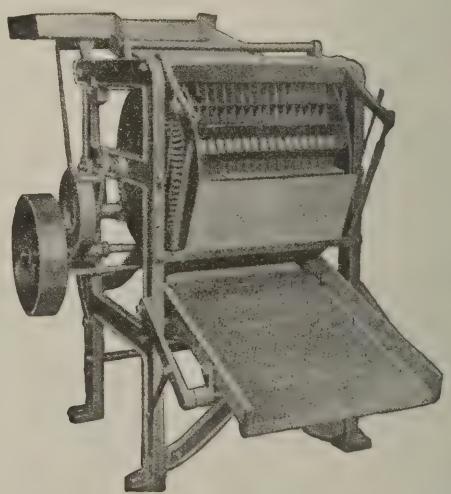
IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2 lb. cans. Conceded to be the best; hundreds in use. Double theremometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process



ZASTROW MACHINE CO. INC.
1404-1410 THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

LEWIS CUTTER
— FOR —
Beans, Okra, Celery, Rhubarb



Attention, Mr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build; Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	¶1.00
Limas, Extra, No. 2	....	....
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.25	1.25
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.25	1.20
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	1.00	.85
Ex. Std. Crushed, No. 2	1.05	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.15	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	1.75	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.30	1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	1.17½	....
" f.o.b. Baltimore	1.25	Out
No. 5 Sieve, 2s, f. o. b. Balto.	1.15	....
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	Out	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.05	1.00
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.50
California, No. 2½, f.o.b. Coast	....	....
California No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.25	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	Out	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.15	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1 40	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	Out	....
Standard 2s, f.o.b. Baltimore	1.20	....
Standard, No. 2, f.o.b. County	1.20	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.60
Standard 1s, f.o.b. County	62½	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	3.50
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.25	2.00
Standard, No. 3	....	Out
Standard, No. 10	7.25	7.75
Standard, No. 2, Preserved	1.70	....
Standard, No. 2, in Syrup	....	....

BLUEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s	8.50	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.30	2.35
California Stand., No. 2½ Y. C.	2.05	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	2.00	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	2.05	2.05
Hawaii Sliced, Standard, No. 2½	2.90	3.40
Hawaii Sliced, Extra, No. 2	2.65	3.10
Hawaii Sliced, Standard, No. 2	2.50	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	11.50	12.50
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.25	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	Out	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.25	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.00

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	Out	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

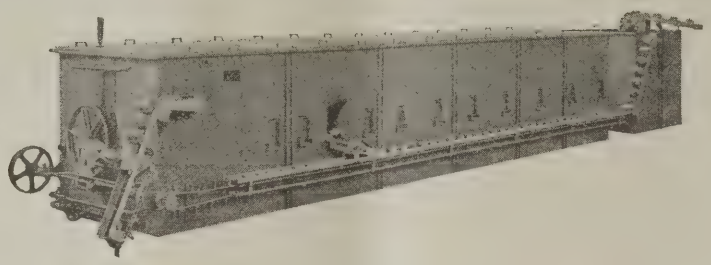
SARDINES—Domestic, per Case
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	3.75	4.00
¼ Oil, Key	4.25	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	3.65	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.00	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	....	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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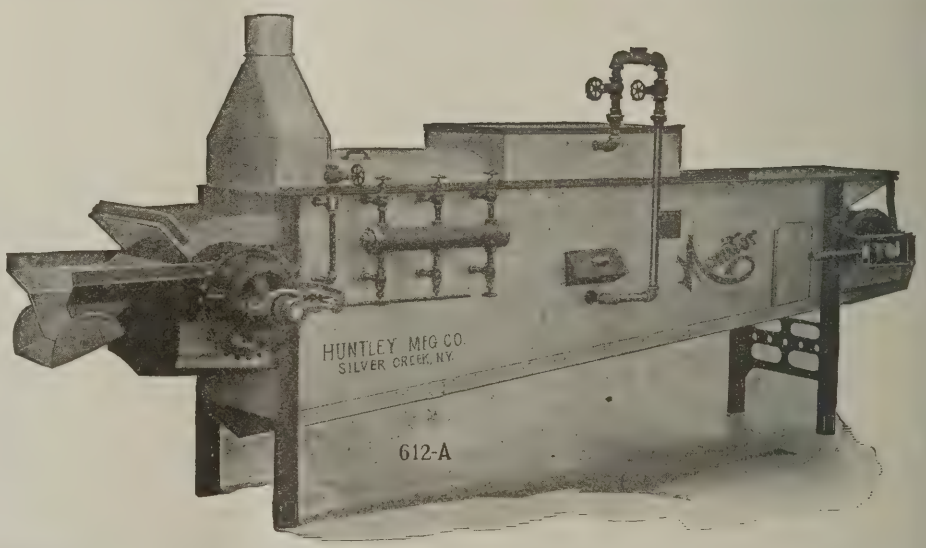
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SAN JOSE, ∴ ∴ CALIFORNIA

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Baltimore, Md.
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Hamilton, Ont.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JULY 21, 1924

WEEKLY REVIEW

Most Canners Have Withdrawn From the Market, Owing to Uncertain Crop Results—Sharp Price Advances Not Looked For — Peas Going Quickly Into Consumption — Prices Re-arranged—No. 10 Tomatoes Are Lower—The Market Strong.

KEEPING OUT—There would seem to be good evidence that the great majority of canners of corn and tomatoes have withdrawn from the market and are refusing further sales of their goods until they can see more definitely just what may be expected from crops. "Hope springs eternal in the canner's breast" might have been truly written of the canners generally, and there was never better evidence of it than what has been shown this spring, and so far this summer. Although they saw their crops, upon which they depended for their packs, hindered in the planting, hurt in the growing and ravished by bugs and insects to an unprecedented degree, nevertheless when futures were offered them—at low prices—they took just a few more orders to be on the safe side, and it must have been because they hoped, in spite of their eyes and knowledge of crops, that their packs would come through someway or somehow. Or, possibly, the hope took the form that before it was too late they would get out added acreage and be able to produce additional crops, so as to pack these goods and meet their obligations. Both of these "hopes" have been take away from them now, and so they have been forced to withdraw in self-protection.

Read the long string of crop reports we give you this week and you will see that better than 60 per cent of a normal output seems out of the question, even if weather conditions and all else prove most satisfactory from now on. While these reports are not signed as printed, many of them have been written by canners old in the business—men of experience and familiar with their business, and whose judgment and honesty are above reproach. Crops may take a complete flop to the other side, and the yields may outdo all previous records for the acreage planted, but even so—and that is the extreme of extremes—there will not be enough to make good, big packs of either corn or tomatoes. So there is no wonder the canners have withdrawn—they would be very foolish to sell further in the face of almost certain shortage. Now, the question is as to the advances—will tomatoes and corn advance, and if so, how much? The answer to this question hinges upon general business conditions annd the action of the banks. There are some indications that the slight recession in general business noticed during the past few months is passing off, and some of the authorities are saying that business improvement is setting in. Similar crop troubles in wheat have sent that product soaring on the exchanges, and other food products will feel a beneficial effect from this. From that viewpoint the situation looks hopeful, but from the banker's viewpoint it is not so easy to extract comfort. They have been holding the buyers down tight as they have been holding the canners down, causing the supply men to complain that business which was to be expected had not been placed, and the bankers will continue this tight holding until after the election, and its disturbing elements. So, although prices ought to advance, and rather sharply, there may be only moderate advances; but, on the other hand, there seems no likelihood whatever of anything like recessions.

A great many buyers would like to cover their requirements better, as they fear being caught short; but they are caught in both ways now—the inability to buy as they want through financial limitations, and the unwillingness of canners to take further orders for futures. Orders are coming in from all sections, covering all items, but particularly for the better grades of tomatoes and corn, and they are taking spots where they cannot get futures. So there is real life and strength to the market and a considerable volume of trading.

PEAS—Southern packed peas, which this season were quite good in both quality and quantity, are reported as going quickly into consumption, filling up the many vacant spots which have been waiting for canned peas. Indiana and Ohio peas come in the same class, and so the big "boys" in the pea-canning game will find that their little competitors have all been cleaned out of their way, and that they have the market in their own hands. The weather has been favorable for the pea canners of Wisconsin and New York, and they have been making the most of their opportunities. It is hoped that they have not sold up to the full on futures, so that they may have some goods to trade upon the market at the better prices. There will not be too many peas this season, but there should be fair-sized packs.

There has been a re-arrangement of pea prices this week, some higher and some lower, as you will note upon reference to our market page.

TOMATOES—The only other changes in prices this week are found in No. 10 tomatoes, which are now quoted at $4 instead of $4.15, an effort evidently being made to clean up what someone reported as a large carryover of 10s, though we expect to see this report prove overdrawn.

STRING BEANS—String beans are coming to the canners' tables in this section, but the market is so thoroughly cleaned out of this item that what can be packed will be taken as fast as packed, and the market remain hungry for more. Other sections are beginning on them, but the crop is not in good condition and the packs cannot be large. No. 2 cans of cut stringless are quoted at $1 to $1.10, whole beans at $1.20, and No. 10 stringless at $5.75.

TRUITS—Small fruits are meeting with good demand and are cleaning up in this market. In fact, all fruits are in better demand, and as the packs generally will be limited closely to futures on the books, with very little carryover, the buyers are covering their wants while they can get them. This market is said to be cleaned out of pears, and while the pine-

apple pack this season showed some improvement over former years, it has been going steadily into consumption. The Hawaiian article has met with excellent demand, and California fruits generally have been so well taken, under the now well understood conditions, that canners on the Coast have withdrawn early prices and advances are being made.

Some early peaches are coming to market, but if touched at all, they are being very lightly touched by the canners. The apple crop promises to be a good one this season, and the surplus of fresh apples in the warehouses is making apple canners careful about their procedure. Despite some experts' opinions, this does not look like a good year to go heavily into apples, unless the futures are on the books.

SPINACH—Spinach has been a prince among vegetables this season, out of the reach of ordinary mortals, and as a result the canned article rules high. No. 2 is quoted at $1.05, and No. 3 at $1.55, with No. 10s at $4.50, and based upon the cost of the fresh article there cannot be much profit for the canners even at these prices. Naturally, stocks are low. What other sections can add to this supply remains to be seen.

SAUERKRAUT—Sauerkraut rules steady at about $1 for No. 3. Sweet potatoes are all gone and are out of quotations. There is some little pumpkin left, held at $1.25 for No. 3s, and at $3.80 for No. 10s.

Mixed vegetables continue to sell and are quoted at $1 for No. 2s.

BEETS—Some new beets are offered, and the very small are quoted at $1.35 for the No. 2s, $2 for the No. 3s, and $7 for No. 10s. The crop of beets is not in good condition, having been damaged by cut worms and other troubles. The canners are improving the pack of beets and demand is following as a result.

The feature of the market is that practically all canners are withdrawn, awaiting more definite information as to crop results.

NEW YORK MARKET

The Market Stiffening—Tomato Canners Withdraw—Spots and Futures Stronger—More Fruit Business—Salmon Situation Worrying—Corn Stronger—Most Corn Canners Withdrawn on Futures—Southern Peas Going Out Rapidly—Small Pack of Berries Expected in Northwest—Michigan Berries Better—Southern Fruits.

New York, July 16, 1924.

By "New York Stater,"

Special Correspondent "The Canning Trade."

MARKET STIFFENING—Spot canned foods are available only in limited quantities, and wanted grades are at a premium in many instances. Stocks in the hands of distributors are very light, and buyers are carefully scouring the market for even very small lots of certain grades of fruits and vegetables which are most in demand from the retail trade.

Tomato Packers Withdrawn—With the outlook for the new tomato pack in the Tri-States rather unsettled, many of the packers are now withdrawn from the market, brokers along the street estimating that fully 75 per cent of the packers are now temporarily out of the market. In the meantime the market continues nominally held on new pack.

Spots Stronger—The spot tomato market is strengthening in sympathy with firmness in the futures situation. Unsold holdings of 2s at cannery points are limited to small quantities, the market ranging from $1.15 to $1.20 per dozen, f. o. b. cannery, with offerings at the inside price considerably in the minority, $1.17½ per dozen being the ruling quotation in most instances. The market for 3s is held at $1.35 to $1.40 per dozen, with possibly some to be had at $1.32½ per dozen, both prices being f. o. b. cannery.

More Fruit Business—Demand for new pack California canned fruits has shown improvement, and the packers are more optimistic. Peaches in particular have been selling well out of the new pack, and the demand for apricots is beginning to show noticeable improvement. Export buying of "cots" has been one of the features of the market during the past week. Pears continue rather quiet. Pineapple business is picking up somewhat after a slow start.

The Salmon Situation—Reports of a rather alarming nature regarding the new pack salmon situation are being received from packers in Alaska. According to some estimates, imposition of the more drastic government regulations this season will result in a cut of practically 50 per cent in the pack, with heavy losses to the canners. Despite the bullishness of these reports, however, local buyers refused to be stampeded, and there was a comparatively quiet business passing during the day. The spot situation also remained quiet, with pinks ranging $1.32½ to $1.35 per dozen, ex-warehouse. Reds held at $2.35 to $2.40 per dozen, with up to $2.45 quoted on some, especially favored brands.

Corn Strong—There is very little spot standard corn available, and the market on Southern pack for immediate shipment is held firm at $1.00 to $1.10 on full standards, with some available around 95 cents per dozen, f. o. b. country cannery. There was some buying during the week, and the market took on a stronger tone. Futures were attracting more attention as the strength of the spot market becomes more marked. Western canners are practically out of spots, holding the market around $1.10 per dozen, f. o. b. cannery, for the small lots still remaining unsold.

Fancy Maine Corn—Practically all of the canners are withdrawn from the market, as a result of the unfavorable crop outlook. The wisdom of most of the packers in booking only a moderate percentage of their expected pack early in the season is now demonstrated. Buyers who discounted talk of a strong market for fancy corn this season are now trying to "get aboard," but the packers are not willing to sell additional stocks now.

Sardines—The packing season to date has not been much to brag about in Maine, and the pack has been very much below normal. Many of the canners have not yet started packing for the season, and several have announced their intention of remaining closed throughout the season.

Southern Peas—Maryland and Delaware pea canners are about through the season's run, and have had a good demand for their pack thus far. Jobbers' stocks of peas are light, and the Southern pack is going out rapidly, not only because of the fact, but likewise due to the fact that some shipments of Southern pack this season have shown up exceptionally well as to quality. Standard Alaskas are quoted at about $1.20 to $1.25 per dozen, f. o. b. cannery, with fancy ranging all the way up to $2 50 per dozen for the No. 1 sieve.

Wisconsin Peas—The packing season is now under way in full blast in Wisconsin, and the pack of Alaskas is expected to be over by the close of next week. However, packers have sold heavily on future contracts this year, and it is not expected that packers will have much in the way of spot stocks to offer after they have filled their contracts. The early buyer of peas is certainly the lucky buyer this year, as it is somewhat of a problem for the jobber who did not contract for futures to locate sufficient stocks and assortments to take care of his season's business.

Northwestern Fruits—Reports received from canners in Washington and Oregon are generally of a bullish character. The pack of berries is expected to be small, and it is possible that deliveries of loganberries may be pro-rated. Sales of Bartlett pears have increased somewhat, but cannners are not anxious to take on additional business at this time, as the crop outlook is rather dubious. Prices have advanced 10 to 15 cents per dozen since the opening was announced. Canners in the Northwest still have some stocks of 1923 solid pack apples which they are quoting at $4.25 per dozen, f. o. b. cannery.

Michigan Blueberries—Michigan blueberries are becoming more of a competitor with the Maine pack, annd this year the Wolverine State is ahead of Maine in announcing opening prices. Quotations received here for new pack Michigan blueberries list offerings as follows: 2s in water, $2.10; 10s, $9.50; 2s in 20-degree syrup, $2.40, and 40-degree syrup, $2.60 per dozen, f. o. b. cannery. Michigan packers are now working on their season's run of strawberries and cherries, a good advance business having been done in both. Canners are being forced to pay the growers more than they had anticipated on fruits this year, however, due to the fact that short crops have given the growers complete control of the market in many localities.

Southern Fruits—Southern packers are offering new strawberries at $1.10 for No. 1 preserved and $2.00 for 2s. In 20-degree syrup, 1s are quoted at $1.15; 30-degree syrup, $1.25, and 40-degree syrup, $1.35. Fod No. 2s, in 20-degree syrup, the market is $2.10; $2.25 for 30-degree syrup, and $2.35 for 40-degree syrup. Future pears are quoted at $1.20 for 2s extra standard, $1.70 for 3s extra standard, and $6.25 for 10s extra standard. The market for Baltimore-packed pineapple is rather unsettled, due to frequent fluctuations in the fresh pineapple market, which govern canners' costs.

Trade Notes—The Wall Street Journal, in a San Francisco dispatch, says: "Merger of the Growers' Association of Southern

California with the California Co-operative Canneries makes the latter the second largest canning company in the State, acquiring five plants. It will operate only two this year because of the short Southern crops. It has also leased the San Benito Co.'s plant at Hollister after contracting for big acreage of tomatoes and apricots."

Crosse & Blackwell brand of British Columbia fancy sockeye salmon is being offered in the local market for the first time. H. F. Baker is American representative for this well-known packing concern.

William Hills, Jr., & Co., which has taken over the interests of Butler & Sergeant, Inc., in this market, expect to move to new quarters, at 110 Hudson street, in the immediate future.

Temple Smith, of the Smith-Frank Packing Co., of Sacramento, has returned to California after visiting Bridges & Timpson, his local brokers.

CHICAGO MARKET

Spots So Scarce Market Is Quiet—Alaska Peas About Through and Beginning on Sweets—Iowa Gets Into the Pea Game —Indiana Packs Fine Quality of Peas This Year —Spot Tomatoes About Exhausted—Spot Corn About Gone—Future Corn Sales Heavy—Death of Harry Sloan.

Chicago, July 18, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

QUIET—General conditions in relation to canned foods are quiescent in the Central West at present in regard to spot goods. The special reason is that there are no spot goods in first hands, and the wholesalers who own any spot canned foods do not want to dispose of them in a jobbing way, as they need them for the requirements of their retail trade.

Consequently, the brokers are restricted to negotiations for canned foods of the 1924 pack. But, fortunately, the receipts of the new pack for 1924 are near at hand, and new canned peas are now arriving.

Canned Peas—Brokers who have just returned from Southern Wisconsin report that the Alaska or June peas are now being shipped and that the canning of the early crop will be over by the middle of next week in the southern part of Wisconsin.

In Northern Wisconsin, however, the packing has just begun, and shipments will not be ready until later. Southern Wisconsin will begin packing sweet peas or the late crop about the 25th of July, or possibly a day or two sooner.

Something new in canned peas has developed this season, a carload of the 1924 pack having arrived in Chicago from the Marshall Canning Co., Marshalltown, Iowa. The peas are said by brokers and buyers to be of excellent quality, fully equal in every respect to Wisconsin pack peas.

The packing of peas in Iowa began experimentally last year, and I understand that about 6,000 cases were packed by the Marshall Canning Co. which proved to be of fine quality, and that concern then concluded to pack canned peas more extensively this year, and did so. I understand they packed about 60,000 cases, and the sample carload which has arrived in Chicago proves that the effort has been quite successful. The climatic conditions in Northern and Central Iowa are about the same as those in Southern Wisconsin, and are suitable for the growth of fine peas. The lake conditions which prevail in Wisconsin on account of the number of lakes in that State are absent in Iowa, but they have in that State a number of fine rivers, including the Mississippi and others, which lend to the climate the essential moisture and coolness required for the growth of good peas.

It is quite probable that the success of the Marshall Canning Co. will encourage other canners in Iowa to embark in the production of canned peas.

It is learned that the packing of peas in Indiana is entirely finished, and from samples of the deliveries to Chicago, the pack has been of excellent quality. The pack of peas in Northern Illinois is well under way, and I understand that the quality this season is excellent.

Shipments of new peas of the 1924 pack will be arriving on the market now regularly, and the scarcity which prevailed of desirable grades, or, in fact, of all grades, will be relieved.

Canned Tomatoes—The stock of tomatoes in the hands of wholesalers in the Central West is about exhausted, and they are impatiently waiting for the new pack to be put into cans and shipped to Chicago and elsewhere. The buying of futures in canned tomatoes has been considerably larger than last year, and I understand that Indiana is sold out very closely to prospective capacity.

The passing of the No. 3 can of tomatoes, as well as the No. 2½ can, is a matter of interest not only to canners and dealers, but to can manufacturers.

It has been argued that the reason for the transference of the buying by consumers almost entirely to the No. 2 size is that the No. 3 can and the No. 2½ can are too large for ordinary-sized family use.

This, however, is a mistake. The No. 3 can and the No. 2½ can sold in preference to the No. 2 can almost 3 to 1 as long as the prices of the larger size cans were acceptable to consumers, but when the price rose so that larger cans had to be retailed at 15c to 20c, chiefly for 20s, buying was diverted to the No. 2 can, which was retailed generally at 10c and never over 15c, as is now the case. It is a matter of comparative price and not of unsuitable size which has caused the change of buying to the No. 2 can. It seems impossible to educate the consuming public of the United States to buy canned foods or anything else by the penny change system, and though dealers may do their utmost to establish the penny change system, consumers are prejudiced against it and want to buy goods for a nickel or dime and do not usually care to split nickels except for newspapers on the stands. They are even opposed to splitting nickels for street car fare, and would, I think, in many instances prefer to pay 10c rather than 7c or 8c to the conductor and save the bother and trouble of making change and carrying pennies in their clothes. This, I think, is the reason that has diverted the buying to the No. 2 can of tomatoes.

Canned Corn—Spot canned corn is practically cleaned up, and all desirable lots of 1923 pack are closed out. Canners have taken courage and hold the pack of 1924 standard No. 2 canned corn generally to $1.00 per doezn f. o. b. cannery, though an occasional lot can be bought at 95c from some canners who have not sold many futures.

Iowa and Nebraska have sold for future delivery of the 1924 pack about 2,400,000 cases, as opposed to about 1,400,000 cases at this time last year, and some think that those two States have sold futures up to their probable producing capacity because a large quantity of the increased acreage planted this year had to be abandoned on account of wet weather and the late spring and replanted in other crops, and the corn crop for canning purposes especially suffered from weather conditions, and the yield will probably not be heavy.

The Agriculture Department of the United States gives the crop conditions of corn in Iowa for 1924 as 72 per cent, contrasted with the 10-year average of 90 per cent. This estimate was of date July 1, 1924.

The writer recently made a trip through Wisconsin from the southern to the northern line in the daytime, and noticed the condition of the corn crop all along the route. Corn crop in that State is very backward. The plants are quite small, although they look healthy, and unless overtaken by early frosts will make a good yield. But the crop is late, very late.

The crop of black bass, pike, perch and maskalonge in Northern Wisconsin was also late this year in spawning, but that business is now over with them, and they are biting freely. I caught the legal limit every day while I was on my vacation.

The weather for crop purposes in the Central West and the Great Lakes Region is at present very fine—warm, but not too warm, and with occasional rains for the purpose of assisting the rapid growth of all crops. The wet condition of the soil all throughout the Central West has prevented the cultivation of the crops after they were planted until lately, when the soil has dried out to some extent.

The brokers and buyers of this market were distressed to hear of the death of Frank Aplin in New York last week. He was for many years located in Chicago as general manager of the canned foods department for Franklin MacVeagh & Co., and later as general manager of the office of the J. K. Armsby Co. He was a man of splendid character and had many ward friends in Chicago.

The news has just arrived, too, that Harry Sloan, Secretary of the Missouri and Kansas Wholesale Grocers' Association, died rather suddenly at Kansas City, Mo., July 15, 1924. He was one of the well-known and well-liked men in the wholesale grocery business and was regarded as one of the wisest men in that line.

His experience had been practical, as he was manager of one of the wholesale houses of the Western Grocery Co., at Marshalltown, Iowa., for a number of years before taking the position of Secretary of the Missouri and Kansas Wholesale Grocery Association.

He was a fine writer and excellent public speaker, and one of the most affable and friendly men in the wholesale grocery business in the United States. He had thousands of friends, and his death will be very much deplored by those in the wholesale grocery line and kindred lines throughout the United States.

ST. LOUIS MARKET

Men With Vision Buying Futures, Conservatives Holding Off—Small Output of Tomatoes Inducted—New Peas Being Distributed—Southern Peas Selling Well—Corn Canners Are Not Offering Goods—The Fruit Stocks Are Clean Down.

St. Louis, July 17, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

VACATION DAYS—Local trading has been more or less curtailed during the past week. Many of the buyers for the largest distributing houses are away on their vacations, and those left in charge continue to make purchases on a hand-to-hand basis. There has been, however, a fair demand for futures, the movement having started several weeks ago, when the prospects for peace were uncertain. Conservatives, however, prefer to wait for a while in order to see how the crops will develop. A decided broadening in the volume of spot as well as future deliveries has been noticed in the vegetable line particularly.

Tomatoes—Canners in the Tri-States report the outlook as very unsatisfactory for the coming pack. Much replanting was necessitated, owing to the cold, damp weather and backward spring. Then, to replace the vines, there was a big demand for plants. The shortage of plants in Indiana and other Middle States took a big supply from the South. The result shows a smaller planting than was anticipated.

Peas—There is no special excitement at present in peas. The market is in good shape because new packs are coming in to the distributors in larger volume than usual. Then, too, Southern peas have been of unusually good quality and have caused repeated orders. That section has had one of the best selling seasons in several years. Packers in Wisconsin are waiting until their canning season has been completed before they care to seek additional outlets. They will probably represent a greater volume on the new pack, as there has been an increased acreage this year and a number of new canneries are operating.

Corn—The corn crop is not doing well. The result is that there will be short packs in the various Middle Western States. The crop has been backward, owing to weather conditions. This will influence futures, because of the output and quality. Packers are not offering their packs until they know better how they will fare on their business already contracted for. In fact, canners are worrying. Rather than book business they cannot fill, they are not open for contracts in many instances. This makes all futures firmly held. Spots are selling in fair volume, mostly standards. Extra standards are being used when fancy cannot be obtained.

Miscellaneous — Minor vegetables are showing no radical changes. Stringless beans are being packed in the South, and early deliveries will soon relieve the shortage. Beets and other early packs have found a ready market, due to the depletion of spot stock.

Fruits—Because of the near depletion of spot stocks, life has been given to the future market. California is being closely watched. Prices of fresh fruits, which have been bringing advanced prices, are continuing to go up, and the independents will probably advance their prices as the season advances. New packs are being purchased more freely. Peaches have been well taken, particularly in the lower grades beginning with standards. The quality of the crop, however, would indicate that there will be greater quantities of standards and second pack this season. Apricots, pears and berries likewise have had a good call. The fact that fruit has been high restricted packing to a degree. Spot fruits on the coast and in distributing markets are down to a small compass and comprise, for the most part, grades that have not been found satisfactory. It is indicated that shortage in a good many items will serve to stabilize prices for some time to come.

According to estimates made by the supervisor of marketing of the St. Louis-San Frisco Railway—Frisco Lines—and just released, 609 cars of peaches will be shipped this season over the Frisco Lines from Ozark territory.

These shipments will be divided as follows: 383 cars over the Central Division, from Oklahoma and Arkansas points; 31 cars over the Southwestern Division, in Oklahoma, and 195 cars over the Southern Division, principally in Missouri, with 3 cars from the river division at Cape Girardeau.

The movement of peaches south of Fort Smith will begin on July 20 on the Southwestern and Van Buren-Rudy districts about August 1, from the Springfield-Rogers district about August 5, and from the Brandsville-Koshkonong district about August 6.

Peaches raised in the Ozarks this year are of unusually good appearance, and it is expected will have a splendid flavor.

Prices—Quotationns f. o. b. at point of shipment.

Canned Corn—	
No. 2 Fancy Crosby, Minnesota	$1.40
No. 2 Fancy Gold Bantam, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Extra Standard Evergreen, Wisconsin	1.10
No. 2 Fancy Narrow Grain, Extra Sweet, Wisconsin	1.20
No. 2 Fancy Country Gentleman, Wisconsin	1.30
No. 2 Fancy Country Gentleman, Illinois	1 35
No. 2 Extra Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1.00
No. 2 Standard, Iowa	1.00
No. 2 Fancy, Narrow Grain, Iowa	1.20
No. 2 Standard, Indiana	1.10
No. 2 Extra Standard Country Gentleman, Indiana	1.25
No. 2 Fancy Country Gentleman, Indiana	1.30
Tomatoes—	
No. 2 Standard, Indiana	1.25
No. 3 Standard, Indiana	1.75
No. 10 Standard, Indiana	6.50
Peas—	
Fancy No. 1 Alaska, Wisconsin	2.60
Fancy No. 2 Alaska, Wisconsin	2.20
Fancy No. 3 Alaska, Wisconsin	1.75
Extra Standard No. 2 Alaska, Wisconsin	1.90
Extra Standard No. 3 Alaska, Wisconsin	1.50
Extra Standard No. 4 Alaska, Wisconsin	1.40
Fancy No. 2 Sweets, Wisconsin	2.25
Fancy No. 3 Sweets, Wisconsin	1.90
Fancy No. 4 Sweets, Wisconsin	1.60
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	1.75
Extra Standard No. 3 Sweets, Wisconsin	1 50
Extra Standard No. 4 Sweets, Wisconsin	1.45

CALIFORNIA MARKET

Advances Over Opening Prices—Others Expected—Heavy Demand for Pineapple—Crushed Pineapple Is in Good Demand—Fish Is Also in Good Demand—Coast Notes of Interest.

San Francisco, July 17, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

PRICES ADVANCING—The advannce in the price of Californina canned fruits which have been expected by the trade ever since the announcement of opening prices last month have taken place, several of the large operators having revised their lists. In no instances have the increases been especially heavy, but they have been quite general through the list and tend to dispel any illusions that anyone might have of prices becoming weaker or of being maintained at the opening level. The California Packing Corporation puts out its new list under the significant title of "First Advance 1924 Prices," and others are expected before the year is at an end. This firm is still offering apples, cherries and plums at opening prices, but advances have been made in apricots, peaches and pears. Most of the increases in the No. 2½ size are 5 and 10 cents a dozen, but in the case of water pears an advance of 25 cents a dozen has been made. Buying has been quite brisk of late, and it is not expected that the new prices will have much of an effect on the demand. Opening prices ran an unusually wide range this year, some interests naming higher prices than the California Packing Corporation, and others cutting below the list of this concern, but values are rapidly becoming stabilized. Canners have about completed their purchases of fruit and operating costs are quite definitely known.

Pineapple—An interesting feature of business this year has been the very heavy early demand for Hawaiian pineapple. The opening prices seemed to strike the fancy of the trade and orders have been confirmed quite freely, with many buyers already supplementing their early selection with re-orders. Crushed pineapple, which was moved with difficulty a couple of seasons ago, is in special demand, and the outlook is that sufficient of this cannot be packed to meet the call for it. Already packers are scanning orders and cutting down on some which run too strongly to crushed. So far there have been no advances made in the price of this fruit, but with such a heavy demand materializing and with prices increasing on California fruits, it would occasion no surprise if advances were made on pineapple. Packing operations are in full swing on the Islands, and two large shipments of new pack fruit have already been received at San Francisco, the second one being 90,558 cases, which arrived on the Manoa on July 9. Every indication is for a pack of about 6,000,000 cases.

Fish—A noticeable increase has been noted of late in spot canned fish, the entire list being in good demand. Pink salmon is being held quite firmly, and there is a fair call for reds, with stocks getting down to low compass. Goods of the new season's pack are commencing to arrive from Alaska, but it will be well along in August before the salmon fleet will turn southward. Opening prices are not expected until packing operations near completion. There is a good call for tuna and sardines, the latter enjoying a good export demand.

Asparagus—The California Packing Corporation recently brought its asparagus canning season to a close, and an output of approximately 290,000 cases is reported from the Rio Vista plant alone. It is believed that this is the greatest pack of this vegetable ever made in any cannery. Sales of asparagus have been heavy ever since the announcement of opening prices in the spring, and many grades are closely sold up, despite the large pack.

Coast Notes—Three million dollars have been expended in the fig-growing industry in the vicinity of Stockton, Cal., during the past few years, and a very large increase in the output of canned figs is expected in the near future. Up to the present time the demand for canned figs has been greater than the supply, but growers and canners are commencing to make plans for a campaign of publicity to popularize the fruit. The Beechnut Company is understood to be preparing to erect a fig-canning plant at Stockton, and other concerns are considering entering the field there. That city enjoys exceptional advantages for plants of this kind, being in the heart of a rich farming community and enjoying both water and rail transportation.

Maurice O'Brien, a representative of the New Zealand Board of Trade, recently paid a visit to California canning plants, and pronounced them models of sanitation. He stated that he would be able to make a report to his government that the people of New Zealand need have no fear About California's packed products, since packing methods here can scarcely be improved upon.

Commercial aspects of canning fruits and vegetable products form the subject of a volume just off the press, the work of Prof. W. V. Cruess, associate professor of fruit products at the University of California. Among the subjects discussed in the volume, which is entitled "Commercial Fruit and Vegetable Products," are the commercial canning of fruits and vegetables, the manufacture of fruit juice and the sun-drying and dehydration of fruits. Professor Cruess has made an intensive study of the utilization of fruit by-products, and returned recently from a trip to Europe, where he made observations along this line.

Harry Smith, city food inspector of Oakland, Cal., has made an announcement to the effect that the department of which he is the head is ready to test canned foods for housewives free of charge. He states that with the advent of warm weather there is always a question in the minds of some about the quality of canned foods on hand, and that the service is offered to allay the fears that any may have.

A serious shortage of electric power is being experienced in Southern California, and many industrial plants are being closed. Canneries, however, are exempted from the rulings of the lower conservation bodies, although every effort is being made even in these to use as little power as possible. A very light pack of fruits and vegetables will be made there this season as a result of the disastrous drought.

William T. Holling, secretary of Tillman & Bendel, San Francisco, Cal., recently fell into the elevator shaft at the warerooms of this concern and broke both his ankles.

MAINE MARKET

Canning Begins—Pea Canners Busy—Beans Look Well—Blueberries Also Ready—Shipping Blueberries for Fresh Market Trade—Corn Is Looking Well—Sardines Continue Scarce.

Portland, Me., July 18, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

CANNING BEGINS—July is the beginning of the Maine vegetable canning season, with peas already under way, and stringless beans coming on within ten days. From now until October 1st the canneries will be busy with the succession of crops to be handled.

The pea-canning factories are now operating on early varieties, and find promise of a good season. There is no longer any question about the feasibility of pea canning in Maine, and the industry is due to grow within the next few years.

Stringless beans look very well, indeed, although the acreage was somewhat curtailed by the bad weather at planting. The present crop has come along fast in the last fortnight of good weather, and canning will doubtless begin about the 28th.

Blueberries are also about ready for the can. The yield this year seems to be excellent in quality, although Washington county reports a lack in quantity. There is also an increased demand for hand-picked berries for basket trade in New York and Philadelphia, and this will cut down the acreage available for factory use. Prices on new goods will doubtless be named when the canning begins and factory costs become stabilized.

Corn looks well. After many months of untoward weather, we have had a fortnight of hot days and warm nights, with occasional showers, and the standing crop at present is reassuring. Even now future contracts are hard to find, and buyers are looking for any chance to "get in."

Sardines are in the same position as previously quoted. Fish are still scarce, several factories are not operating at all, and none are having a capacity business. The stringency was somewhat relieved by the removal of the tariff on Canadian fish. The market remains quiet, but is expected to liven up next month.

WHAT THE BROKERS SAY

Wausau, Wis., July 12, 1924.

This pea pack promises to be much like the Chinaman's description of a toboggan slide—"Zip, walk a mile." A week ago few canners had started. By the time you receive this letter some will have finished their Alaska pack. Others are just nicely started, and a few will not commence packing until next week.

While we have had no hot weather, it has been considerably warmer during the past week—enough so that it is maturing the peas very rapidly, thereby taxing the capacity of many of the canners. So far the yield has been normal, at least, and the quality not so good. Take our word for it: FANCY PEAS ARE A GOOD BUY. They certainly will be no cheaper, and may be unobtainable after the pack is over.

GROCERS' SUPPLY COMPANY.

Indianapolis, Ind., July 12, 1924.

The Indiana pea pack is over, and while the quality, we think, has been excellent, far above the average, it has been quite erratic. The yield ran from 50 cases to 90 cases per acre, and, as stated in our advice of Wednesday, there was a very small percentage of the larger sieves packed. We know of one large packer who, we understood, packed but 20 per cent of the 4 sieve Alaskas he had sold future. This is an old-time packer, who is regarded as conservative, but he had a very short pack, and what he did receive ran practically all to 2 sieve and 3 sieve. One day this week his viners ran for 8 hours before he could accumulate enough peas in his tanks to start his canning operation. The viners were busy thrashing vines, but there were very few peas on same.

Green bean pack has started in Indiana, and the quality is better than we have ever seen it. The weather we have had to date has been excellent for the growing of beans in some sections, and we are more than pleased with the quality of the samples we have cut to date.

Some few canners have continued to plant corn. They have small hopes, however, of having it mature and getting it in cans.

The corn situation continues to become more serious each day.

Tomatoes are problematical. In some sections of the State there are some green tomatoes on the vines. In other sections the vines are stunted and hardly 8 inches tall. Our advices from the East show that the Tri-States must be in very bad shape as far as their tomato prospects are concerned. On account of the cold, wet and late season, and the insects, which have flourished, and the appearance of wilt to quite an extent, from what we understand, they will have a very short crop.

Fortunately, tomato vines in Indiana are in a healthy condition, and we have seen no development of disease. Some tomato fields, like most corn fields, are sadly in need of cultivation, which has been retarded on account of the ground being too wet. BERT C. KEITHLY COMPANY.

The Horse Mackerel Has Finally Attracted Attention in Norway.

From American Consul Maurice C. Pierce.

THE tunny fish (thunnus vulgaris), which, according to the dictionary, is known in America as "horse mackerel," has at last attracted the attion of the Norwegian canning industry.

A traveler along the Norwegian coast during the months of July, August and September will often be attracted by a sudden and violent transformation on the surface of the sea. When not even a ripple is in sight on the calm waters of the fjords, waves suddenly splash forth as though stirred up by an unforseen surprise storm. This phenomena is, howover, only a display staged by large schools of tunny fish, which churn the surface waters in pursuit of food.

Norwegian fishermen have heretofore paid little attention to this display on the part of the horse mackerel, and, aside from the small number used for household purposes and an occasional supply sold fresh on the Bergen market, no use has been found for this variety of fish, while in other countries, particularly in Italy and the United States, it is considered a great delicacy when salted or canned.

It now appears that the antics of the tunny fish in Norway have finally attracted sufficient attention to gain for itself recognition as a choice embellishment for the dinner plate. The Norwegian canning industry, in acknowledgment of this fact, is making preparations for putting the product into tins destined in particular for sale in the United States.

Mr. Haagensen, who is manager of several fish canneries and tin plate factories in Trondhjem and Christiansund N., has decided to start this industry as soon as the tunny fish appear this season, and several Italian canning experts have already arrived to assist in the work.

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

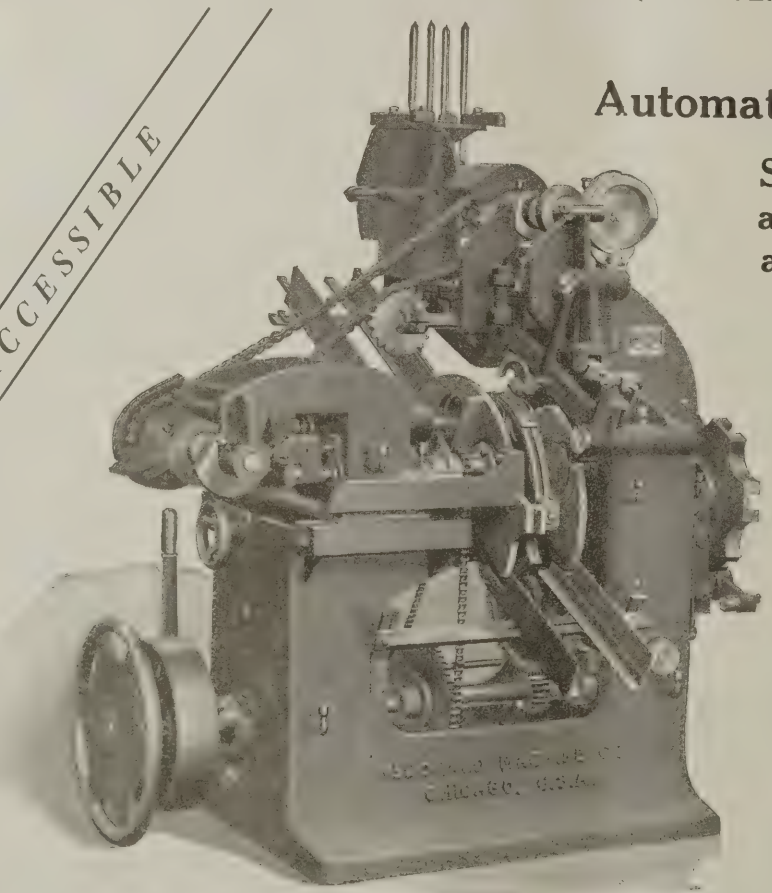
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— for the —

Pea Canner
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Tomato Canner
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Milk Canner
Meat Canner

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No. 12
Automatic Double Seamer

Substantially constructed, accessible, equipped with automatic end feed.

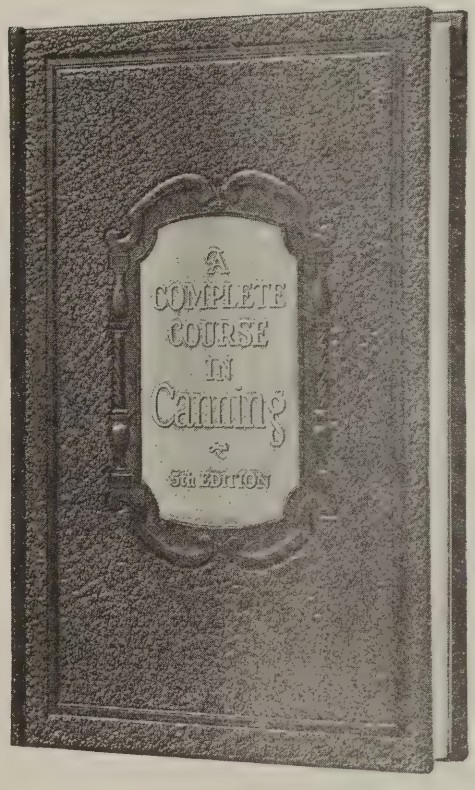
Both double seaming operations are performed on one chuck, and the can and end are in view continually. Positive device prevents bodies or ends from being seamed over chuck.

Capacity, 70 to 125 cans per minute, depending on size of can.

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Manufacturers of AUTOMATIC and HAND FEED PRESSES, CAN MAKING MACHINERY, DIES, ETC.

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SMILE AWHILE

GANGWAY!

A colored citizen who had been unwisely exploring foreign chicken coops heard that the sheriff was aiming in his direction. Hastily he sought the railroad station and asked the agent to give him a ticket to the end of the line on the fastest train.

"Our fastest train left just ten minutes ago," replied the agent.

"Well," gasped the would-be tourist, "jes' gimme de ticket an' p'int out de track!"

POT SHOT

"This is my friend Fliggles, whom I brought to take pot luck with us," beamed George W. Househub.

He was speaking, however, not to the Mrs., but to the assembled banditti of the Jacks-to-Open Gang.

THE WAY OF IT

Voter—Congratulations. You certainly made yourself clear on the liquor question.

Politician (startled)—Did I?

"You sure did, sir."

"Heavens! What a blunder!"

A HORSE, A HORSE!

"Where can a stranger get a drink around here?" asked a visitor of a native in an Alabama town.

"Go to that drug store, wink one eye and ask for a bottle of horse liniment."

In a few moments the stranger was back.

"That druggist said," he complained, "that bein' as I wasn't driving nothing but a mule and wasn't known here, I'd have to get a prescription. Where can a feller borry a horse for a few minutes?"

BENEFICIAL

M. D.—I advised you to drink cider. Has it done you any good?

Victim—It sure has. I bought a cask of the hard kind, and a week ago I could hardly move it. Now, however, I can lift it quite easily.

INCRIMINATING

Jones—My wife found a blonde hair on my coat.

Browne—Well, isn't hers blonde?

"Yes, but this was half an inch longer than her bob."

HERE'S ONE YOU'VE NEVER HEARD

Employer—I've decided to give you a raise and make you a member of the firm.

Employee—In that case, nix on the raise. As a member of the firm I'm opposed to increasing our expenses.

A SPECIALIST

Teacher—You'll have to stay in after school and work on your geography lesson. You didn't locate a single one of the cities.

Willie—I can't locate them, but I know how to tune in on the whole blame lot.

A MERE TIFF

Razz—So your courting of Miss Pippin isn't progressing in a satisfactory manner? Have you had a lovers' quarrel yet?

Bury—We started to, but the police interfered.

INTO TEMPTATION

Preacher—Sorry, but I'll have to return this second-hand car I bought.

Auto Agent—What's the matter with it?

Preacher—We-e-ell, I don't want to say—but I can't keep it and stay in the ministry.

BUDDIES

"Lady," implored the disreputable-looking tramp, "I haven't had enough food this week to keep a cootie alive."

Well," she snapped, "let 'em starve!"

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - - Manager and Editor

107 South Frederick St.
Baltimore, Md.
Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

VAGARIES OF THE SEASON—As our readers must have noted the response to our request for crop reports and information has been unusually generous—simply fine—and we not only appreciate this, but we know that all the industry does. The real value, of course, is in the exactness of the reports, and the date when made, as well as the particular section covered. Because the season is and has been most erratic, and therefore these important features take on added importance.

As we write we have real corn weather—hot both nights and days—and with enough moisture to help out, a condition that seems to cover most of the heavy corn-growing regions. It is the first real corn weather we have had, when corn can be heard to crack in the growing, and it will greatly benefit the corn that is out and growing; it will not, however, add one acre to the crop. Corn has been in dire need of this kind of treatment by our good, old faithful Dame Nature. Tomatoes may be said to profit by the same condition also, though possibly not as much as corn.

All of us have been impressed with the backwardness of the season, with the difficulties with which growers were able to get out their plantings, and with the unusual visitation of bugs and other parasites, which severely hurt most crops. Casual inquiry among men who should know crop conditions elicits the reply that prospects for tomatoes and corn can hardly be placed above 60% of normal. For a while it looked as if this same thing would be true of peas, and as regards stringless beans, as they are generally termed now, the situation seemed to be even worse.

And yet this week we publish the estimate of the crop of canning peas and snap beans, as the Government terms them, made by the U. S. Bureau of Agricultural Economics, and it is such as to make one think. For instance, last year's average yield per acre on peas was .8 tons on an acreage of 189,310, with a production of 159,900 tons. This season, despite all the drawbacks about which we have heard so much, this same bureau estimates the yield at 1.10 tons per acre, an increase in yield of .3 tons per acre, and the total acreage is given as 214,960 acres, with the yield forecasted at 233,300 tons. The force of men who gather in these figures are disinterested and supposedly experts, and it begins to look as if the results of the pea pack would prove them very near correct; but the result is certainly very different from earlier indications. You would be as wrong to brand the Government experts as "crazy" as you would be to say the earlier reports from growers and canners were dishonest. It merely presents a concrete example of how difficult it is to forecast nature with any accuracy, even under the most honest attempts.

But as bad as it appears with peas, it seems to be even worse with regard to snap beans. Last year (1923) the average yield on this crop was 2.1 tons per acre; the acreage is 15,460 and the production 32,600 tons. In 1924 the acreage is given as 20,040, the indicated yield as 2.6 tons and the production forecast as 52,900 tons. We can readily understand the increased acreage, because many firms took on string beans either in added amounts this season or as new lines; but under the conditions which this crop was compelled to labor this spring and early summer it seems strange to expect an average yield of .5 increase over last season. Just another of those peculiar vagaries which put the would-be prophets in a very uncomfortable position, and make wise men keep away from anything like a crop prediction. And yet it is absolutely necessary to forecast crop prospects that the industry may have some guide to go by. All that one can do is to do what we have done, and that is present the conditions as they appear at the time. It was such an eventuality as this that we referred to, recently, in regard to tomatoes, when we refused to predict the outcome, and told our readers that if they wished to prophesy they could do so, but that we begged to be excused. Will these conditions in peas and snap beans be repeated in corn and tomatoes? The man who would sell corn or tomatoes against such a certainty would deserve to lose his proverbial "shirt." We Americans are as fickle as a weather vane; we are down in the depths of despair over crop conditions one day, and then, with the advent of good weather, we flop clear over to the other side of over-expectancy or pessimism as to excessive crop yields.

What should a canner do in such a condition? Try to be prepared for whatever may happen, but always, and under all conditions, determine to make a quality pack, and see that there can be no slip in this, be the total what it may. If you have a quality pack, and the total is small, you will get more money for the goods; and if the packs prove large, you will market your goods at better prices and with less trouble if they are quality goods.

FRUIT GOING TO WASTE—Elsewhere in this issue you will find the newspaper account of the peach growers of Georgia throwing into the rivers four million bushels of peaches because the picking and marketing charges are about three times what they can sell them for. Out on the Pacific coast additional fruit trees just coming into bearing have about swamped the entire fruit market there, and it has been but a few days ago that we read an account of apple growing in this country in which the author said that we faced the necessity of destroying about one million apple trees in this country, as we now have too many of them!

A thought of this kind gives us pause; in fact, it leaves us in a whirl. It seems to us it was only a few years ago when some growers, who were reported as having destroyed their crops in order to maintain market prices, that our people rose up and demanded summary punishment for the destruction of food while so many were crying for it. It must be a crime to destroy good food while so many want it and cannot get it because it is too expensive and out of their reach, a hideous crime to throw back into the face of Nature the bounteous crops she has given mankind. There must be something fundamentally wrong where such a thing is permitted. In our boyhood we were told that "wilful waste makes woeful want," but now mankind seems to have so changed in his nature that he sees such wilful waste without uttering a single word of protest; in fact, the public sanctions it—and why? All for a profit. The one, all-important, single-good in life now seems to be the dollar.

We have been told that the apple warehouses are filled with last year's crop of apples; and yet the people have almost forgotten how to eat fresh apples because they are so high in price! You can't go to the market stall or green grocer and buy apples for less than $1 per peck. And here is another great crop of apples coming in on these hordes. What are they going to do with them? Would it not be better to open those warehouses and sell out this horded stock at low prices and get them out of the way of the new crop? To teach people once more to eat apples, and not at 5c and 10c apiece, but at 5c and 10c the quarter peck.

When we wanted some of this glut of peaches we found we had to pay from 35c to 50c for a small box of these early and rather inferior peaches. Yet the article says they are selling in the wholesale market at 40c per carrier of eight such boxes! The California growers rush East whole trainloads of fine fruit, which they sell at an actual loss, yet when wanted here in the East it takes a king's ransom to buy this fruit. The fruit growers have in their hands the greatest advertising opportunity ever afforded to put samples of their goods in consumers' hands at very low prices, but the men in between these growers and the consumers refuse to cut their profits by so much as a penny; they must have their pound of flesh even if the fruit growers go bankrupt and the consumers go without fruit. There is a warning in this situation which our country must face; it is a double-edged sword that cuts both ways. There is a right answer, and it will be found. The man who produces food is entitled to a profit before the middle-men or any others, and as sure as water will find its level the food producers will arrange to get it.

CANNED FOODS WEEK COMMITTEE NAMED IN PRINCIPAL MARKETS.

WITH the naming of local committees in over two hundred of the country's principal markets, the organization of Canned Foods Week, November 8-15, is well under way. These committees are being appointed by chairman selected by the wholesale grocers associations and the National Food Brokers Association. Leslie Lieber, of the Haas-Lieber Grocery Company, St. Louis, is acting for the National Wholesale Grocers Association; T. G. Perfect, of the Huntington Grocery Company, Huntington, Indiana, for the American Wholesale Grocers Association, and P. J. Murphy, of Deming & Gould, Chicago, for the National Food Brokers Association.

Provision has already been made for materials necessary to the campaign and for national advertising. A contract has been let for 30,000 muslin streamers for outdoor use on trucks and delivery wagons, and 600,000 four-color posters are being lithographed for use in windows and other indoor displays. One and two-color electros reproducing the now familiar Canned Foods Week streamer will soon be available to the local committee, along with attractive stickers.

A double-page advertisement of Canned Foods Week, in colors, will appear in the Saturday Evening Post for November 8, reprints of which will be available in advance of publication for use by canners and wholesale grocers. In addition, national advertisers of canned foods will co-operate by mentioning Canned Foods Week in their advertisements, while there will be an unusually large volume of local advertising arranged through the local committees.

Co-operating in the organization of the campaign are the American Wholesale Grocers Association, the National Wholesale Grocers Association, National Association of Retail Grocers, National Chain Store Grocers Association, National Food Brokers Association, Canning Machinery and Supplies Association, Glass Container Association, and the National Canners Association. In addition to these, state canners associations, state and local retail grocers associations and kindred associations will be invited to assist the local committees in making Canned Foods Week a success in their respective districts.

The National Committee is headed by James A. Anderson, Morgan, Utah, and members of the committee include H. P. Strasbaugh, Aberdeen, Md.; W. G. Glascoff, Waupun, Wis.; F. A. Harding, Boston, Mass.; E .G. McDougall, Chicago, Ill.; Merritt Greene, Marshalltown, Ia.; Roy Irone, Clyde, Ohio; H. L. Herrington, Ogden, Utah; W. E. Loucks, San Francisco, Ca.

Copper Steam Jacketed Kettles



Our Kettles stand the test of service and time. Made of heavy plate by expert smiths. The result is a product with a reputation.

Made in all sizes from 5 gallons up. In any style or shape to suit the most exacting demands.

Standard Stationary Kettles
Shallow Jam or Preserve Makers Kettles
Tilting Kettles, from which the product is poured. (Mechanically controlled)

Indiana Pulpers
Kook-More Koils
Indiana Kern Finishers
Indiana Chili Sauce Machines

Inspection, Grading, Sorting } TABLES

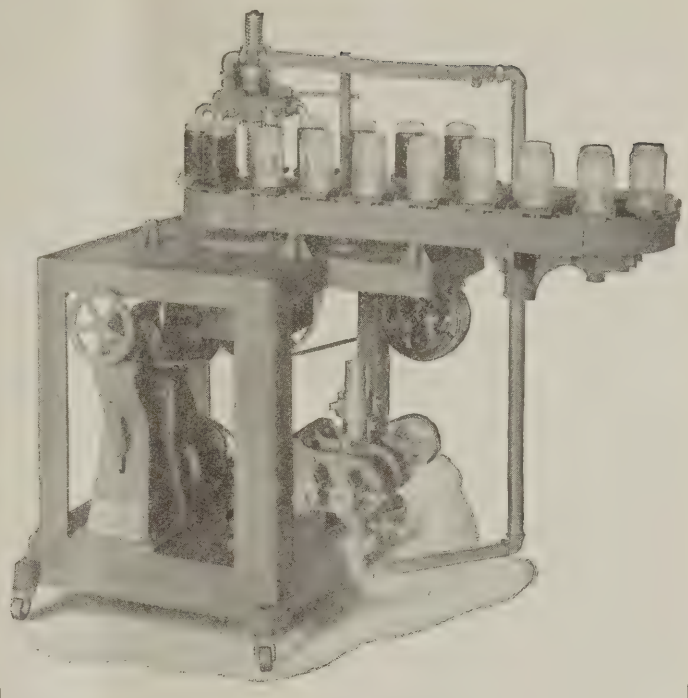
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Indiana No. 10 Fillers

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The Visco Filling Machine

Our list of mustard packers using this machine is practically a list of the large mustard manufacturers of this country.

The Visco is a high-speed machine that fills with uncanny and unvarying accuracy, without drip, waste or mess of any kind at any time.

Its great simplicity makes possible accurate adjustments for different size containers in a few minutes.

Its perfect design and construction are evidenced by the fact that the first machines furnished some eight years ago are still in daily use.

This same machine fills jelly, apple butter, salad dressing, honey, etc. in an equally satisfactory manner.

The Karl Kiefer Machine Co.
Cincinnati, Ohio.

Choose Sprays Carefully

By H. F. Wilson and C. L. Fluke
of the University of Wisconsin, Madison

(*Continued from last Week.*)

Calcium Arsenate Grows More Popular—Calcium arsenate is a material which has received some attention from time to time, and a few early experiments in which it was used seemed to show that it was not a desirable spray because of its tendency to cause spray injury to tender plants. More recent investigations have shown, however, that there are several forms of this material similar to those of arsenate of lead, and that one of these can be used on the foliage of plants with comparative safety when small amounts of lime are added.

According to market quotations it is cheaper than any of the other insecticides, and it can probably be manufactured and sold at a still lower price than at present. In this case it should prove a very desirable substitute for the other poisons against certain insects. It remains in suspension nearly as well as hydrogen lead arsenate, and it sticks equally as well under unfavorable weather conditions. It is now being manufactured in large quantities by insecticide dealers, so that growers should have no difficulty in securing the amounts needed. This spray undoubtedly has a place among our insecticides, and should be widely used in the future.

Sprays Are Used in Varying Amounts.

Paris Green—If paris green is to be used for the potato beetle, it is not necessary to use more than 2 or 3 pounds to 50 gallons of water, or, stated in terms of acres, 4 to 6 pounds an acre. In cases where the amounts do not prove efficient, poor results are due either to improper or to a poor grade of material.

Arsenate of Lead—This material comes in both paste and powdered form. The paste should be used twice as strong as the powder. For Colorado potato beetle use 2 to 2½ pounds of the powder to every 50 gallons of water or of Bordeaux mixture, if the latter is used for the leaf hopper or in disease control. This amount should cover about one-half acre. For codling moth and leaf-feeding insects on fruit trees, use 1 pound of the powder or two pounds of the paste to 50 gallons of water. For cabbage worms and other chewing insects on cabbage plants, use 1 pound to 50 gallons of water and add 1 pound of laundry soap to make it spread and stick to the foliage.

Arsenite of Zinc—Arsenite of zinc is sold either as a paste or powder, or as a paste combined with bordeaux and known as zinc bordeaux paste. For the Colorado potato beetle use 2 pounds of powder or 4 pounds of paste to each 50 gallons of water or bordeaux mixture. Directions for using the zinc bordeaux paste are given on the package.

Calcium Arsenate—Calcium arsenate may be used in the same proportions as arsenate of lead, but hydrated lime or unslaked lime is added in equal amounts to prevent burning. When the lime is added it should be slaked in a small amount of water and poured into the spray tank before application. Calcium carbonate or air-slaked lime should not be used. The lime is not necessary when spraying potatoes.

Stirring Important in Spraying—The rapidity with which a poison settles in the spray tank is of extreme importance because one of the difficulties of spraying is met with in getting a uniform spread of the poison over the plants. The five jars each contain the same amount of water by volume and the same amount of poison by weight. The poison was poured into all five jars at the same time and the contents were immediately shaken; the second, third and fourth jars were shaken at the same time and the first and fifth a few seconds later.

The first photograph was taken three minutes after shaking all of the insecticides, and shows not only the necessity of agitation in the spray tank, but the comparative rapidity with which each one of these materials settles. Basic lead arsenate settles much more rapidly than any of the others, although paris green is a close second. Zinc arsenite, calcium arsenate and lead hydrogen arsenate follow.

The second photograph was taken two days after the first, and shows the volume and corresponding compactness of equal amounts by weight of each material, when settling is complete. This is important from the standpoint of agitation, because it shows that the lighter and more fluffy the material the better it remains in suspension and the easier it is to keep it agitated.

Simple Insecticides Are Best—Tests were made to determine the relative killing efficiency of some of our common insecticides and also to determine the active ingredients in other sold under trade names and containing a number of different chemicals. In all, 18 different materials were examined, including both simple arsenical and proprietary insecticides and the materials used in their manufacture.

The materials are found to be of three classes:

(1) Those having no killing efficiency: Prince's mineral, iron, oxide and silica. (2) those having a slight degree of killing efficiency: Basic lead sulphate. lead oxide, zinc oxide and the compounds of zinc oxide plus lead oxide and zinc oxide plus lead oxide plus iron oxide. (3) Those having a high degree of killing efficiency: Paris green, lead arsenate, calcium arsenate, zinc arsenite, Bug Death, Kling Kill, Tuber Tonic and Insecto.

Paris green and a special lead arsenate gave the best results with practically a 100 per cent killing efficiency within 24 hours. Ordinary arsenate of lead was second and zinc arsenite and calcium arsenate were a trifle slower than the others. The materials known as Bug Death, Kling Kill, Tuber Tonic and Insecto are proprietary compounds which contain as the active ingredients either lead oxide, zinc oxide or some arsenical compound. They are, therefore, merely diluted combinations of poison and have no advantage over a good grade of arsenate of lead or calcium arsenate.

Paris green is the material with the greatest killing efficiency, but it is little better than good brands of arsenate of lead. Ordinary brands of arsenate of lead, zinc arsenite and calcium arsenate are a

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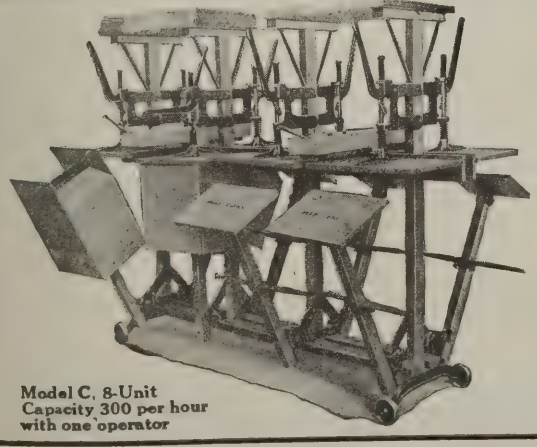
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trifle slower in action, but are sufficiently efficient for the control of the Colorado potato beetle.

Addition of Lime Prevents Foliage Injury—These tests were made primarily to determine the effect of each material used on the foliage of apple or potato plants. An effort was also made to determine whether or not there was any difference as to burning when the different chemicals were combined with lime or bordeaux mixture.

On potatoes paris green without lime was the only spray which caused any marked damage. This is normally what happens in the field, and is one of the reasons why growers are being advised to use a substitute for paris green.

On apple foliage it has been found that both calcium arsenate and paris green cause injury to the foliage unless they are combined with equal parts of lime, lime sulfur or bordeaux mixture. When so combined no burning has been detected.

COMMON CONTACT INSECTICIDES.

Contact insecticides are usually applied for sucking insects, since they get their food within the tissues and would not ordinarily while feeding take into the body any of the poison which might be on the plants. Plant lice and scale insects are among the most common insects treated by a contact spray.

Lime Sulfur Effective—Lime sulfur, while frequently used as a fungicide, has been for a number of years the standard treatment for scale insects on fruit trees. It combines very nicely with the arsenicals and with nicotine sulfate in combination sprays, but cannot be used with soap.

Lime sulfur, to be effective, must be applied in the fall or spring while the trees are dormant. It should be used at the rate of one gallon to eight gallons of water.

Oil Emulsions for San Jose Scale—The oil emulsions, and especially engine-oil emulsions, have recently been used with considerable success in certain states against San Jose scale. If these emulsions are properly made they are very effective, and are gaining in favor in several states.*

Use Nicotine Sulphate for Soft-Bodied Insects—Nicotine sulphate, when diluted with water, one part to 1,000 parts of water, makes a very efficient spray against plant lice or other soft-bodied insects. For small amounts use one teaspoonful to one gallon of water. Soap or some other spreader should be used for the best resutls. Dissolve the soap first in a small amount of water, using about two pounds to every 50 gallons of spray, or an inch cube to one gallon. If the water is hard more soap will be needed. Use enough soap for good spreading. If nicotine sulphate is combined with lime sulphur the soap must be left out.

Destroying by Fumigation—Fumigation is the use of some gas that fills up the pores of the insect and causes death by suffocation. The main substances used are hydrocyanic acid gas and carbon bisulfide. The cyanide gas treatment should never be attempted except by someone well trained in its use.

Fumigating with Carbon Bisulfide—Carbon bisulfide is still considered the best fumigant for general farm use or where small amounts of infested materials are to be fumigated. It is a heavy colorless liquid which vaporizes rapidly when exposed to the air. The vapor is much heavier than air and settles downward. It is also inflammable and care should be taken to keep fire or lights away from it. Insurance companies are not likely to insure where it is used for fumigating buildings.

The material to be fumigated should be placed in a bin or barrel as nearly air-tight as possible and the carbon bisulfide poured into a shallow dish and placed on top of the material. The barrel or bin should then be tightly covered and left to remain for a period of 36 to 48 hours, after which the material should be removed and aired out.

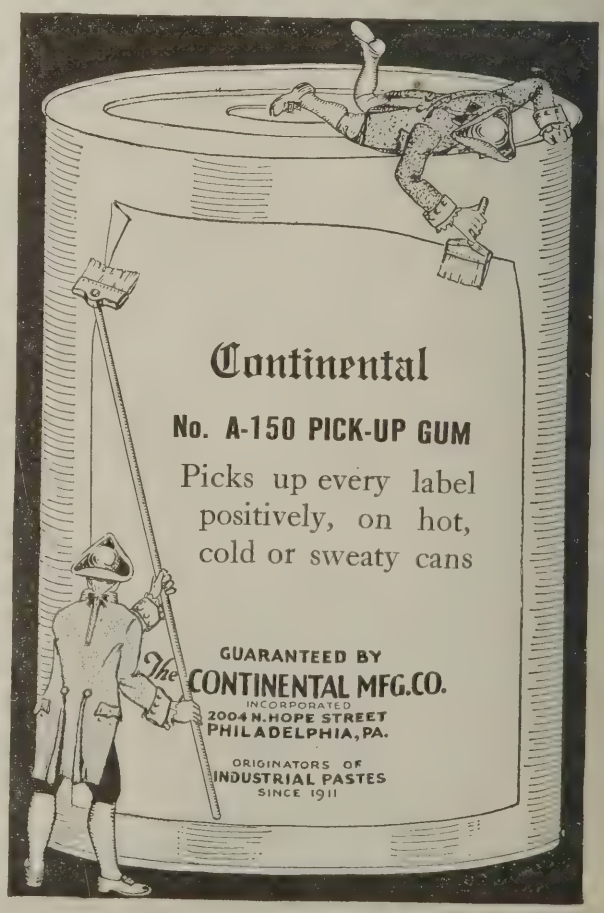
When carbon bisulfide is left on seed or grain for more than 48 hours it is likely to injure the germination ower. It is important that the temperature in the barrel or bin during fumigation should not be less than 65 degrees.

Carbon bisulfide should be used at the rate of a half cupful to each barrel or a pound to every 35 bushels. For fumigating large rooms or buildings it is used at the rate of 5 pounds per 1,000 cubic feet of space if the room is fairly tight.

Dusting Is Becoming More Popular—"Dusting" is the application of a spray in dust form. Liquid spraying is applying the insecticide by means of water as a carrier. In dusting the insecticide is mixed with lime, gypsum or some other carrier and the mixture dusted upon the plants.

With the advent of dusting there has appeared on the market many types and makes of hand, traction and power dusters. For orchard work power dusters are necessary, but for truck crops such as potatoes a traction duster is sufficient. For gardens or small plots of potatoes a hand duster is all that is needed.

*Those who prefer to make their own emulsions should write for instructions to Department of Economic Entomology, College of Agriculture, Madison, Wis.



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Poison Insecticides Applied as Dust—Many arsenicals, such as calcium arsenate and lead arsenate are now being mixed with lime or other material and used effectively against such leaf feeding insects as the potato beetle. The greatest value in the use of such a dust is the ease and rapidity with which it can be applied. One man with a good duster can cover two or three acres of potatoes while two men are spraying one acre with a liquid spray. Most of the insecticide dealers now carry dusts of this nature in stock.

Dusting has not proved to be effective against all insects, and therefore should not be substituted for liquid spraying in all cases unless one is sure that results will be equally good.

Mechanical Destruction of Insects.

Hand picking may be resorted to for tomato and tobacco worms, but this method is seldom necessary where up-to-date spraying is practiced.

Destruction by crushing consists of running a roller over the fields to destroy army worms and grasshoppers in the nymphal stages, and collecting chinch bugs in holes and crushing by means of a post.

Heat and Cold—Heat is now used to some extent in mills to destroy the flour moth and other insects. Cabbage and other plants infested with aphis may be freed of these pests by dipping them in water at a temperature of 120 degrees F. for six seconds. Plowing up the fields in the fall and exposing the pupae of the insects that spend the winter in that stage is a good control measure.

Destruction by Other Insects.

Practically every common insect is attacked by other insects which feed upon and destroy them. The lady bird beetles, except for a few species, feed entirely on plant lice and scale insects and aid greatly in keeping them in check. Other insects in turn feed on the lady bird beetles. The codling moth and the Colorado potato beetle are also fed upon by other insects and are largely held in check by them. In a few cases it has been found profitable to collect these insect enemies and ship them to local points for the control of injurious insects. When the parasites become abundant they destroy the insects upon which they feed. Then in turn they die for lack of food, and the host insect has an opportunity to increase again. Thus the host insect and its enemy increases and decreases in cycles, but the host always manages to escape complete extermination.

SURFACE DRAINAGE INTO WELL SUPPLIES.

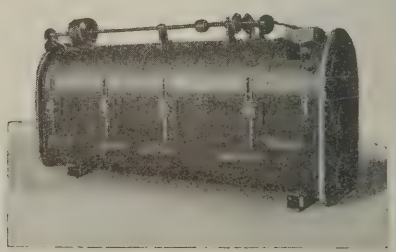
L. A. Geupel, Director Water and Sewage Department. Indiana Board of Health.

SURFACE drainage is the flow of water which has been precipitated on the ground by rainfall seeking a storage basin. Surface drainage carries with it certain materials, including polluted matter over which the water has flowed in its rush to the stream or outlet. It is dangerous to drink surface water which has not been purified, because in its travel over the surface very often pollution from a barnyard, and even from the human body, has been

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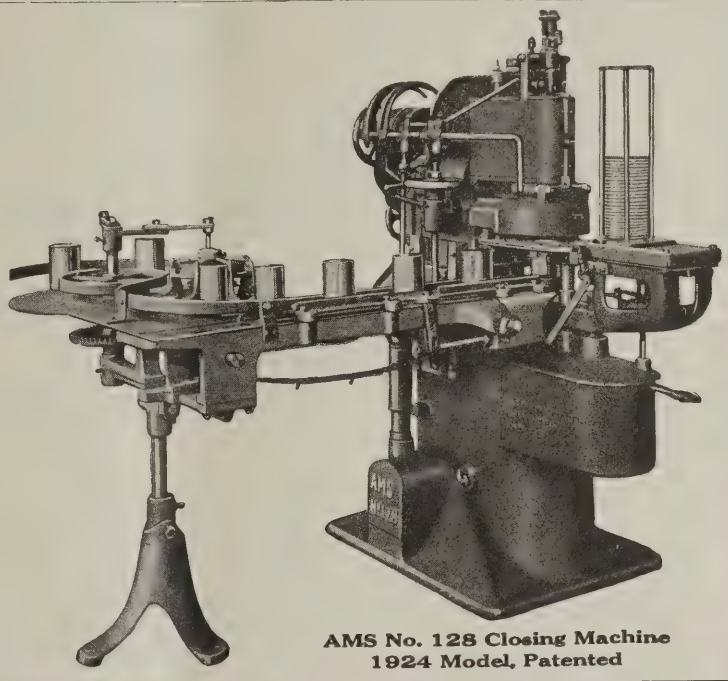
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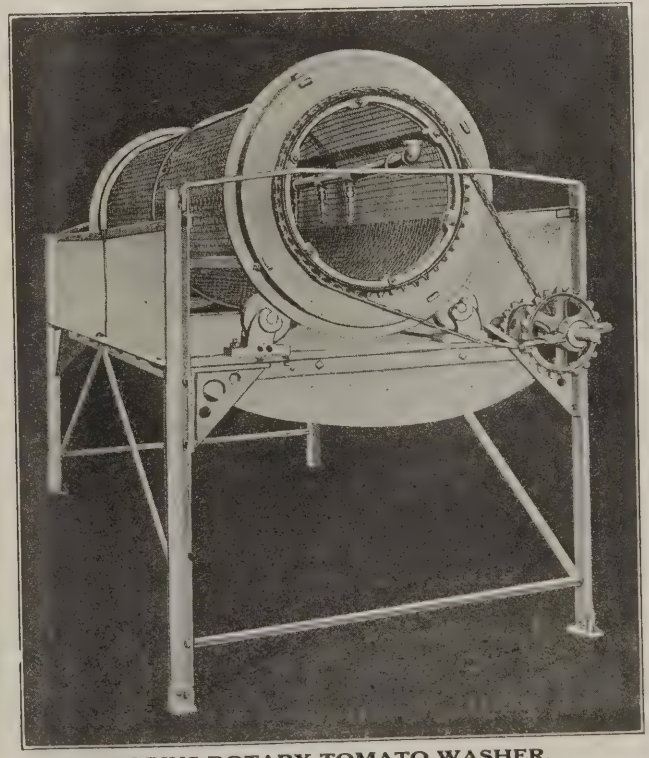
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picked up. Any sewage is very likely to carry disease bacteria and also the lower forms of intestinal parasites, such as worms, etc. Sewage, as everyone knows, is dangerous, and surface water is likewise very dangerous to drink without having been purified or sterilized, because of the fact that sewage may have been picked up by surface water flowing over the ground. Dysentery, diarrheas and even typhoid fever are dangerous diseases which may be acquired from even a slightly laden sewage polluted surface water.

Soil, sand and gravel will filter surface water and make it presumably safe if the filtration strata is deep enough. Absolutely no purification can be given water by soil, sand, or gravel if surface water gains entrance to the top of a well because of a leaky platform or casing. The water supply is threatened also if the top of a casing is subject to overflow of surface water which has collected around the top of the well, or if the pit pollution gains entrance to the water supply direct. The Water and Sewage Department places a high hazard on dug wells because they not only tap a shallow ground water source, but they consistently feed surface water through porous walls all the way up to the platform. Occasionally the water of deep wells becomes polluted by the mere fact that surface water is getting into the well through leaks or sink holes in the rock.

Past history is no guarantee that water is satisfactory at the present time.

A dug well can be investigated and one can even look into same. One can see whether there are leaks near the top of the well, and that is where trouble usually starts. Make the tops and walls of all dug wells water tight to at least six feet under ground, so that no surface water can possibly gain entrance. Watch that the pump drainage carries the drip away. Do not water animals within twenty-five feet, so that no polluted mud hole is caused. In case of deep wells, close all openings between drop pipe and casing and keep water out of the pit.

In 1922 and 1923 the results of two years laboratory work shows about 75 per cent of all dug wells unsatisfactory for drinking, and about 30 to 40 per cent of all deep wells have been neglected and are unsatisfactory to drink. The public wonders why it suffers dysentery, diarrhea and even typhoid. To the Water and Sewage Department there is no cause for doubt, because many times it is a clear case of polluted water supply. The old story that the water from a particular well has been used for twenty years without sickness is no reason why a leak should not develop allowing surface water to gain entrance, causing sickness in the future. The State Board of Health operates a laboratory for water examinations. There is no charge attached to individual analyses except container charge to and from the laboratory. The laboratory makes five to six thousand examinations a year, and would be glad to do more if anyone wishes a knowledge as to the character of their private well supply.

The Water and Sewage Department urges the full co-operation of the public to obtain satisfactory water to drink, especially in the individual well, and the semi-public well, which includes school, church, town, tourist camp, park, fair grounds and bakery wells. It is important to note that the tourists passing through the towns of Vevay, Marengo, Petersburg, Rochester, Winamac, Hazleton, Batesville and Vernon should not drink the public water supply because it is not sold to the public for drinking purposes.

In conclusion, through use of the Water and Sewage Department's service offered, we hope that every health officer will order all semi-public wells examined and citizens of the state will have their individual wells examined periodically in order to know the character of their supply.

Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Springwood, Va., July 18, 1924—Tomato crop very promising, with the exception of blight appearing. Corn is extra good.

A good crop of fruit of all kinds, and promises to be of good quality.

Kenton, Del., July 15, 1924—Tomatoes—Acreage about same as last year. Conditions are very poor; does not look over 50 per cent of a crop. Plants are very irregular in the patches.

Rochester, N. Y., July 18, 1924—Alaska Peas—About 65 cases per acre. We consider this about 80 per cent of normal.

Just beginning pack of wrinkled or sweet peas, and if favored with frequent showers our pack will be normal or better.

Corn looking good but late.

Stringless beans looking good.

Tomatoes looking good, but need warm weather.

Bay City, Mich., July 16, 1924—Tomatoes—Crop somewhat late. Acreage 100 per cent. With reasonably late fall expect full pack.

String Beans—Expect fair yield from acreage planted.

Blueberries—Considerable damage by late frost in the berry district. Crop will be at least ten days late. Do not expect over 50 per cent of normal pack.

Pickles—About 95 per cent of acreage planted. Vines looking fairly well.

Celina, Ohio, July 16, 1924—Alaska peas 50 per cent. Sweet peas 85 per cent.

Tomatoes now look to be about 50 per cent stand.

Lebanon, Ohio, July 18, 1924—Throughout this section sweet corn is in a very uncertain condition. The weather has been responsible mostly for this. Many fields have been too wet for planting, and later rains prevented the necessary cultivation. It will take very favorable weather as well as a late fall to make it possible for an average crop.

Midway, Tenn., July 15, 1924—The canning business in this section this year is going to be a failure. I don't think we will have over a 25 per cent pack this year.

Algood, Tenn., July 18, 1924—We had a very late season this year. Rained most of the time. Setting late, but we have about twice as many acres in toma-

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toes this year as last. Prospective yield about 80 per cent.

We canned about 10,000 cans of blackberries, and are perhaps a little over half done.

Lots of people put out tomatoes that did not last year. Some failed to plant that planted last year. Rains caused several not to plant their acreage of tomatoes.

Indianapolis, Ind., July 16, 1924—Peas—Finished packing peas last week. Pack for 1924 approximately 85 per cent. Quality good.

Tomatoes—Our acreage this year 10 per cent greater than last. Condition at planting time bad; many growers very late setting plants on account of rains. From all reports received plants are doing fairly well. Our pack will start 7 to 10 days later than usual.

Pumpkin—Outlook very poor.

Chemung, Ill., July 17, 1924—Peas—Acreage 20 per cent above 1923. Yield 50 per cent normal, quality below normal. Had too much rain, fields drowned out in many places. Maturity very uneven.

Brillion, Wis., July 17, 1924—Peas—We are packing Alaskas and expect to finish about July 25th and start canning the sweets about July 20th. We find practically no lice and are packing about 70 cases to the acre now. We expect that the later Alaskas will be heavier in quantity and of about the same quality. The sweets look promising.

Fremont, Mich., July 16, 1924—Peas—Pack completed. Yield fair.

Strawberries—Good crop, exceptional quality.

Gooseberries—Light crop, good quality.

Sour Cherries—Light crop, excellent quality.

Beans—All kinds. Stands irregular. Growth retarded by cool weather. Outlook unsatisfactory.

Faribault, Minn., July 18, 1924—Sweet corn—About two weeks late. Prospective yield 80 per cent of normal.

Watertown, Minn., July 19, 1924—Corn—Bantam about 85 per cent. Crosby about 90 per rent. Later varieties about 80 per cent.

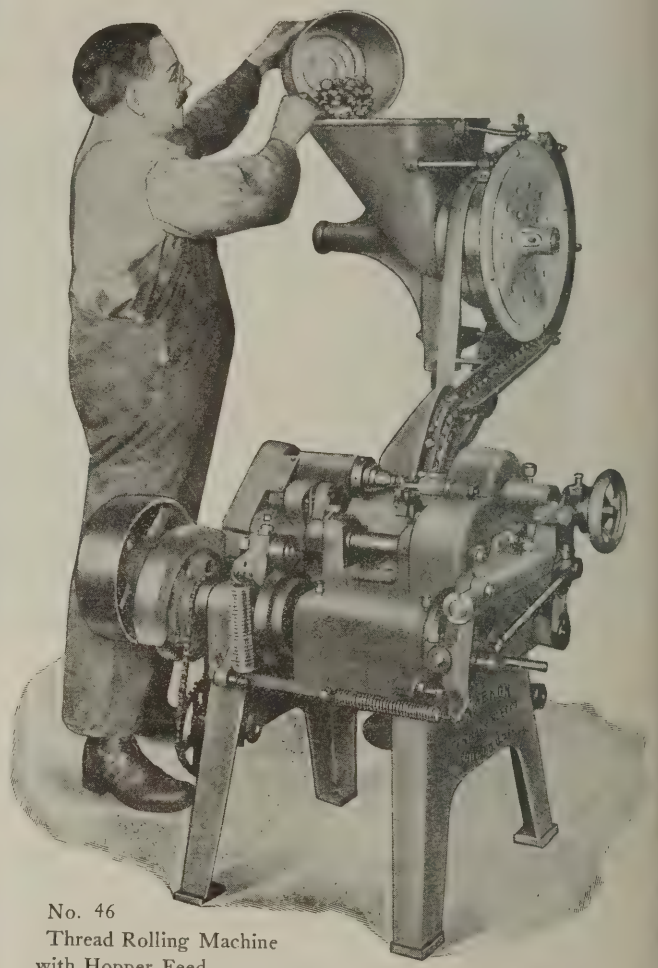
Cedar Rapids, Iowa, July 16, 1924—Tomatoes normal. Weather warm and model for tomatoes. Too early for reliable information on tomatoes.

Belle Plaine, Iowa, July 16, 1924—Corn about two weeks late. Poor stand and altogether too wet. Think it will be about 60 per cent.

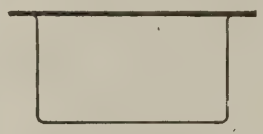
Leon, Iowa, July 18, 1924—We have 10 acres of tomatoes contracted. They are about two weeks late. The average size of the tomatoes in the fields that I visited are about the size of a hickory nut. The crop will be short unless we have a late fall.

Billings, Mo., July 17, 1924—Tomatoes—Acreage is about 25 per cent above normal. Condition of plantings: 25 per cent very poor to come in in September; 50 per cent fair to come after August 20th; 25 per cent good to come in about August 10th. August pack will be light. Early plants show little fruit. Prospective yield below normal, due to excessive rains all of June and again floods of rain last week.

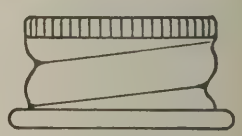
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Bliss for Machinery

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SALES OFFICES { DETROIT Dime Bank Bldg. | CLEVELAND Cleveland Discount Bldg. | CHICAGO Peoples Gas Bldg. | PITTSBURGH Oliver Bldg. | ST. LOUIS Boatmen's Bank Bldg. | BUFFALO Marine Bank Bldg. | CINCINNATI Union Trust Bldg. | NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

N . 379

CANNERS!

At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

CANNERS EXCHANGE SUBSCRIBERS
at
WARNER INTER-INSURANCE BUREAU

enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

GEORGIA'S PEACH CROP GOING TO WASTE.

ALLOWING for possible exaggeration, isn't the following report, taken from the daily papers, as you will note, a horrible thing? And how the temper of our population has changed when it will read of the deliberate destruction of four million bushels of good, ripe peaches while millions of people are hungry for them. What a terrible waste; what wanton waste! Do not try to say that there is not something radically wrong with our distributive system when good food of this kind is deliberately wasted to keep the market prices up, while millions long for it.

Why are there not canneries there to preserve this excellent fruit, in its prime condition, for use during the winter, or to work it up into preserves, jams, peach butter, to be sold to the hungry masses in all the city places? Here is a situation where the canning industry vindicates itself, and upon which an epic might be written. The dispatch says:

(Special Dispatch to the Evening Sun.)

Macon, Ga., July 21.—The aroma of fermenting peaches is arising from the streams and fields of Middle and Southern Georgia, for during the last 10 days peach growers have thrown away approximately 4,000,000 bushels, or 8,000 cars.

The whole crop this year has ripened during July, markets are glutted and peaches are not bringing shipping charges. Hence the determination of growers not to ship any more this year than the markets will consume. Nothing but the Elbeetas are left to be shipped. This will be a short crop, estimated at between 3,000 and 5,000 cars. If prices are not satisfactory, the growers have indicated that these, too, will be thrown into the streams.

The situation is tragic throughout the peach belts and growers are in a panic. Peaches were selling here today at 8 cents a basket, or 40 cents a crate, hardly enough to pay for the crates and baskets in which they are packed, with no allowance for picking, packing and hauling. In New York the price is as low as 60 cents a crate. Shipments to Northern markets have to be made in refrigerator cars, with 5 tons of ice for initial icing for each 500 crates. Further expense for the growers in shipping, of course, is the freight charges. Nearly 2,000 cars have been sold during the last week at prices below the actual charges.

For the grower to break even in the New York market it is claimed that a price of $1.50 a crate, or approximately one and a half cents a peach, is necessary. Any return above that price is profit. In fact, the growers say that they need two cents for every peach shipped to obtain a profit.

Total shipments of peaches last year for the entire season, over a longer period, was 8,701. Total shipments this year to date are slightly under 7,500 cars.



Slaysman's No. 0 Double Seamer

This Double Seamer will do the same class of work as the more costly machines.

Especially adapted for double seaming tops on filled cans.

Weight, 150 lbs.

Will receive cans up to 7½ inches diameter by 8 inches high.

Diameter of tight and loose pulleys, 6 x 3 inches.

Speed, tight and loose pulleys, 600 r. p. m.

WRITE FOR PRICES

MANUFACTURED BY

SLAYSMAN & COMPANY

Automatic Can Making Machinery

801-11 East Pratt Street, ∴ BALTIMORE, MD.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

But there was the greatest peach crop in the history of Georgia produced this year. The season was three weeks late in starting and the ripening was over a short period, practically all varieties being marketed during July. That is the cause of the growers' troubles.

Orchard men still have hopes of recouping some of their losses on the Elberta crop. Many of them are fortified with other crops, so that to those who have diversified farming interests the failure of the peach crop to bring satisfactory prices will not mean financial ruin. But it will be a hard blow to the whole industry.

People who passed through the peach belt today said that in addition to the 8,000 cars that have been thrown into the river, there are hundreds of cars of dead-ripe peaches on the trees that will never be picked.

Many of the growers are begging friends from the cities to come and pick what they want without charge.

Because of the tremendous crop of peaches, the Georgia Peach Growers Exchange, with the Government co-operating, worked out the greatest distribution system ever attempted for this year. But markets wouldn't consume the crop.

THE KAN KAN.

Published in the interest of the Michigan Canners Association.

THE Michigan Canners Association was rejuvenated with new elixir of life at Muskegon, June 18th.

It matters not whether it was "glands" or "oxygen"—it was there.

If you were there you got it. If not, you missed it. This is just an echo.

"Quality Plus" was the slogan, "Better Business" was the keynote of discussion and action.

President McEwing, compatriot of Bobby Burns and Harry Lauder, with the sentiment and sense of a wise and canny heritage, drafted about everybody in the game into an active working organization.

Read over the committees. Is your name "written there?" If so, get busy. If not, make the other fellows get busy.

That's the way to get your money's worth.

Frank Gerber, former president of the National Canners Association, gave an enlightening address upon business conditions and prospects. He stated that there had been a marked recession in first hand buying of canned foods in recent months. (Perhaps you had noticed it.) He also stated that there was evidence of better conditions at hand. (Encouraging prophecy.)

H. W. Ullsperger, manager of the Sturgeon Bay (Wis.) cannery, arrived late, having missed the night boat out of Milwaukee. His principal mission was to learn whyfor some Michigan canners had gone philan-

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.

CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.

A NEW LABORATORY

Fully equipped to handle your problems is my contribution toward a successful season.

LeRoy V. Strasburger, B. S.

15 S. Gay St., Baltimore, Md.

Chemical Analyses Bacteriological Examinations.

Cannery For Sale

By reason of the death of Geo. N. Numsen the undersigned, representing the interests of the firm of Numsen & Davis, have decided to offer at private sale the firm's cannery, located at Benedict, Charles Co., Md. This factory, located on the Patuxent River is completely equipped and has an abundance of tomatoes, peaches and blackberries available. Three hours ride by auto. from Baltimore. Ideal location, numerous summer resort hotels, and extensive automobile travel from Washington and other sections. On State Road.

CHARLES K. DAVIS, Surviving partner
J. NEWMAN NUMSEN, Administrator
Apply McGAW DAVIS & CO.
414 Marine Bank Bldg., Baltimore.

SPRAGUE-SELLS



Sprague-Sells Peeling Table

No cutting—no fitting of tops and parts

The great difficulty with Peeling Tables in the past has been the tremendous amount of labor and grief involved in installing them. Cutting, fitting, and considerable cursing, then more fitting and cutting—doing work that should have been done in the manufacturer's plant.

To eliminate trouble for you, Sprague-Sells Peeling Tables are now entirely assembled in our factory, operated and thoroughly tested, then knocked down and shipped in sections complete with all bolts, screws, and other parts required. Adjoining sections are carefully marked and numbered, and the shipment comes to you accompanied by a simple erecting diagram, so that even unskilled help can quickly and easily set it up on your floor.

Furnished with plain steel top—or with acid-proof enamel top.

We recommend the acid-proof enamel job. Its original cost is slightly greater but the absolute freedom from corrosion resulting in much longer life, and the fact that this enamel finish is so easy to keep clean and sweet, certainly warrants the extra investment.

Frames, tracks and trucks only may be purchased if you wish to build your own tops of wood.

All our machines are guaranteed to satisfy you—your money back if they fail to do so.

THE SIGN OF QUALITY

Sprague-Sells Corporation
General Sales Office:
500 N. Dearborn Street. Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Cang. Machinery Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co. San Jose, Cal.

PEELING TABLE

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

thropic, with the result that his trade was yelling for an equalizing shade which he felt forced to concede in some measure.

He don't look like a man easily stampeded.

The cherry situation was somewhat chaotic. Other considerations than crop prospects or market conditions enter into the proposition.

Seems like a good time to sit tight and not rock the boat.

Conditions have stabilized to a marked degree since our meeting, and President "Mc" thinks that it has been "a direct result of having gotten together."

The Secretary is serving without compensation, but you can make him the clearing house of information and inquiry. He will distribute the work if the worry is too much for him.

In the last issue of the Michigan Patron, official organ of the State Grange, W. F. Taylor, a member of the State Grange Executive Committee, tells how he helped Grange members to solve the matter of canned fruit for their households by purchasing canned peaches and other canned fruits from regularly licensed Michigan canneries. He shows that the plan has proven satisfactory both from cost and quality standpoints.

The Fremont Canning Company is making an effort to grade its fruit offerings and pay relatively fair prices for the different grades, a consummation devoutly to be wished for.

The Company is using its town paper to explain its plan. It's the easiest possible way of keeping in touch with your growers.

Create confidence in Michigan quality—that's business building.

Officers and Committees of the Michigan Canners Association.

President, Wm. McEwing, South Haven; Vice-President, B. C. Nott, Grand Rapids; Secretary-Treasurer, M. C. Hutchinson, Fennville; Executice Committee, B. C. Nott, Dan Gerber, H. C. Morgan, Wm. Godfrey; Publicity, H. M. Royal, Dan Gerber, B. C. Nott; Sanitation, Walter Reed, E. B. Gill, A. J. Morton; Raw Products Supplies, Wm. Godfrey, H. C. Morgan, F. L. McDaniels; Standards, C. S. Bullis, Wm. McCool, C. L. Corcy; Specifications and Variety Improvement, J. H. Skinner, E. P. Ray, H. Hoffman.

Don't Let the Elephant and the Donkey Get Your Goat

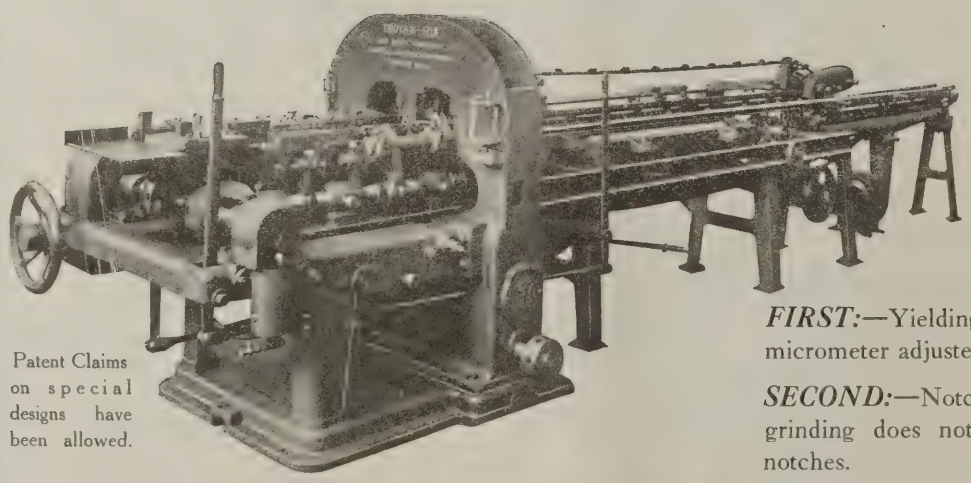
Yes, this is a presidential year. There is an election in the offing; and of course folks are talking politics. But why should we be filled with melancholy meditations?

Cheer up! We have had presidential years before, and we managed somehow to live through them

Do you know the real reason presidential years are reputed to be "bad for business"? Well, here's the deep, dark secret: When the circus managers bring out the donkey and the elephant and begin to dust off the old band wagon, why we all stop work to watch the parade. And no one ever waxed wealthy watching a political parade.

There's no reason in the world why the man who keeps right on hoeing his row shouldn't come out way ahead in a political year, just the same as any other time. Truth to tell, he should do better than usual, because there isn't so much competition. Most people aren't even trying. You are up against the same proposition as the salesman who finds he can do twice as

Two Vital Improvements—



Patent Claims on special designs have been allowed.

That make the TROYER-FOX HIGH SPEED BODY MAKER the perfect machine that it is.

FIRST:—Yielding Feed Fingers, with positive stops, micrometer adjusted.

SECOND:—Notching Dies set at a compound angle, grinding does not change size or distance between notches.

SEATTLE-ASTORIA IRON WORKS

601 MYRTLE STREET
SEATTLE, WASH.

Builders of Troyer-Fox Sanitary Can Making and Canners' Machinery.

SALES REPRESENTATIVES

J. L. COLLINS
112 Market Street
San Francisco, Cal.

R. E. FAIRBANKS
504 Wrigley Bldg.
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia

Pea Graders

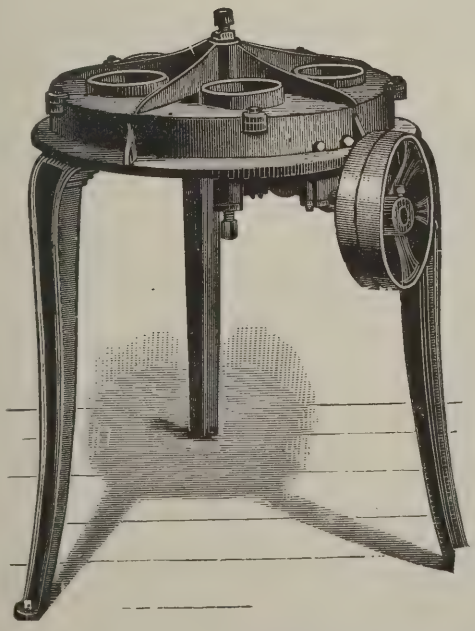
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

Stevenson's Pineapple Slicer.



A machine for the slicing of Pineapples from 3-16 to ¾ of an inch in thickness, and cuts each and every slice even and of the same thickness. It is easily adjusted and is made substantial and durable. It is made either for hand or power. The legs are sufficiently splayed to admit of placing a tub under the machine.

Stevenson & Company, Inc.

601 S. Caroline St

Baltimore, Md.

much on a rainy day, because his competitors are all haunting the hotel lobbies, satisfied with the alibi that "nobody can sell anything on a day like this." It's reasonable to assume that we'll do so again.

For goodness sake, let's face this residential question sensibly. Just because we are going to send somebody to the White House there's no reason why the rest of us should go to the poor house. But that's where we are likely to land if we quit hustling, and decide that there is no business to be had until "after election."

By all means take an interest in politics, and vote according to your honest convictions. You might even go so far as to make a few stump speeches for your favorite candidate, if you just can't restrain yourself. But—don't let the elephant and the donkey get your goat!

Pep is an explosion of physical energy—no good unless harnessed.

Pull is working your friends for what you should do for yourself.

Push is energy and brains under direction and control.

Did you ever make a nickel for yourself trying to head your competitor off from a dime?

The shrewdest buyers are not those who pick the lowest prices, but those who pick the goods with the highest merit.

Make Michigan canned foods have the appeal of quality.

This little folder is prepared by the Publicity Committee and issued with the compliments of the Royal Publishing Company, Shelby, Mich., specialists in canning factory printing and office supplies.

PACK QUALITY.

Clyde, Ohio, July 19, 1924.

"Corn crop hits new level" is the belief of C. J. West, State-Federal Agricultural Crop Statistician, and blames unfavorable weather as the responsible factor.

The above is a headline that appeared in a prominent daily paper July 17, 1924. The article gives detailed information about the poor crop conditions and should be a valuable guide to all who merchandise agricultural products. Mr. West says the State's corn crop this year will be only two-thirds as large as that of 1923, and prospects have not been so poor since 1904. It is reasonable to believe that all crops have been retarded likewise.

If we can apply Mr. West's estimate on the field corn crop to the sweet corn crop, and they are always closely related, and if we can say that the sweet corn pack will be about two-thirds of last year's pack, then we will do well to reach a 10,000 case pack in the whole United tates, or about 4,000,000 cases shy of the ordinary consumption, and very little, if any, carry-over in first hands.

It is reported that we must have very favorable weather and a late fall to insure anything like a fair pack of tomatoes.

And it is said that cabbage and pickles must enjoy the best of weather if they are to be advanced properly.

Taking all in all, the canners apparently hold the whip hand this year, so don't spoil it by packing up poor quality.

THE OHIO CANNERS ASSOCIATION, INC.
Roy Irons, Secretary-Treasurer.

GREEN PEAS FOR CANNING

(Compiled by the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C.)

Revised acreage, indicated yield and forecast of production for 1924 compared with previous reported acreage, yield and production for 1923.

July 16, 1924

State	Acreage		Yield Per Acre Indicated		Production Forecast	
	1923 Acres	1924 Acres	1923 Tons	1924 Tons	1923 Tons	1924 Tons
California....	4,410	5,640	.7	1.2	3,100	6,800
Colorado.....	3,680	4,820	.5	1.1	1,800	5,300
Delaware.....	3,880	3,650	.6	1 0	2,300	3,600
Illinois.....	10,190	11,410	.6	1.1	6,100	12,600
Maine.....	340	1,030	1.1	1 2	400	1,200
Indiana.....	4,760	6,190	.8	1.1	3,800	6 200
Maryland....	8,050	8,530	.6	1.1	4,800	9,400
Michigan.....	10,530	12,220	.4	.9	4,200	11,000
Minnesota....	2,030	2,700	1.1	1.1	2,200	3,000
New Jersey...	610	630	.6	1.1	400	700
New York....	33,460	36,350	.9	.9	30,100	32,700
Ohio.....	5,300	5,830	.9	1.0	4,800	5,800
Pennsylvania.	510	540	1.0	1.4	500	800
Utah.....	7,260	9,360	1.5	2.0	10,900	18,700
Wisconsin....	91,160	102,100	.9	1.1	82,000	112 300
Other States..	3,140	3,960	.8	.8	2,500	3,200
Total....	189,310	214,960	.8	1.1	159,900	233,300

SNAP BEANS FOR CANNING

Preliminary estimate of acreage, yield and production of snap beans for 1924 compared with revised estimate for 1923.

State	Acreage		Yield Per Acre Indicated		Production Forecast	
	1923 Acres	1924 Acres	1923 Tons	1924 Tons	1923 Tons	1924 Tons
California....	1,060	1,220	3.5	4.8	3,700	5,900
Colorado.....	750	1,200	3.5	3.4	2,600	4,100
Louisiana....	460	370	1.0	2.1	500	800
Maine.....	460	640	2.0	2.4	900	1,500
Maryland....	950	920	2.6	1.8	2,500	1,700
Michigan.....	1,290	1,990	.8	1.4	1,000	2,800
New York....	4,570	5,900	2.0	2 7	9,100	15,900
Oregon.....	750	1,040	2.5	3.0	1,900	3,100
Pennsylvania.	430	430	2.0	2 4	900	1,000
Tennessee....	390	670	1.6	2.2	600	1,500
Utah.....	290	360	2.0	3.2	600	1,200
Washington..	280	380	3 3	3.2	900	1.200
Wisconsin....	2,830	3,400	2.0	2.4	5,700	8,200
Other States..	950	1,520	1.8	2 6	1,700	4,000
Total....	15,460	20,040	2 1	2.6	32,600	52,900

AN INVITING ANNOUNCEMENT.

Greensboro, N. C., June 9, 1924.

We are pleased to announce that we have just moved into our new warehouse, 320 N. Lyndon street, on main line if the Southern Railway, half block off of Lindsey street, two and one-half blocks from O'Henry Hotel.

We are well equipped to serve you, having ample facilities for carrying consigned stocks and making quick shipment from Greensboro. Your business will be appreciated.

Thanking you for past favors and hoping to hear from you often, we are, Yours respectfully,

J. N. ALLEN & CO.,
Brokers and Distributors.

P. S.—Come and see us when in Greensboro. We will be glad to have you.

CONTEMPT OF COURT, BY HECK!

Justice of the Peace of Hicksville—"Yer accused o' speedin'. Guilty or not guilty?"

Motorist—"Not guilty."

J. P.—"Now, be keerful, young feller! Do I understand ye to be callin' our deppity sheriff a liar?"

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	....
Green Mammoth, No. 2½	Out	3.85
White, Large, No. 2½	Out	4.10
White, Large, Peeled, No. 2½	Out	....
Green, Large, No. 2½	Out	3.70
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	Out	3.65
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Square, No. 2½	Out	....
Tips, White, Round, No. 2½	....	....
Tips, Green, Square, No. 2½	Out	....
Tips, Green, Round, No. 2½	Out	....

BAKED BEANS†

Plain, No. 1	.65	.65
In Sauce, No. 1	.80	.85
Plain, No. 2	1.00	....
In Sauce, No. 2	1.20	....
Plain, No. 3	1.30	1.30
In Sauce, No. 3	1.30	1.30

BEANS†

String, Standard Green, No. 2	....	....
String, Standard Green, No 10	5.75	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	Out	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	¶1.00
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	Out	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.10
Std. Evergreen, No. 2, f.o.b. Co.	1.20	1.05
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	1.15
Std Shoepeg, No. 2, f.o.b. Balto.	1.25	1.25
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.25	1.20
Fancy Shoepeg, f. o. b. factory.	150	1.40
Std. Crushed, No. 2, Baltimore	.95	....
Std. Crushed, No. 2, f.o.b. Co.	1.00	.85
Ex. Std. Crushed, No. 2	1.05	.90
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.15	1.10
Extra, No. 2, f.o.b. County	....	Out
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.05

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	.90	....
Standard, Split, No. 10	3.00	3.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	¶.90
12 Kinds, No. 10	4.25	4.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	Out
" f.o.b. Baltimore	1.75	2.15
No. 2 Sieve, 2s, f.o.b. factory	1.50	¶1.60
" f.o.b. Baltimore	1.60	¶1.60
No. 3 Sieve, 2s, f.o.b. factory	1.30	1.50
" f.o.b. Baltimore	1.45	1.45
No 4 Sieve, 2s, f.o.b. factory	1.17½	....
" f.o.b. Baltimore	1.25	Out
No. 5 Sieve, 2s, f. o. b. Balto.	1.15	....
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	Out
E. J. Sifted, 1's, No. 3 Sieve	.90	Out
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	Out
Fancy Petit Pois,, 1's	1.30	Out

PUMPKIN‡

Standard, No. 3, factory	Out	1.30
Standard, No. 10	Out	4.25
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.85
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.50

SPINACH‡

Standard, No. 2	1.05	1.00
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.50

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.50
California, No. 2½, f.o.b. Coast	....	....
California No. 10	....	....

¶F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Beans, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.25	....
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	Out	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	....
Standard, No. 10, f.o.b. County	4.15	4.25
Sanitary 3s, 5½ in. cans	Out	....
Jersey, No. 3, f.o.b. County	Out	Out
Ex. Standard No. 3, f.o.b. Balto	Out	....
Standard, No. 3, f.o.b. Baltimore	1 40	1.35
Standard, No. 3, f.o.b. County	1.35	1.35
Seconds, No. 3, f.o.b. Baltimore	Out	....
Standard 2s, f.o.b. Baltimore	1.20	....
Standard. No. 2, f.o.b. County	1.20	1.10
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.60
Standard 1s, f.o.b. County	62½	.60

TOMATO PULP‡

Standard, No. 10	3.25	....
Standard, No. 2	....	....
Standard, No. 1	.57½	.60

Canned Fruits

APPLES*

Maine, No. 10	....	3.50
Michigan, No. 10	....	....
New York, No. 10	....	4.00
Maryland, No. 3, f.o.b. Baltimore	1.25	Out
Pennsylvania, No. 10, f.o.b. Balto	3.25	3.50
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.30

BLACKBERRIES§

Standard, No 2	1.25	2.00
Standard, No. 3	....	Out
Standard, No. 10	7.25	7.75
Standard, No. 2, Preserved	1.70	....
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.75
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s	8.50	9.60
Standard 2½s	2.85	2.75

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	2.30	2.35
California Stand., No. 2½ Y. C.	2.05	2.05

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.35
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	¶1.15
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.60
Extra Standards, No. 3, in Syrup	1.60	1.60

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	2.00	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	2.05	2.05
Hawaii Sliced, Standard, No. 2½	2.90	3.40
Hawaii Sliced, Extra, No. 2	2.65	3.10
Hawaii Sliced, Standard, No. 2	2.50	2.70
Hawaii Grated, Extra, No. 2	Out	Out
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	11.50	12.50
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.25	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	....
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	¶2.25
Preserved, No. 2	2.20	¶2.20
Extra, Preserved, No. 2	2.25	2.25
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.40
Preserved, No. 1	1.15	1.30
Standard 2½s	....	....
Standard, Water, No. 10	6.50	6.00

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.00

LOBSTER*

Flats, 1 lb., case 4 doz	....	35.00
Flats, ½ lb, case 4 doz	....	4.00
Flats, ¼ lb	....	2.30

OYSTERS*

Standards, 5 oz	1.60	....
Standards, 4 oz	Out	....
Standards, 10 oz	3.10	....
Standards, 8 oz	Out	....
Selects, 6 oz	2.65	2.70

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	3.75
Cohoe, Tall, No. 1	....	1.60
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.05
Pink, Tall, No. 1	1.40	¶1.35
Columbia, Tall, No. 1	....	Out
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.50
Chums, Talls	Out	....
Medium Red, Talls	1.30	1.35

SHRIMP*

Wet or Dry, No 1½	....	3.00
Wet, No. 1	1.80	1.75

SARDINES—Domestic, per Case

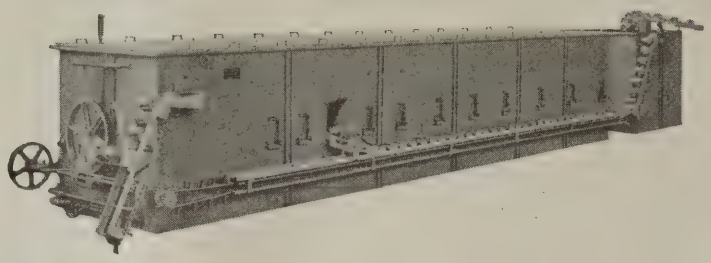
F. O. B. Eastport, Me., 1923 pack.

¼ Oil, Keyless	3.75	4.00
¼ Oil, Key	4.25	4.40
¼ Tomato, Carton	4.90	....
¼ Mustard, Keyless	3.65	5.00
¾ Mustard, Keyless	....	....
California, per case	13.00	16.50
Oil, ½s	....	....
Oil, ¼s	....	....
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.00	13.00
California, 1s	....	24.50
California, ½s, Blue Fin	....	8.25
California, 1s, Blue Fin	....	8.50
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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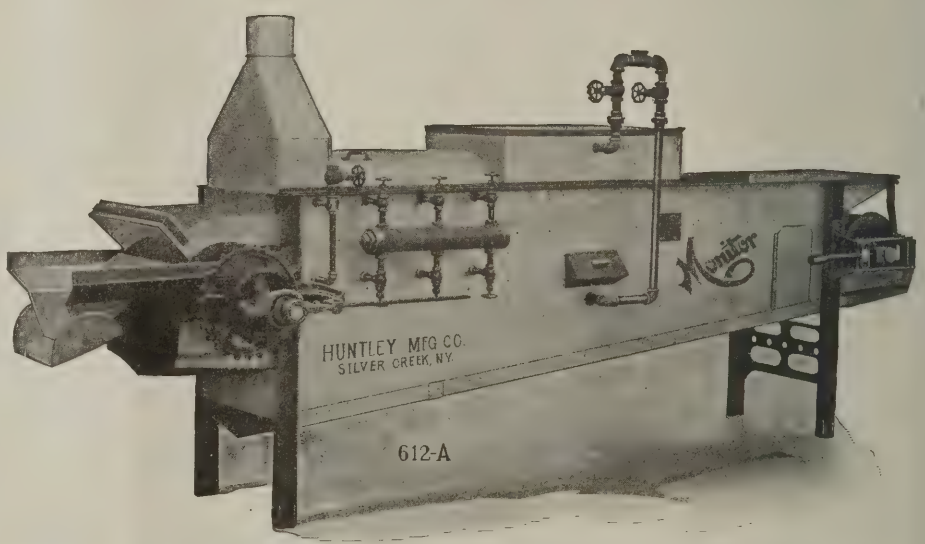
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SAN JOSE, ∴ ∴ CALIFORNIA

BALTIMORE CHICAGO PORTLAND SAN FRANCISCO LOS ANGLES

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BROWN BOGGS Ltd.
Hamilton, Ont.

THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JULY 28, 1924

WEEKLY REVIEW

Better Crop Weather Is Causing Hopes to Rise—Pea Pack Coming on Nicely—Good Fruit Crops Offer an Opportunity —Spot Canned Foods Strong Everywhere—1924 Spots Should Be Worth More Than Present Price of Futures—Corn Joins the Cleaned-out Class.

IMPROVING—It takes but a few days of good, real summer weather—like we have had this week—to bring the spirits of both canners and buyers up into the hopeful realm, out of the depression in which both of them have been, owing to the unfavorable weather and crop conditions which have held sway since the season first opened. They should put a check upon their rising hopes by remembering that it will take the rest of the season and prime weather conditions to restore the damage that was done earlier, if it can be restored even under those conditions. As we regard it, the good weather will undoubtedly help, but it cannot cure the trouble. That would be expecting too much. Good weather will not replant the lost acreages, will not add one acre to the present total; but, of course, it can improve the yields from the present acreages, and that we hope will result, for it is badly needed.

We believe that the present week may be written down as the most gerenally favorable to crops that we have had this season, and we sincerely hope that it will continue for many weeks to come. That covers the weather conditions as affecting canned foods at this writing.

On the other hand, the heat which we need for both corn and tomatoes may cause trouble for the pea canners who have just begun upon their sweet peas. But the Lake regions have not been visited as have the other sections, and they can stand some heat, though Wisconsin, at least, in parts, reports the need of rain. The pea crop and pack, however, are coming along quite nicely, and will be better than earlier indications promised.

FRUITS—The news that Georgia is allowing an immense peach crop to go to waste, and has yet in reserve the great Elberta crop, is most distressing. The real cause is that there are not enough good canneries at hand to save these crops. There have been several efforts to establish canneries in this great peach belt—there are some canneries there, though not enough—but the efforts have not been very successful. Georgia, however, is not the only place where fruit is plentiful, or will be plentiful. That seems to be the promise in most sections—the fruit crops of the year are very promising. For this reason fruit canners must move cautiously. At present the market for canned fruit is good, with demand quite active, and this can be continued by a careful attention to quality. Good fruit is always wanted and salable, and the good fruit crops of this year should give these canners an opportunity to win over the great consumer demand. The carry-over of canned fruits is not heavy, either in first or second hands, and the effect of careful packing will, therefore, be felt at once.

SPOTS—The real feature of this week is the excellent condition into which the markets of every section have worked on spot canned foods. It is now freely admitted that buyers' stocks as well as canners' are down to the vanishing point—cleaned out as they have never been before—and the buyers are making less secret of this fact. Trading in spots is now largely between jobbers or second hands, and while prices are not mounting, they are stiffening and showing some advances. Most traders want goods, and would like to have additional futures on their books, but the canners cannot afford to take further orders. The prices at which futures are sought by the buyers are not such as to warrant any canner taking further risk. The spots, after the close of the canning season, will almost certainly be worth more money than the present future price, and, therefore, the canners are wise to hold for this opportunity.

Corn seemed to be the one item that might show some carry-over from last year's pack, but even that is now extremely doubtful. Note this letter from Ohio:

> Columbus, Ohio, July 22, 1924.
>
> It is with a great deal of pleasure that the writer can say to you that the spot corn market is practically clean, so far as packers' stocks are concerned, and in many instances jobbers' floor stocks are far below their normal holdings at this season. Of late we have been selling spot corn from one jobber to another and shipping it all over the country. We are having inquiries for spot corn from Jacksonville, Fla.; Eastern New York, different points in the West and Southwest, which indicates a condition as described above. Today we are selling spot standard corn, where we can secure it, at $1.15 per dozen, and some jobbers indicate a willingness to pay beyond this figure if they can obtain it in an unlabeled condition. This is a wonderful clean-up considering the position of corn for the past three or four seasons, and to some extent it is attributed to the improved canning conditions in our own State. Packers have learned from bitter and expensive experience that they must turn out a better product than they have heretofore been doing, and we urge you this season to increase your efforts to produce the finest pack of corn in the way of consistency, fill, cleanliness and flavor that you have ever put up. It will pay you many times over to discard and feed to the hogs any tough, matured or yellow grain corn. Watch your fields carefully and be most particular on your sorting tables. The packers of Ohio have a wonderful opportunity this year to make a name and demand for OHIO CANNED CORN. Do not fail to take advantage of it. Owing to the higher prices that the jobbers are paying and will continue to pay for 1924 corn because of the general unfavorable conditions,

the buyers will be more critical than ever of your deliveries, and you must not let them have the slightest opportunity for complaint.

I am taking the liberty of writing you, as a friend, of this possible result on your part, and if rejections develop from poor or inferior quality of corn, you are going to hurt your own interests and those of every other canner because it will demoralize the market. There are a few canners in this State whose ideas heretofore have been quantity rather than quality. Do not permit this situation to develop this year or it will ruin all the good work that has been started for a quality pack. Use sugar and salt. Do not pack substandard; throw it away, and help to restore canned corn to the position it occupied several years ago, which was fifty-fifty with tomatoes. Today it stands third, but with your efforts in the right direction it has a wonderful opportunity to advance to first position this season.

Most of the packers are now quoting standard sweetened corn at $1.00. We are glad to see this, and hope that you will not oversell, but govern your sales so as to deliver a product 100% in quantity and quality.

Very truly yours,

F. L. DUTTON CO.

It will be at least a month before any new corn can come upon the market, and in the meantime any corn held in first hands will have disappeared, it would seem. This makes the position of the three great staples of canned foods—corn, tomatoes and peas—alive and very strong. Peas were all gone; tomatoes will be all gone, and now corn follows suit in this cleaned-up condition. Let the packers of these items follow the advice laid down by F. L. Dutton, and this condition will become permanent. That is all that is needed to hold the advantage now enjoyed.

Our market page shows practically no changes this week, but business is reported by the brokers as quite good, and, coming from all sections, shows that the decreased condition of stocks is general. And it portends very favorable business of the months to come.

NEW YORK MARKET

Spot Tomatoes Strong—Scrambling for Spot Stocks of Canned Foods—Buyers of Future Tomatoes Feel Happy, but Worry About Possible Short Deliveries—Early Peas All In—Prorating Pea Deliveries—Future Tomato Prices Advancing—Corn Steady and in Fair Demand—Whitemeat Tuna Weakens.

New York, July 24, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

SPOT MARKET STRONG—There has been considerable business for spot canned foods during the past week. The actual volume has necessarily been limited, however, owing to the paucity of spot holdings of the more wanted grades and varieties. Wholesale grocers and chain store jobbers alike are carrying but limited stocks of most canned foods on spot, and there is considerable competition in buying the small lots still available. Thus far, however, the distributors have kept prices from ascending too rapidly and no upward stampede appears in sight for the remainder of the season.

New Packs—The situation is somewhat uncertain on new packs. It is generally conceded by buyers that tomatoes will probably be a short pack this season, but just how short is the problem which is puzzling them. Buyers who have booked futures on a fairly liberal scale are now congratulating themselves on their foresight, while at the same time they admit that they are concerned over possible pro-rating on deliveries by the canners. Many of the Southern packers this season booked business on 100 per cent delivery contracts. It is reported from some sections of the Tri-States that a good deal of the acreage which canners have under contract may not supply any tomatoes at all this season, due to the fact that the first settings of the plants were destroyed by unfavorable weather, and subsequent plantings have met the same fate, until it is now too late to set out more plants, even though the plants were available.

Peas—Reports from Wisconsin indicate that the pack of Alaskas was somewhat below expectations, canning of this variety being over for the season. Indiana is through packing. Pro rata on the larger siftings is anticipated, while packers have a little surplus of the smaller siftings, after filling their future orders. From present indications, last year's scarcity of standard and extra standard 4s and 5s is due to be repeated, and this should react to the advantage of the Southern canners who have unsold stocks of these grades on hand.

Tomatoes—The season is very backward in Indiana this year, and it is reported that on the average the pack will be a month behind time this year. The pack in the Tri-States is also expected to be late. Trouble is also being experienced in California, the drought and blight in some sections having combined to cut the crop this year. Southern canners are offering futures in a small way at 60c for 1s, 90c for 2s, $1.30 for 3s, and $4.25 for 10s. Many packers, however, continue withdrawn, because of the uncertain crop outlook. As a result of the damage to the growing crop, some of the California canners have advanced their prices, as follows: No. 1s, standard, in puree, 82½c; solid pack, $1.02½; No. 2, standard, in puree, $1.00; solid pack, $1.25; No. 2½s, standard, $1.17½, solid pack, $1.60; No. 10s, standard, in puree, $3.75; solid pack, $5.10.

Southern Spots—Continued strength is reported in spot tomatoes in Maryland and Delaware markets. No. 1 standards are quoted at 60c per dozen, 2s at $1.15 to $1.20; 3s, $1.32½ to $1.35, and 10s at $4.00 to $4.25, all f. o. b. cannery. Puree is available in a small way at 55c per dozen for standard No. 1s.

Standard Corn has been meeting with a fair call throughout the week and remains steady on the basis of $1.00 per dozen, f. o. b. country cannery, with extra standard quoted at $1.05 per dozen. Futures are attracting some interest, the market ranging 95c to $1.00 per dozen for standard and $1.00 to $1.35 per dozen for fancy, as to grade.

Bean Pack On—Maryland and Delaware canners are now working on stringless beans, quoting the market nominally at $1.00 for 2s and $5.00 for 10s, cut, f. o. b. cannery. Canners are mainly concerned in taking care of their future orders at this time, rather than in making additional sales, preferring to let further business go until they have shipped out their orders and are in position to make a more accurate estimate of the quantity they will have left to sell later on.

Salmon—Demand has increased, and the more seasonable weather has brought out an increased demand from the retail trade, which is reflected in increased activity in jobbing circles. The trade is beginning to place little more credence in reports of a probable curtailment of the Alaska pack. Pinks command $1.25, Seattle, on both spots and futures.

Sardines—Maine sardines are meeting with a fair call. The pack is increasing, but is still running below normal for this season of the year. Buyers appear determined to force lower prices, and buying is generally of l. c. l. parcels, comparatively little carlot interest being shown. California No. 1 ovals in tomato sauce are now being offered for prompt shipment at $4.10 per case, f. o. b. Monterey, quarters in olive oil offering at $8.50 per case, f. o. b.

Tuna—Reports received here today indicate that the whitemeat tuna market in California has weakened materially. Earlier in the week packers were quoting firm at $19 per case for 1s and $10 per case for halves.

It was reliably reported today that business has been booked firm at $17 per case for 1s and $9.00 per case for halves, and one instance was reported in which a packer offered ones at $15 per case and halves at $8.00 per case, all of these prices being f. o. b. California cannery.

Shrimp Scarce—Quite an active call for shrimp was witnessed during the week. Stocks here and supplies offering for shipment are very limited, and wholesale grocers anticipate a shortage before new stocks are available at the canneries, which will be during the fall months. The resale market is more or less nominal, owing to the short stocks offering.

Canned Friuts—New pack California canned fruits were quiet during the week. All of the leading factors now have their prices before the trade, and distributors have booked sufficient stocks to take care of their early requirements. There is more of a tendency now to hold off placing further business until more definite information is forthcoming from California as to the size of the packs of the various grades and varieties of fruits. Stocks on spot, both in jobbing and retail hands, are reported to be rather light for this season of the year.

Notes of the Trade—Kenneth C. Sayre, formerly with U. H. Dudley & Co., before the liquidation of that well-known brokerage concern, is now with Dudley & Weisl, Inc., handling dried fruits and canned foods. Mr. Sayre is well known to the trade here and is popular with buyers.

William G. L. Behr, in charge of the European business of the California Packing Corporation, was visiting C. A. Lumb, in charge of the California Packing Corporation's affairs here, this week. Mr. Behr is on his way to Europe, where he will spend several weeks in looking after the Corporation's affairs.

Allan Bacon, of Bacon & Trubenbach, Inc., is visiting pea canners in Wisconsin.

Walter J. Sears, of Chillicothe, Ohio, was a visitor here this week.

William Olney, of the New York Canning Co., of Chillicothe, Ohio, has shipped several carloads of new pack fancy sweet peas into the local market. The peas have shown excellent quality, and have gone right into consumption. William Hills, Jr., & Co. represent Sears & Nichols in this market.

E. L. Dukate, of the Dunbar-Dukate Co., shrimp canners, of Biloxi, Miss., was here during the week, stopping with his brokers, North & Dalzell.

ST. LOUIS MARKET

Market Continues Active in the Same Small Trading Way—Peas Hold Firm—Tomatoes Firm on Poor Crop Prospects—Canners Out of the Market on Both Corn and Tomatoes—The Market Quotations.

St. Louis, July 24, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE MARKET—Business in canned foods continues about the same as during former weeks. Quotations, in spite of the moderate amount on hand for immediate distribution, are about uniform. There is not enough speculative trading to take blocks from the market. This has been the cause for some sharp advances. Jobbers continue to buy on the hand-to-mouth plan, and only as they require the goods. They have light stocks and are moving them steadily. All trade channels are more or less active as to futures. The policies that prevailed on the purchasing of new packs have now changed somewhat. Now that packers are withdrawing generally from the market, there seems to be a burrowing by those who have not looked ahead to cover. Spot stocks are already exhausted. Jobbers' stocks are down as low as they can get, and the market will almost be cleared up when new supplies are to be had.

Peas—The strength of spot peas is being maintained. Southern packers have finished their packs and are now checking up. Their pack is generally of excellent quality, and the result has been that they have taken well. Up in Wisconsin they have a weather proposition. They will be governed as to volume and quality by the kind of weather that prevails during the packing. As it has been cool up to the present time, packers are afraid that it will now be hot. The uncertain outlook caused no free selling, since the majority of canners have booked to the limit.

Tomatoes—Tomatoes are firm, with a premium being paid for preferred packs. Packing in both the South and Middle West may be cut down by damage to plants which are commencing to bear. With fully 90 per cent of the packers still withdrawn from the market on futures, because of unfavorable crop conditions, and the spot market reflecting something of the strength developing as a result of the new pack uncertainties, the situation is certainly favorable to the seller.

Corn—Prices on corn are firm, as the coming crop is also in doubt. Canners are not willing to sell when they do not know what deliveries they will be able to make. While the crop is late, recently it has been making more satisfactory developments than at any time since planting. Current offerings are in fair jobbing demand. Fancy would move more freely, but it is not available. Standards are the main sellers, as they constitute the bulk of the supply.

Miscellaneous—String beans and other minor vegetables are unchanged.

Fruits—Although the placements of contracts on new packs are, as a rule, late, future business in California canned fruits and other packs are much in excess of last year. The prospects of short packs increased prices on fresh fruits, in the opinion of the best informed packers, and will cause advances in new packs. Forward buying of peaches has been very heavy. While the pineapple has not shown a heavy increase, it is estimated that at the prices now prevailing the item will show an increase of possibly 25 per cent over last year. Apricots have been well taken, and pears and berries show a broader movement. Short packs are anticipated in all kinds. Spot trading in canned fruits has only been routine, but supplies have been closely cleaned up, and 1924 packs will come into a practically bare market.

Prices quoted are as follows, f. o. b. at point of interest:

Tomatoes—	
No. 2 Standard, Indiana	$1 20
No. 3 Standard, Indiana	1.75
No. 10 Standard, Indiana	5.50
Peas—	
Fancy No. 1 Alaska, Wisconsin	2.55
Fancy No. 2 Alaska, Wisconsin	2.25
Fancy No. 3 Alaska, Wisconsin	1.75
Extra Standard No. 2 Alaska, Wisconsin	1.60
Extra Standard No. 3 Alaska, Wisconsin	1.50
Extra Standard No. 4 Alaska, Wisconsin	1.40
Fancy No. 2 Sweet, Wisconsin	2.25
Fancy No. 3 Sweet, Wisconsin	1 90
Fancy No. 4 Sweet, Wisconsin	1.55
Extra Standard No. 1 Sieve Sweets, Wisconsin	2.00
Extra Standard No. 2 Sweets, Wisconsin	2.75
Extra Standard No. 3 Sweets, Wisconsin	1.50
Extra Standard No. 4 Sweets, Wisconsin	1.40
Canned Corn—	
No. 2 Fancy Crosby, Minnesota	1.35
No. 2 Fancy Golden Bantam, Minnesota	2.00
No. 2 Standard Evergreen, Wisconsin	1.00
No. 2 Extra Standard Evergreen, Wisconsin	1.10
No. 2 Fancy Narrow Grain Extra Sweet, Wisconsin	1.25
No. 2 Fancy Country Gentleman, Wisconsin	1.35
No. 2 Fancy Country Gentleman, Illinois	1.40
No. 2 Extra Standard Evergreen, Illinois	1.10
No. 2 Standard, Illinois	1.00
No. 2 Standard, Iowa	1.00
No. 2 Fancy Narrow Grain, Iowa	1.20
No. 2 Standard, Indiana	1.00
No. 2 Extra Standard Country Gentleman, Indiana	1.25

CALIFORNIA MARKET

Business in Fruits Very Satisfactory—High-Priced Fruit Forced High Prices—Apricots Small in Size, Owing to Drought Growers Get High Prices for "Cots"—The Shipping Problem Considered—Developing Export Business—Coast Notes.

San Francisco, July 24, 1924.

By "Berkeley,"
Special Correspondent "The Canning Trade."

VERY SATISFACTORY — Business in California canned fruits continues to be very satisfactory, and the revised prices put out recently by some of the large interests do not seem to have affected the demand. When prices were brought out in June, business did not start off with a rush, but sales have shown a steady increase since then, the trade realizing that lower prices were out of the question and that advances might be expected, especially on some of the lower grades. Wholesalers and retailers are still exercising caution in buying, but are commencing to anticipate requirements further in advance than seemed likely a month ago. Some buyers originally pointed to pears as a fruit that was priced too high, but such certainly was not the case with canners paying $57.50 a ton for choice fruit. This fact is now realized, and pears is one one of the strongest selling items in the list, with last year's pack out of the way.

Apricots—The packing of apricots grown in the interior valleys came to an end some time ago, and the crop in the San Francisco Bay district is now receiving attention. This friut is showing the effects of the long drought, and a larger proportion than usual runs to small sizes, despite the attention paid by growers to thinning and cultviation. The general quality, however, is excellent. Canners are paying from $60 to $65 a ton for No. 1 canning fruit, as compared with $25 and $30 last year. The crop in the southern part of the State has been a light one, with small sizes predominating, and the canned pack is very limited. Canners handling this fruit are not figuring strongly on profits, owing to the high prices being paid growers. Some apricots of last season's pack are still on hand, but holdings are confined to a few canners.

Shipping—A conference of shipping interests, the most representative ever held on the Pacific Coast, was held recently at the Palace Hotel, San Francisco, under the direction of the California Development Association, the meeting having been held for the purpose of organizing a shippers' regional advisory board for this district. The activities of the board will include the study of production, markets, distribution and trade channels, an analysis of transportation needs, anticipation of car requirements, promotion of heavy loading and efficient handling of cars by shippers and railroads, and the securing of proper understanding by the railroads of the shippers' transportation needs. Growers and packers of California fruits, mindful of losses in the past through insufficient rail equipment, took an active part in the plans for the conference. The canning trade was well represented on the committees by Preston McKinney, vice-president and secretary of the Canners' League of California; Charles E. Virden, of the Virden Packing Co., and director of the California Development Association, and A. M. Mortensen, general manager of the California Prune and Apricot Growers' Association. The advisory board organized is the twelfth of its kind in the United States.

Exports—Realizing that the export business in California canned fruits must be expanded to assist in caring for the great increase in the pack expected within the next few years, packers are turning their attention to the development of markets in the countries bordering on the Pacific. Under the direction of the California Development Association, several exhibits were recently prepared and shipped to Honolulu, Kobe, Shanghai, Hongkong, Manila, Singapore and Colombo, where they will be made permanent institutions. Dr. William C. Hanna accompanied the exhibits on the steamer President Garfield. The exhibits included peaches, prunes, pears, grapes, celery, asparagus and other products in attractive glass containers, with quantities in tin.

Coast Notes—Very little information of an authentic nature has come out of Alaska this season in regard to the probable size of the salmon pack, and it will be another month before this can be sized up accurately. The division of Alaska into eight areas, each with specific fishing regulations, has tended to make the matter of estimating the pack a rather difficult one. The areas in the regulations of Secretary of Commerce Hoover are Bristol Bay, Alaska Peninsula, Chignik, Kodiak, Cook Inlet, Prince William, Copper River and Southeastern Alaska. Fishing is prohibited in a number of places, others have definite closed seasons and the kind of gear that may be used is specified. Canners declare that the days of heavy salmon packs are over and that low-price salmon is also a thing of the past.

The packing of pineapple is in full swing in the Hawaiian Islands, and the early estimates of a heavy pack are being fulfilled. From present indications this will not be less than 6,000,000 cases. The prices made in June proved satisfactory to the trade, and buying has been heavy, and is still keeping up. Growers will receive about $35 a ton for their crop, as compared with $42 in 1923. Crushed grades are quoted higher than in 1923, when low prices had to be named to move stocks, but sliced goods show a substantial reduction.

Despite the drought, the peach crop in Kings County, Cal., is proving of good size and quality. The crop, as a whole, will be larger than that of last year, while the crop of canning clings will be about the average. Last year 14,859 tons of peaches were handled by Kings County canneries.

The South End Warehouse, San Francisco, has been made a manipulating bonded warehouse, the first of its kind on the Pacific Coast. By the term of article 562 of the tariff act of 1922, a bonded warehouse can secure permits under certain regulations to allow the repacking, resorting and cleaning of articles coming into this country from foreign ports. For instance, olive oil, which is imported in gallon cans, can be repacked in pints and quarts. Case goods containing four to six dozen tins can be repacked into cases containing one or two dozen, as the trade demands. Bulk shipments can be broken up and repacked into small containers.

CHICAGO MARKET

Michigan Berries Going Freely at the Low Price—Iowa Canners Warned Not to Book More Futures—Wisconsin Peas Relieve Chicago—Packing Oranges in Florida—Preparations Being Made for Canned Foods Week—Heavy Business Predicted by Grocers.

By "Wrangler,"
Special Correspondent "The Canning Trade."

PRICES ADVANCED— It is learned that the large canners of California have again advanced their price on several varieties of fruits. This now is the second advance since the opening price. It is also learned that the pack of canned salmon for this season will be greatly decreased by the new ruling of the Federal Agricultural Department in the interest of the conservation of salmon.

Michigan Berries—Black raspberries and red raspberries are being canned in Michigan and the prices are opening low. Black raspberries, No. 10 cans, in juice, are being offered at $7.25 per dozen, f. o. b. cannery. The asking price for Montmorenci cherries in No. 10 cans, f. o. b. Michigan cannery, is $8.25. Blackberries, or dewberries, as they are sometimes designated, in No. 10 cans, juice, are priced at $7.25, same price as the black raspberries. All these goods in No. 10 cans are selling freely, and the canners of Michigan are offering them freely, as they are not inclined to speculate or hold for a higher market, although they anticipate higher prices later on.

A good crop of pears has been raised in Michigan, and there will be a fairly good crop of peaches, but prices have not yet been definitely named on these fruits.

None of the canners in Michigan are offering canned peas, as they all seem to be sold up on the new crop and have practically withdrawn from the market.

Canned Tomatoes—Stocks of canned tomatoes in wholesalers' hands are practically exhausted in Chicago, and the shipments of new crop are anxiously awaited. It is realized, of course, that this will be some time later; but the wholesalers are not inclined to pay the price on 2s which is now being asked by Eastern canners. Neither do they seem inclined to buy the 3s, which seems to be the size contained temporarily out of the market demand.

Canned Corn—The canners of Iowa are being warned by the State Association of that State not to sell any more canned corn for future delivery until the crop is definitely developed and they know that they will be able to deliver.

They have already sold for future delivery of the 1924 output more canned corn than was packed by Iowa last year, and although the acreage was somewhat increased this year, weather conditions and the replanting of a lot of the acreage makes the definite amount of the output of canned corn a little dubious.

This market is well sold out of the 1923 pack of canned corn in second hands, and the wholesalers are buying in small lots wherever they can find it in first hands and buying some for immediate delivery from each other.

Canned Peas—Some of the earlier shipments of canned peas from Wisconsin have already arrived in Chicago, and have proved to be of good and satisfactory quality. They have given great relief to this market, which was practically sold out of canned peas of the 1923 output. Shipments will be coming in regularly now, and this new stock arriving will initiate renewed activity in business.

Something New—A new article or novelty in canned foods is about to be introduced, viz: canned oranges cut in sections and sliced, packed in natural juice, not in syrup. Samples of this article are being shown now in Chicago by F. Burkhardt, manager of Poms Canning Co., Clearwater, Fla. I have seen a sample of the canned oranges, and the fresh color, flavor and quality generally is excellent. The goods are sufficiently sweet in their natural juice to be perfectly edible, and are not packed in syrup on that account, as the canner seems to think that the use of syrup would somewhat detract from the natural flavor, the retention of which is desirable.

This cannery has been operating now for nearly two years, and has been packing grape fruit very successfully and of acceptable quality. The canning of grape fruit was begun several years ago, and at first the article was so popular that the canners could not supply it in sufficient quantities; but a large can-

ning establishment in California undertook to supply the market, and it seems that the California pack was for some reason unacceptable and had to be closed out at a low price. This demoralized the market, and it is just now regaining its prestige through the efforts of Florida canners, who are packing fine quality.

It seems that an attempt to pack grapefruit in enamel inside cans was disastrous, as the strong acid of the grapefruit dissolved the inside enamel and ruined the flavor; therefore, it is now packed exclusively in plain inside cans, the enamel not being used.

The enamel would not be essential in canning grapefruit, as there is no necessity for the preserving of its color, which is naturally pale. However, in canning oranges the use of the enamel inside cans is essential for the preservation of the golden color of the fruit, which the enamel does, as was exemplified by examination of samples by me. The acid of the orange does not concentrate on the enamel like the acid of the grapefruit, and does not cause pinholing.

It might seem that the canning of oranges, when the fresh article is so abundantly on the market at nearly all seasons of the year, would be impractical, but the great convenience of the canned article ready for immediate use, the outside peel and the white inside peel being removd, all trouble of preperation being avoided, goes to show that for salads and tea-table dessert canned oranges are going to prove acceptable to consumers. The article will be placed on the market very soon.

P. J. Murphy, of the Deming & Gould Co., Chicago, has been appointed by the National Food Brokers' Association general representative for the organization of committees and distribution of literature in relation to Canned Foods Week, November 8 to 15, 1924, and he is now hard at work organizing committees all throughout the United States.

Wholesale grocers of Chicago are predicting a very heavy distribution of canned foods to the retail trade this fall. They have learned through the instrumentality of their salesmen that stocks in canned foods in retailers' hands throughout the Central West are very low, and that although retailers have not bought futures very heavily, the demand for prompt delivery of new goods of all kinds on arrival will be unusually active.

The wholesalers have also begun to realiez that the prices now being named on canned foods are probably the lowest prices that will be had this season, as neary all goods of every kind and description are reported to be in short supply, and canners knowing that this is the case are not inclined to shade prices.

CHANGING THE SHAPE OF THE SWEET POTATO

THIS may sound like a very difficult thing to do, but the New Jersey Experiment Station found a very simple method of doing it, and not only is it simple, but it is also a very cheap method. The whole secret is to have plenty of potash in the fertilizer.

During the past two years a number of experiments have been conducted in which fertilizers containing various amounts of plant-food ingredients—ammonia, phosphoric acid and potash—were compared with each other and with no fertilizer at all. The results show that, when the fertilizer contained 3 per cent of ammonia, 8 per cent of phosphoric acid and 8 per cent of potash, the highest yield and the largest proportion of marketable tubers were obtained. In one test conducted last year some of the results were as follows:

Without fertilizer the yield was 8.7 bushels of "firsts," 14.7 busheles of "seconds," a total of 23.4 bushels per acre.

With 1,400 pounds of 3-8-0 fertilizer (containing no potash) the yield was 73.1 bushels of 'firsts," 67.7 bushels of "seconds," a total of 140.8 bushels per acre; but

With 1,400 pounds of 3-8-8 fertilizer the yield went up to 152.6 bushels of "firsts" and 50.9 bushels of "seconds," a total of 203.5 bushels, and an increase for potash of 62.7 bushels per acre.

A large number of potatoes from each plot were measured carefully as to length and thickness, to determine the exact effect of potash on the shape of the tuber, although the difference was very evident, for the sweet potatoes produced with the 8% potash frtilizer were one-half inch thicker and one and a half inches shorter than those produced without potash, and the "chunk" type is most desired in the market.

What Canned Foods Distributors are Doing

Direct Buying By Retail Grocers' Cooperative Exchanges Looms As Next Big Trade Issue—American Association Recovering on Overpaid Freight Bills of Jobbers—National Pledges Cooperation in Canned Foods Week Movement—The "Bucketeer" Broker.

CO-OPERATIVE BUYING—Co-operative buying of canned foods and other grocery products by organizations of retail grocers threatens to become the next important issue of the grocery trade.

As mentioned in these columns recently, discussion of co-operative buying by retail grocers was one of the outstanding features of the recent convention of the Retail Grocers' Association of the United States at its recent convention in Los Angeles.

The New York State Retail Grocers' Association meets at Buffalo, August 4 to 7, and it is stated that one of the features of the convention will be the discussion of ways and means of further developing the co-operative buying idea for retail grocers. Several co-operative buying organizations have been in successful operation in various parts of the country, particularly in Brooklyn, New York, and the business of these "co-ops" has grown steadily.

Wholesale grocers, of course, are opposing the spread of the co-operative retailers' organizations, but many manufacturers have recognized the larger and established co-operatives as legitimate wholesale buyers. The contention of the retail grocers is that they must be in position to buy on a parity with the big chain stores if they are to continue in successful competition with them.

Some alarmists profess to see in the spread of the co-operative idea the doom of the wholesale grocers in the territories affected. This has not proven the case in localities where the retailers' buying exchanges have organized and successfully operated. It has eliminated some of the wholesale grocers, but the more logical effect of the establishment of such exchanges has been the consolidation of wholesale grocery interests, with a resultant lowering of overhead and increase in efficiency. In many localities the retailers' exchanges have developed into good

customers for the wholesale grocers on some lines, although it is logical to suppose that the retailers will buy direct wherever possible.

Then, too, the buying exchanges, as a rule, do not handle the complete line of groceries, and there is always a certain amount of business coming to the wholesale grocers from the retailers who are members of their local buying exchanges.

In the larger cities many of the wholesale grocers are large importers and manufacturers of private brand merchandise, and as such find the exchanges good customers for their specialties, particularly in instances where they have established their brands.

While it is not denied that the retailers' buying exchanges constitute a menace to some part of the wholesale grocery industry, the outlook is not as dreary as some pessimists in the trade seem to feel. Rather, the present trend of the retailers toward greater co-operation spells greater competition for the chain stores.

American Association's Traffic Work—R. H. Rowe, Secretary of the American Wholesale Grocers' Association, writes: "With the removal of our headquarters to Washington, D. C., we desire to announce the following change in the direction of our traffic department. T. D. Guthrie, who has for some years served us very efficiently as our traffic manager, is no longer with the association, having assumed the position of traffic manager of the Jacksonville Traffic Bureau. Harry S. Elkins, of Washington, D. C., becomes traffic manager of the Association. Since our traffic bureau was inaugurated four years ago, the work has grown steadily, and the service has commended itself to the wholesale grocery trade throughout the country. We are now in close personal contact with the Interstate Commerce Commission and can serve you in all traffic questions. We have every facility for checking freight bills. We make a charge of 35 per cent of the actual amount of overcharges collected. This charge represents the cost, or, indeed, a little less, of performing this service, it not being the intention of the Association to benefit financially by this service. Already thousands of dollars of these overcharges have been collected for wholesale grocers which otherwise would have been lost to them."

Canned Foods Week Plans—M. L. Toulme, Secretary of the National Wholesale Grocers' Association, discussing canned foods week plans, after outlining the co-operation promised by the National Canners' Association, says: "The National Wholesale Grocers' Association will, as always, participate in and push along this movement to extend the market for canned foods and further educate consumers regarding the undoubted merits of canned foods. The Canned Foods Week Committee of the National Association is now at work selecting local chairmen for the November effort in behalf of canned foods. An attempt will be made to organize the largest number of markets yet, and so make the selling and educational campaign as successful as possible. Leslie Lieber, of the Hass Lieber Grocery Co., St. Louis, who has handled this work so successfully for the National Association in the past, has again agreed to serve as general manager of the Canned Foods Week Committee. Wholesale grocers are hereby notified of the November dates and are urged to start making plants now for assisting Mr. Lieber and making the forthcoming campaign a pronounced success."

Returning From Europe—Arthur P. Williams, president of R. C. Williams & Co., Inc., is due back in New York on the steamer Paris on Saturday, after a six weeks' European trip.

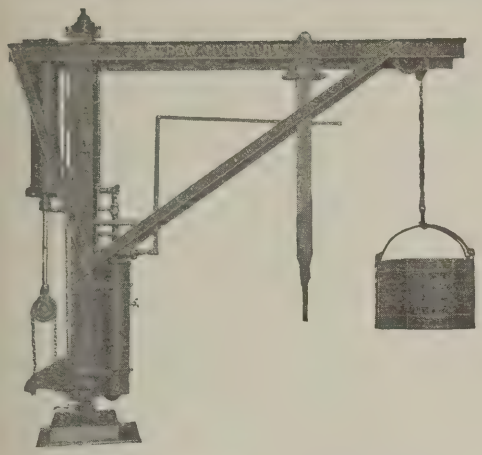
Want Consent Decree Upheld—"The time is here when every wholesale grocer in the country must do his part to help the Government, the American and National Associations, win the fight to hold the Consent Decree valid," according to the Arkansas Wholesale Grocers' Association. "We fear that too many are leaving it to the other fellow to do the work," continues Secretary Linthicum, of the Association. "All must work and keep at it until the United States Supreme Court has held the decree valid. The meat business of this country is now in the hands of about four large concerns. That is where the business of all food products will be if the decree is made 'a scrap of paper.'"

Canned Foods Bucketing—Some complaint has been heard recently of the activities of the "Gimme a bid" brokers, who, fortunately, are in the minority in the brokerage fraternity. Some wholesale grocers have unknowingly aided these brokers, and now would be a good time to put a stop to the activities of such. Many wholesale grocers are familiar with the stock market; many of them operate to some extent. Very great care is taken by them to make sure that they are not dealing with a "bucket shop," a house which will take the order and gamble on their knowledge or professed knowledge of market developments. If the market goes up, and the buyer gives a selling order, the "bucket shop," which has never actually executed the order, is the loser, and pays the buyer his original investment, plus whatever the stock has advanced, after deducting "brokerage" which has never been earned. If the "bucket shop" is short and the market goes up, the buyer often as not goes without either his profits or his original investment. If the market goes down, the "bucket shop" is the winner. Somewhat similar are the "bucketeers" of the brokerage fraternity, denounced not only by buyers and sellers, but by the great mass of legitimate brokers as well. The "bucketeer" of the brokerage trade, in a dull market, decides to stir up a little interest, and incidentally make some money for himself. He will quote a buyer a price under the market, get a bid at the cut price, and submit the "firm" order to some packer who may be in momentary financial distress. If he cannot locate a seller, he will tell the buyer that the canner who "quoted" the original low price has "laid down" on the transaction, and the buyer harbors some feeling against a canner who in all probability knows nothing whatever of the entire transaction. In many instances, however, these "bucketeers" are successful in driving the market down. The damage to the canner is obvious. The buyer likewise suffers, although not as greatly. The buyer is given a false impression of the position of the market by the low price quoted by the "bucketing" broker, not knowing that the offering put up to him is not bona fide. Thus the buyer many times permits his stocks to run short, banking upon the fact that the market weakness indicated by the broker's activities is actual. Recently the salmon packers have suffered from the activities of a few operators of this sort, leading one prominent packer to advise the trade to "buy all you can at the low prices given you, but be sure that the man from whom you buy has something to sell." There are plenty of legitimate brokers in the business; indeed, some say the field is overcrowded as it is. It would be better for canner, broker and buyer alike if the "bucketeer" of the canned foods brokerage fraternity were weeded out as soon as possible.

Retires—Harry C. Bubb has retired from the wholesale grocery firm of George Bubb & Sons, of Williamsport, Pennsylvania. Mr. Bubb was succeeded by his son, Hugh J. Bubb, who with John H. Bubb and H. B. Bubb will continue the business under the same name. The firm was originally organized as Corcoran, Weaver & Co., in 1869, the name being changed to the present firm style in 1890.



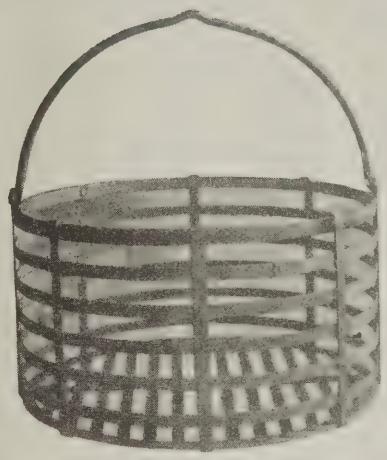
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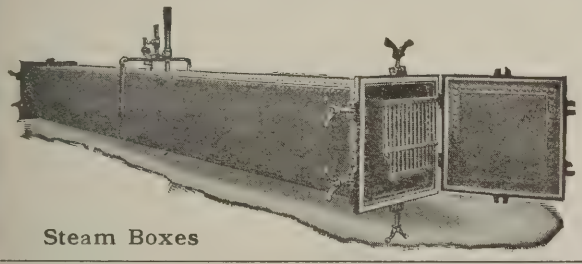
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SMILE AWHILE

BUT NOT HARD-BOILED

Buck had wandered far from his usual haunts near the army cantonment and had entered a strange restaurant without noticing the warning sign: "For Officers Only." The waitress sought to enlighten him.

"Officers only," she said, somewhat harshly.

"Well," returned Buck, "if that's all you got, bring me one well done."

OLD FOES ARE BEST

Pat was hard hit and sinking rapidly, so a chaplain was summoned.

"Pat," he said, gravely, "you are about to go west. While you have time you must renounce the devil."

"Father," replied Pat, "if I'm that bad off, 'tis in no condition I am to be after makin' new inimies."

JUST WHAT HE WANTED

The lady shopper had ordered about everything hauled down from the shelves.

"I don't see just the right thing," she decided at last. "I want to surprise my husband on his birthday."

"Well," suggested the exhausted clerk, "why don't you hide behind the chair and yell 'Boo!' at him?"

PLASTERED

"Bill calls his flivver 'The Covered Wagon.'"

"How's that?"

"Because he's got a mortgage on it."

HIS DAY OF REST

Two brunette Alabamans were sunning themselves on the curbstone.

"Looky hyah, useless," orated one. "Yo'all jes' a ornery, wallowin', sun-soakin' no-account. Ah's got a job! Yassuh! Ah puts de mahkin's on de tiles down ter de new Mah Junk fact'ry."

"Huccum yo' talk so big? Yo' ain't doin' nothin' now."

"Ig'rance, button up yo' mouf. Today us mahks de white dragoons."

IN DISGRACE

Mrs. Murphy—"Sure, an' I'm ashamed of Pat. He has to go to coort on an assault an' battery case tomorrer."

Mrs. Casey—"An' is that annythin' to be ashamed of?"

Mrs. Murphy—"Be the powers, it is when he's only a witness."

VALUABLE

An opulent-looking man drove up to the curb in a car that was not so opulent-looking. Immediately he was accosted by a small boy.

"Watch yer car fer a nickel, mister."

"Beat it, kid. This car of mine won't run away."

"Nah, but I kin call yer when it starts to fall apart."

WUFF!

Rufe—"Yo'-all don't look danjurious to muh. F'um whah Ah comes it was so tough dey done wean pickaninnies wif chewin' tobacked."

Abe—"Yo' sho' comes f'um a peaceful village. Down mah 'own in Tenn'see dey pick de flowahs wif claw-hammahs."

SARCASM

Woman (rising in street car)—"Won't you have your seat?"

Man—"My seat?"

Woman (sweetly)—"Why, isn't it yours? You occupied it all the way down town yesterday."

THE CANNING TRADE

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

PLAYING THE OSTRICH—They say that the ostrich, when tired and wishing to elude his enemies, will stick his head in the sand, and, being unable to see others, believes that others cannot see him. What an intensely human trait that is? Just look about you and see the number of men who act like the ostrich. You will find them in all walks of life, simple folks out of touch with even their own little world, and who believe that all other men are as innocent and as little informed. Guileless men who believe all men are guileless. Canners, for instance, who had a small carry-over of tomatoes this spring, who were told that "there are lots of tomatoes being held," and having some themselves they believed this information without question and without knowing whether or not the informer knew anything definite, and, worse still, that he may have been anxious to buy to his own advantage. Isn't that the reason why spot tomatoes—and futures—have ruled so low in this immediate section of the East, particularly? We think so. If these men had been readers, seekers after every bit of information and knowldge of their business that was obtainable, and if they had cultivated the habit of careful scrutiny as to the source or intention of their information, would they have acted as they did and are doing? We doubt it.

And then as to present conditions as applied to oncoming crops. Old Dame Nature is apparently trying to make up for some of her lateness, and crops are "humping themselves" under present weather conditions, coming on in excellent fashion. Each individual canner, in his own particular section, is noting this, but "keeping it to himself," playing the ostrich, in the belief that his improving crop conditions, if known, would hurt the market. He is but fooling himself, because those crops must come upon the market, must be made public, and if they prove better than the market has been led to believe he simply puts himself in the position of being called a liar. Not that he is a liar, because he knows the uncertainty of crops, and he has meant to be honestly careful, but the buyer who finds his market oversupplied when he expected a short supply brands him as such, and refuses to have further confidence in him.

The canners and canned foods do not come within this category this year, because it is our belief that the packs of canned foods cannot be overdone this season, especially if they are quality pack. The crops of the two great staples, corn and potatoes, cannot be "big" even under a continuation of most favorable weather conditions, and, what is more to the point, even if they were big, and the packs with them, the market is so empty that it cannot be overpacked.

We mention this here merely because it is a good time to bring home to every canner the need, the wisdom, of being well informed upon the condition of canners' crops in all other sections; of the need of reading every bit of news or information on market conditions, etc., and of not relying upon their own limited information, much less the information of an uncertain, possbily interested, source. If that lesson were ever learned by the great mass of canners the marketing of canned foods would be an entirely different proposition to what it is today, and we need hardly have to add very much to the benefit of the canners.

CHILD LABOR LAWS—We have had some inquiry as to the Child Labor Laws as applied to the canneries, and for that reason are publishing this week the Maryland law and the hours which women may be worked in canneries. These laws, we think, are very similar to the laws of other stats, and will, therefore, act as a guide to our readers. The one thing to keep in mind is that they are attempting rigid enforcement of these laws in every section. The canners do not want children in the factories, and won't have them; but the framers of Maryland's laws showed their ability as business men in making canning an exception to the hours of labor. They knew that Nature does not limit her hours of production of the crops, and they knew that if the canners were to conserve these products of Nature they must work as the crops ripen. They imposed restrictions, very properly, but they did not make these restrictions unreasonable. Maryland lawmakers are drawing the favorable attention of the world through the careful avoidance of excesses one way or the other, and for the saneness and pure Americaness of her laws.

MECHANICAL TESTING FOR SLACK FILLS—Recently one of our daily papers had an extensive illustrated article entitled "Maryland Canneries Share in U. S. Test." A reading of this disclosed the fact that the Bureau of Chemistry had devised a new mechanical tester for slack filled cans. In art the article said:

> "Heretofore the inspectors of the Bureau of Chemistry have had to depend upon a very cumbersome plan of draining and weighing contents of the cans. Not only is this a rather crude way, but one consuming a great deal of time.
>
> With the little instrument that has just been perfected the inspector not only can speed up his work, but can report results far more accurately.
>
> The device is a very simple one. It consists of a perforated, circular brass plate three inches in diameter, to the center of which is screwed perpendicularly a brass rod one-quarter of an inch square. On one side of the rod is a scale graduated in inches and sixteenths of an inch.
>
> When a can has been opened for sampling by the inspector the measuring instrument is pressed down lightly on the solid contents, the liquid portion rising through the perforations. A straight edge then is placed across the top of the can and the reading made where it comes in contact with the brass rod. If there is too much liquid in the can the inspector will take the matter up immediately with the cannery officials.
>
> **'Fill of Can.'**
>
> For every fruit, berry and vegetable, practically speaking, there is a proper 'fill of can,' as the scientists at the bureau call it. The housewife who finds some liquid in the can she purchases should not form the idea immediately that fraud is being perpetrated upon her, for these same scientists give assurances that it is necessary for the canners to put in a certain amount of syrup or brine with each such product in order to obtain good results."

If there were but some yardstick by which the canners could fill all cans to the exact right amount—"the proper fill of the can"—we can assure the Bureau that the industry would welcome it heartily. Of course, there may be some of the old school of slack-fillers left, hard as that is to believe in this advanced day, but as a rule slack-filled cans are not by design. Without an exception the cheapest thing about canned foods is the stuff with which the cans are filled. A lot of canners may not realize this, but it is true, nevertheless. So any sensible canner will aim to put the maximum of product in every can; but he must leave "head-space;" he must leave room for the brine or syrup, and he must take into account the shrinking or swelling of the product after cooking, and there is where the trouble comes. That is the one point where nothing mechanical will suffice. It all depnds upon the ripeness or greenness of the product, and the condition will change, not merely daily, but almost hourly, and that is where the fine art of the experienced canner comes in. For that there is no measuring rod but experience, and even then the most experienced fall down at times. And a hint to these inspectors might not be amiss to the effect that when they see a canner froth at the mouth when accused of slack-filling, don't think that he is just bluffing, that he has slack-filled purposely. He may have used his best efforts and felt proud of his accomplishments, until the inspector happens upon the unlucky lot of cans which went wrong just to prove the rule. It all depends upon the canner, of coursre; but if he has proved himself honest in other matters the inspector may "lay to it" that he was honest in his efforts to get a good fill.

BREAKFAST FOOD FOR THE CHINESE.

American Firm Adapts Novel Methods to Popularize Its Product—Dried Fruit in Penny Package Goes Big.

That the purchasing power of the Chinese masses is higher than generally supposed seems to have been effectively demonstrated in the successful and profitable introduction into China of a number of foodstuffs as well as other articles of commerce, purely American, says Commercial Attache Arnold, Peking, in a report to the Department of Commerce.

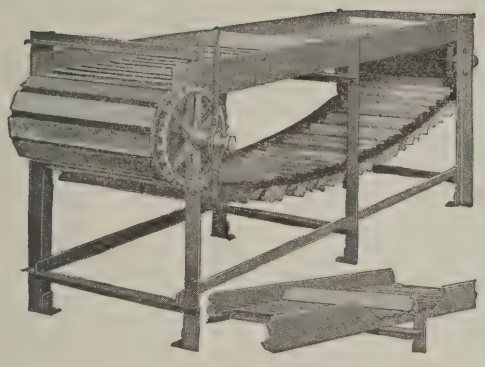
Several decades ago the idea was conceived of educating the Chinese to the use of tobacco in the form of cigarettes. Through enterprising methods of advertising and salesmanship the cigarette consumption in China has increased to between forty and fifty billion per year.

A California firm manufacturing a certain dried fruit has demonstrated the fact that it is possible to market its products to a very large degree in China. In fact, it is understood that a large percentage of the products of this manufacturing firm is now marketed in China, the aggregate sales being nearly $1,000,000 gold a year. This dried fruit in penny packages is finding its way into the shops of the interior cities throughout the country, notwithstanding the fact that it is not a necessity.

An American firm manufacturing a cereal product is also meeting with considerable success in marketing its product among the Chinese. It has prepared cook books in Chinese, and also much other Chinese illustrated material helpful to the introduction of their product in such a way as to meet the peculiar demands and ideas of the Chinese people. Probably no people on the face of the earth have so varied a dietary as have the Chinese, and probably no other people have such an extensive menu as has China. This success is the development of the work of thousands of years, and the Chinese cook is more of an artist than artisan. The Chinese people are, therefore, distinctly receptive to new ideas in connection with food products. It must be borne in mind, however, that these products must be served in such a way as to be pleasing to the palate of the Chinese. For instance, a breakfast food would make no headway in China if it had to be served with milk and sugar, the way it is consumed in the United States. The success of its introduction in China depends upon adjusting it to meet the taste of the Chinese, and this is being successfully done.

Hence it is necessary, if one is to make any headway in the introduction of American food products in China, to work with full knowledge of the peculiar conditions obtaining in that country. This means that the field must be investigated at first hand by competent persons and the distribution must be in the hands of those who are peculiarly fitted for work of this char- campaign adapted to Chinese conditions is necessary. acter, and a modern advertising and salesmanship

INSPECTION, GRADING AND SORTING TABLES.



The latest is the Inspection Table, the one that turns the tomatoes over every four feet. These units are to be had in eight ft. sections to make any length desired.

With the use of our Grading Table (another late arrival in the field) your quality will be greatly increased. Tomatoes smaller than 2⅛" in. diameter will go direct to the pulp line, and are not crushed by the peelers as a cull.

We also build Sorting Tables any width or length, using the Hercules, woven wire or rubber belting to suit the reqnirements.

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Mono - Piston Filling Machine

for Mustard - Salad Dressing, Mayonnaise, etc.

A wonderful little machine that admirably fulfills the need for a satisfactory filler, of moderate price, for the above products.

It fills a solid pack from the bottom up.

Quickly adjusted for different size containers and readily cleaned for different products.

It is a precision filler of minute accuracy and this accuracy is *permanent* regardless of wear.

Made of monel metal.

Write for full details.

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OREGON'S REMEDY EOR FARM ILLS

By Frederick Simpich, in "The Nation's Business."

OREGON is given to bold brain throbs, to virginity in thinking. More than once she has turned from the stale political tripe, offered by second-hand minds, to prescribe for herself.

Lately she has done some snappy mental setting-up exercises on the problems of agriculture. For, like every other farm state, she has farm troubles. Her fruit, stock and grain growers are men of sorrow, acquainted with grief. Also, these farmers have the earache, and are bewildered. Many voices are in the air.

To Oregon, as to every farm state from coast to coast, has come an avelanche of advice, wise and otherwise.

Culled from this chorus of contraductions, here are a few of the criees that bothered Oregon, just as they bother Kansas, Kentucky and Georgia. See how confusing they are, paired and posed, the ayes against the nays, and who to say whether the ayes or nays "have it."

Congress must act to save our agriculture. Laws can't save the farmers.

Grow more of what Europe wants. Grow less of everything. Give more farm credits. Give less; too much hurts—look at the Northwest! Crucify the middleman; everybody co-operate.

"You can't," says the economist. "He's a part of the works; he brings city skill and capital. How could a farmer growing onions in Texas drive a delivery wagon in Chicago?"

Raise the tariff! Lower the tariff—the farmer's sugar costs too much. More duty on Canadian hard wheat.

Yes, and your bread will cost you more," objects the baker.

Back to the land! Back to the city! "Raise the import duty on cattle," Texas cries. "Take it off," urges Iowa—so we can import feeders from Canada.

Millions for irrigation—more open spaces for would-be farmers.

Stop it—too much land is already plowed.

Oregon heard all this and more. She heard people say that even the farm bloc is baffled; that it knows now how hard it is for a vast land like ours to find and follow any one fixed national farm policy. We are so big.

Too big! Distance is one difficulty. "Cut the freight on fruit!" Idaho demands, "so we can ship east." "Don't," begs the apple man in New York—or West Virginia—"you'll ruin us."

This conflict of interests, political and economic; this friction between competitive geographical areas—north against south, east against west—all these clashes are factors in our national farm problem.

"Diversify," Oregon heard people say. "Diversify, you one-crop men. Save yourselves with fruit, with sacrificial swine, the prolific hen, and the playful, unsuspecting lamb."

"Don't diversify!" Why? Well, look at Georgia. When she was a one-crop cotton state she had to buy —let us assume—much meat, butter and mules from Missouri. But now, we hear, Georgia is diversifying—growing millions a year worth of new stuff that she never grew in her cotton days.

"Good for Georgia!" some cry. "Yes, but rough on us—we've lost a good market." Who says that? Why, the Missouri people; or the Iowa or Indiana people who—till Georgia "diversified—used to sell her bigger orders of meat, butter and muls.

Even in their sleep Congress, our Department of Agriculture, our bankers and economists, hear 34,000,000 farmers cry for help. Now and then—in this clamor—the "nays" detect a false note.

"Seventy-five per cent of our farms are mortgaged," one state complains.

"So are 90 per cent of all homes in Washington, D. C., and probably also in Keokuk, and Tucumcacari, Arizona"—the nays respond.

"The average farm profit last year was under $800" we read.

Millions, toiling in cities, couldn't save a cent!

Interesting, if true, admits Oregon. Anyway, put it all in the evidence, and let us ponder it. Up here amid the big trees, the waterfalls and leaping salmon the pondering is fine. Part of these bucolic wails are goat feathers, and tickle our ears. But much is fundamental. Economic changes are sweeping the world. There must come new adjustments, not only between farms and cities, but among the states, as farm units.

Policies, too, must change, says Oregon, until now, for example, our "ag" schools, our Government, have taught us only how to grow more. Not what to grow, nor how to sell it. We've worried a lot at the point of production, and thought too little about conditions at the point of consumption. Hence these cries of pain.

But the cure? Perhaps Oregon will find it. Certainly, her exeriment is very business-like. It is worth reading about.

It was to start on a new basis of investigation that Oregon's now much-talked-of Farm Economic Conference was held in January last at her agricultural school in the little town of Corvallis.

Primarily the conference was called to work out a program for the limitation and control of farm production in Oregon, and the adoption of comprehensive market methods—in the carrying out of which all agencies in Oregon are to unite.

Because Prof. Paul V. Maris, Extension Service Director of the Oregon Agricultural College, took a leading part in this undertaking, many call it the Maris plan.

At this conference committees of specialists worked out careful surveys in all major branches of farming, fruit growing, stock and poultry raising, with minute attention to market problems.

We will no longer proceed blindly, the conference declared, by old hit-and-miss methods in which every farmer or stockman groped alone. From now on we shall analyze every step. To develop Oregon's agriculture, and preserve a sane balance between production and marketing possibilities, we shall mutually agree to study every kind of crop, and every sort of livestock and poultry activity, not simply to determine and be guided by its relation to Oregon agriculture as a whole, but by its relation to farm activities and production in competing states.

With all production facts before it, the conference made a thorough survey of consumption of farm produce, commodities and foodstuffs in Oregon, to see just how much of each product must be sold outside the state. With this question answered, it took up the study of transport, of competition and market methods.

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No finer cans beneath the sun,
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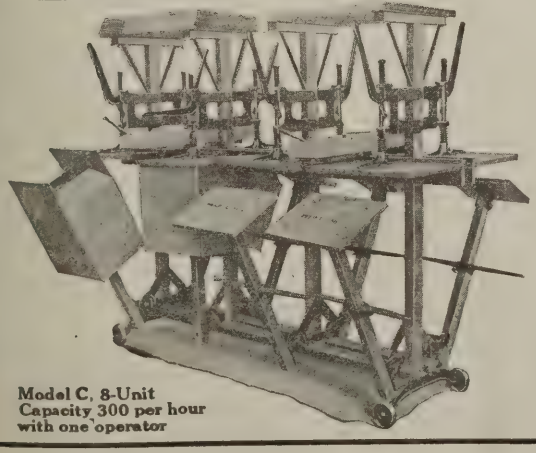
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Model C, 8-Unit
Capacity 300 per hour
with one operator

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C-8-UNIT **$210** C-4-UNIT **$115**

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Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates a wide range af sizes. ***Descriptive matter on request.***

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Butter making, for example, is an important industry. Oregon makes more than it eats. It therefore has butter to export. Certain nearby states, however, make less than they consume. Obviously, there is Oregon's market.

But, says the committee's report, although demand is great in neighbor states, they demand a high scoring butter. And a very small proportion of the butter produced in Oregon can be classed as better than average, and much of it is low." . . Hence, concludes the experts' report, Oregon can sell more butter at a higher price by making butter better.

It then shows, in detail, how present conditions can be improved to produce a higher grade of dairy products. For example, it reveals that on dairy farms only 48.7 per cent of the dairy bulls are pure-bred, leaving 51.2 per cent of scrubs in use. It shows that some dairymen buy 40 per cent of their cow feed, instead of growing more for their own needs, and that many who do grow ample feed are not growing the best kinds. Further analysis shows that most dairy herds are too small to earn maximum profits; labor and overhead on small herds are too high to give many owners more than a bare living. Increasing a herd, even by a few cows, decreases costs.

Furthermore, says the report, the production of more cream per herd means more frequent deliveries to the creamery, which means that cream would reach the plant in better condition, and make butter that would bring a higher price.

Going further, a great variation was found in the cost of producing milk. It varied from $1.80 to $4.00 per 100 pounds. Production per individual cow, then, becomes an important factor. The average production per cow in the state was found to be 168 pounds of butter fat. But, also, cost production studies showed that a cow must produce 240 pounds a year for the farmer to break even. Many who didn't know this wondered why they lost money when a neighbor—milking the same number of cows—sold cream at a profit. High production per cow depends on good ancestry and right feeding.

Because this dairy survey by Oregon is so thorough and businesslike, I quote a few of its recommendations:

An adequate system of cream-grading, rigidly enforced by law.

Minimum dairy herds of ten cows; for more economical production, increase to above twenty-five.

Keep systematic paper records of production per cow, by cow-testing associations, thus to weed out unprofitable animals.

By county campaigns, increase the use of pure-bred bulls and dispose of scrubs.

Feed dairy herds only leguminous hay; the basic idea being that dairy farms should grow all their own feed, except perhaps a few feeds for special purposes.

Advertise and encourage boys' and girls' farm club work.

Oregon fruit men have lost heavily because, in boom days, thousands of trees were planted with little thought of what might be done with the fruit when the trees began to bear.

"Plantings were guided more by fancy than reason. Many thought that the more apples, prunes and berries planted, the greater would be their prosperity."

America's fruit crop has increased over 61 per cent in the last seven years.

Oregon, with so much invested in orchards, took a nation-wide view of the fruit market. We are now eating all the fruit we can hold, dietitians say. So our fruit consumption will probably increase, in future, no faster than population.

Oregon's conclusions may be bad news for promoters of orchard land projects. Nevertheless, the report says, we now have enough apple trees. In fact, and briefly, it figures that apple tree plantings in America should be decreased by more than 3,000,000 annually.

Whether Oregon should share in general future apple tree planting depends on what other apple regions do. Heavy plantings in eastern states might prove disastrous to new orchards in Oregon. Only in special cases, it seems, where conditions are very favorable or necessary to complete an economic orchard unit, is more tree planting now to be recommended.

It is no secret, says the report, that Oregon's per acre crop of apples is too low for profit. For the past three years it has stood at 113 boxes per acre; to be profitable, in general, an orchard should yield at least 150 boxes. Good management can make some orchards pay that now lose; but those hurt by frost, tree pests or drought, or those which stand in poor locations, may never be money makers.

Many failures are due to absentee ownership. Fruit-growing calls for all the time and attention of experienced men. Promotion schemes, by persons interested in exploitation rather than in profits from fruit, have been the cause of much loss in Pacific Northwest orchard investments.

To put Oregon orchard men back on their feet, the conference urged many reforms. Here are some of them:

Federal licensing of all distributors.

National advertising.

Boost sweet cider as a beverage on some basis that will not violate the prohibition laws, thereby recovering a market for millions of bushels of apples which, since the dry law, have been needlessly wasted.

Investigate bulk shipment possibilities and present grading methods.

Find whether west-bound refrigerator cars cannot be used to augment railway revenues, in order thereby to get lower rates east.

The whole world is too full of prunes, says Oregon.

Our Pacific Coast has a 100 per cent monopoly on dried prune production in America, but it grows too many little ones. And no American eats enough prunes—to please the growers. We now eat only one and one-half pounds each per annum.

At the rate they're picking and drying them now in the three coast states of Washington, Oregon and California, we'll have a surplus this year of 135,000,000 pounds. In five years more, when young trees grow up, our surplus will be close to 226,000,000 pounds! That's a lot to find a market for overseas. When you stop to think that France alone grows maybe 65,000,000 pounds!

Wherefore, says the Oregon Conference, America must grow bigger prunes, and eat more of them.

"We recognize," says the report, "that no organization now controls a sufficient volume of prunes to establish prices, to market and advertise." . . Therefore, this body favors an organization to:

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

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NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.
Write for samples and detailed information

Based On Facts

Contact with every phase of modern canning science and exhaustive study of sanitary conditions essential to the safe and sure processing of quality canned foods has enabled us to originate and offer

Wyandotte Sanitary Cleaner and Cleanser

Indian in circle



in every package

as the most efficient and economical cleaner for the canning factory.

The results being secured in a rapidly increasing number of canneries using this cleaner have justified their faith in its ability to produce that distinctive wholesome sanitary cleanliness which insures your product against loss of quality through unsanitary and improperly cleaned equipment.

An order on your supply house will enable you to prove the proof of these claims or we guarantee to return your money.

It Cleans Clean.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan.

1. Establish uniform grade and pack.
2. Establish a uniform trade-mark.
3. To advertise.
4. To develop a central sales agency.

In the same thorough way the Corvallis Conference took up other kinds of farm troubles.

In a careful survey of the whole state, it pointed out the various natural and economic limitations upon, or advantages in, the raising of different crops and animals in the various sections of Oregon.

It is urged potato men, for example, not to increase acreage, but to intensify, to seek heavier production per acre, to change to earlier varieties, and to grow high-grade potatoes for export as seed.

It fought weeds, and urged new laws to help to destroy them. It urged that where rented land is infested with serious perennial weeds, rental contracts shall provide for adjusted compensation to reimburse the renter for extra weed control work.

It found that Oregon—because of soil and climate—is peculiarly able to grow certain seeds profitably. Such seeds as clovers, alfalfa and grasses always high-priced and difficult to grow in many regions, can be raised easily and at a profit in many valleys of Oregon. These seeds, being small in bulk but worth many dollars a bushel, can easily be shipped long distances to states where none are grown. Missouri, for example, plants lots of clover seed for forage and fertilizing, but often a spell of bad weather spoils the crop for seed purposes.

Nobody can work out a sales plan good for all time, the report says. The world changes its ways too often. Fads and fashions constantly shift the demand from one thing to another.

Advertising speeds up demand for one product and weakens it for another. Thrift campaigns slow up demand for things quickly consumed, and increases it for things used in production. Wars and their aftermaths upset supplies and demands.

Safe, sans plans to market farm products, then, can only point the way for the present and the immediate future.

To Oregon farmers—and all others—many market methods are open. The report describes them all—from peddling, public markets and parcel post to the latest highly organized private and co-operative integrated organizations.

But a system good for one farmer might not be best for another. How each man should sell depends on the character of his product, the time and place of marketing, cost of freight and the financial strength of the farmer.

It is urged, however, that whenever feasible farmers should market their products co-operatively. But in plain words the pitfalls of this system, when tried by untrained men, are pointed out.

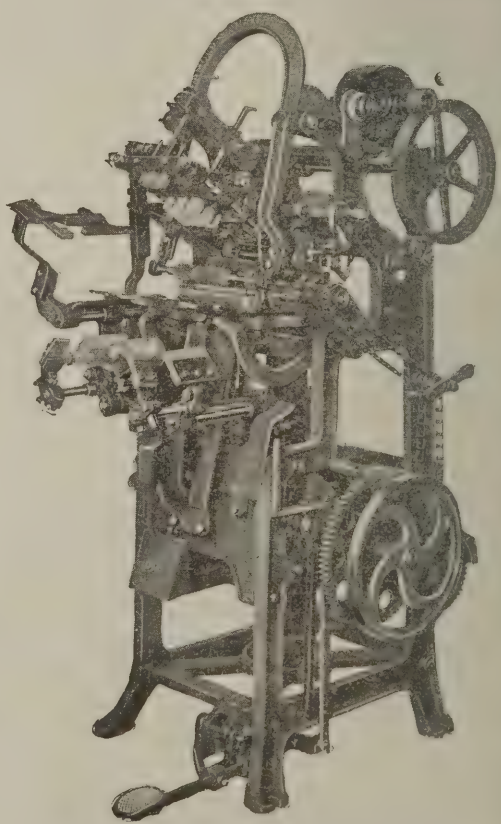
"Fine!" you admit. Oregon is some torch bearer. The best minds, convened at Corvallis, did a good job. But how about the farmers? Will they, so to speak, keep step to all these new tunes? Oregon believes they will. Our farmers, she says, are mostly of earlier American stock, progressive, willing to quit the old for the new.

By chance, at the Reclamation Bureau in Washington, I met two splendid men of Oregon, Judge Dal-

Labeling Vinegar

Every type of vinegar container for the private brand line of your own, handled BEST by the

NEW ERMOLD LABELER.



Edward Ermold Company

The Largest Manufacturers of QUALITY Labeling Machines

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NEW YORK CITY.



OTHER PRODUCTS:

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Pure Food Oilproof Sealing Fluid (For Edible Oils, Lard, Peanut Butter etc.)

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Amscan Solder Flux (Solid or Liquid Form)

Pastes and Pick up Gums for Labels

Amscan Certified Sealing Fluid
--- The Golden Band ---

Insures Air-Tight Seams
Sticks Tightly to the Tin
Makes a Smooth, Even Film
Is Free from Bubbles
Is Tough, Elastic and Durable
Is Quick Drying

The beautiful golden color is CERTIFIED, non-injurious to any food product.

What more could you ask of a sealing fluid?

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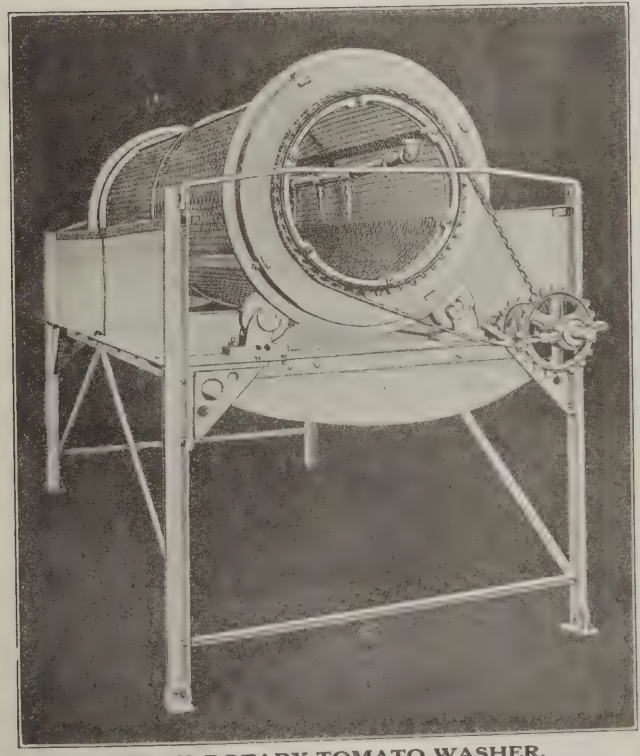
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Corn
Pea
Tomato
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Complete Plants and Supplies

A. K. Robins & Co. Inc.
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R. A. SINDALL, President



ROBINS ROTARY TOMATO WASHER.

ton Biggs, of the Ninth Judicial District, and R. H. DeArnond, a cattle rancher from near Vale.

When not on the bench, digging for law and precedents, the Judge digs potatoes. From his appearance I fancy he wields a wicked wig—on court days—and can loo kany potato in the eye.

"Ten years ago," said Judge Biggs, "I urged Oregon friends not to plant too many apple trees. They pointed to the growth of the cities, and increasing consumption per capita. . . Well, Oregon has now actually cut down thousands of apple trees. Not foolishly, at random, but here and there—by careful elimination of the least marketable varieties, etc—attempting to restore the balance between crops and markets that Professor Maris aims at.

Growing Crops to Demand—"By comparison, our sheep men may be better off than anyone else. Wool brings a good price. But here again we have our problems. America must import half or more of all its wool, and pays a high import duty. Now we have a large area of range that should be used, or we lose the income from one of our chief natural resources. Thousands of acres of this are best suited for running sheep. Why, then, shouldn't we run more sheep? Here is one place where the Maris plan may work well—by using to the utmost advantage the resources we have at hand in growing a product wherein there is no overproduction and command a price.

"You see, Oregon sheep go to Chicago—and Kansas City. But the average sheep man knows nothing of market conditions in these far-away cities, or what their trend, due to the state of the sheep industry in other states, is likely to be. So, if by a Maris-plan world survey or a national survey the Oregon sheep man might learn something in advance of probable future supplies, demands and price trends, he might be guided a bit—whether to grow big sheep for mutton or fine sheep for wool.

"Oregon takes Maris seriously. Undoubtedly his survey is helpful. As to what degree this plan will succeed nobody knows. But it's an interesting experiment, worth trying, a right step.

"For example, last spring Maris spoke at Ontario. Around there many farmers wanted to plant beans.

" 'Don't,' warned Maris. 'Everybody down the Snake River Valley, as far down as Twin Falls, is going to plant beans. Overproduction is inevitable. Raise corn.

"Maris was right, I think. Oregon now grows but little corn; much of the state is not fit for it. Some has to be shipped from Omaha; so we pay Omaha prices, plus freight. So we're growing corn, in the spots chosen by the experts.

"Also, as Maris pointed out, we have had to ship in red clover seed; so, at his suggestion, we are starting to grow some in the spots he pointed out as favorable for it.

"It is in telling us what production and consumption conditions are on the outside that also makes the Maris plan useful to Oregon. Take potatoes; Maris says raise early varieties. One season, before I'd heard about this, I dug my crop of 120 acres and shipped 'em east—only to get one cent a bushel more than I could have gotten at home. Next season I planted the early kind; I got them on the market at a profit, but in less than a week the price dropped 35 cents a bushel.

"To teach Oregon which of her products she can market ahead of similar things from competing states is one aim of the new plan. So it becomes a sort of clearing house for crop and market news."

Some city people are vexed at this cry for government aid to farmers. "It's class legislation," they complain. "Farmers demand money for farm credits, irrigation aid, and export schemes to help dump wheat abroad. Wouldn't it be just as logical to ask Congress to help the maker of farm machinery to export his product? Or to pension trapeze artists while the circus is in winter quarters?

I know a man in Missouri who owns 200 acres. Even before the war it was easily worth $20,000. He is old, and must rent. But $3 or $4 an acre is all tenants will pay. That's $800 a year, at most, and his taxes, federal and otherwise, are $360. That leaves him and his wife $440 a year to live on. They can't, but they must. Who is to blame for his plight?

In the meantime, Oregon turns from oratory and political tripe to a sound plan of self-help. Maybe, after all, that is the answer.

THE RIGHT PLACE TO INSURE QUALITY.

Roy Irons, Secretary of the National Kraut Packers Association, Tells His Members How to Save Advertising Money—Other Canners Would Do Well to Apply the Same Advice Themselves.

In a recent letter, sent to his membership, Secretary Roy Irons gave some good and true advice as to how to insure quality in the case. Read it:

We have received several letters from members commenting on the bulletin sent out July 3rd regarding packing quality kraut.

One member writes that the advertising should be backed up by quality kraut—that it is useless to advertise unless it is—that something should be done, or words to that effect.

We do not know of anyone who does not agree with this member. The very thing he says is and has been in the minds of all kraut packers, especially those supporting the advertising, and this is what prompted them to appoint a grading committee to work out definitions to define good from bad kraut.

The committee made their report at our Chicago meeting, April 22nd, and a copy of the definitions defining "good edible kraut" was presented and adopted. A copy was sent to all members. They were also published in trade papers, etc. It was said this was a wonderful step in correcting the evil that "kraut was just kraut."

This packer further suggested that the consumer be told the difference. This is a good suggestion. But if all kraut packers would pack only "good edible kraut," the consumer would not have to be annoyed with the responsibility of acting as the judge in the case. It is almost an endless chain to go to the consumer with such a serious matter. Many of them are not competent because they never ate kraut before—and to advertise, giving definitions, many never see it. Going at it from this angle, we agree with another packer that it would be "a slow and tedious process," who says in his letter as follows:

ARTISTIC
LABELS

PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

THE 1924 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 15th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
PERSONAL CHECKS ACCEPTED

LANDRETH'S SEEDS

When you think of Seeds, think of Landreth, either for spot or for future. We are the oldest Seed House in America, this being our 140th year. If we had not given good seeds, good attention to business, and fair prices, we would not have existed so long. Write us for prices on any variety, in any quantity, at any time.

D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

"National Kraut Packers Association, Clyde, Ohio:

Gentlemen—

Your circular of the 3rd received in reference to the packers packing quality, and same is along the right lines. We think ourselves that a large number of buyers disregard quality. They don't know what quality kraut is. They think if it is white looking that is the principal thing, when, to our minds, the color is least important. Thorough fermentation, which produces a nice krauty flavor, and yet not objectionable, is what kraut eaters want, but their taste hasn't been educated up to it yet.

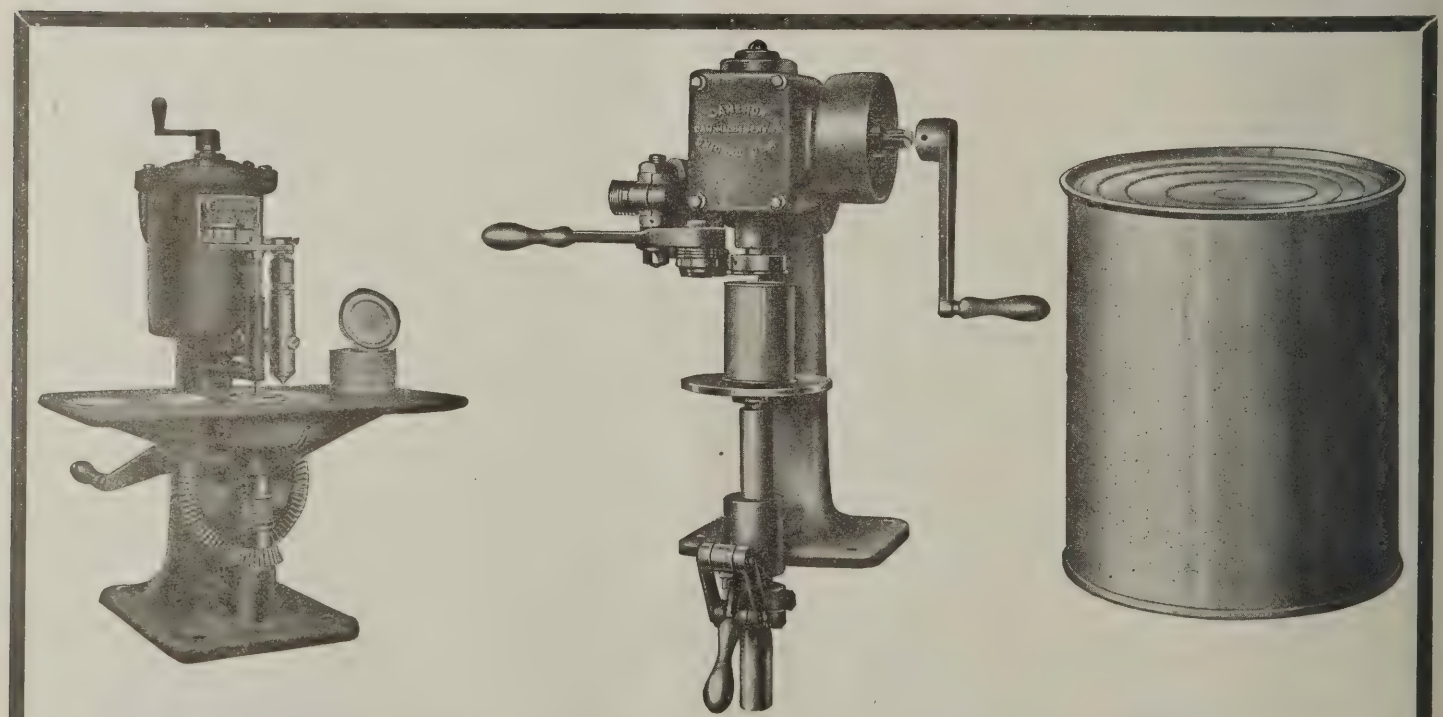
I was in one of the department stores here a short time ago that has a grocery department, and they were selling bulk kraut. I took some of that home and it was nothing but cabbage. When I bought it I asked the clerk if it was repeating well. He said he had fine trade on it; everybody liked it; but it was absolutely tasteless compared with our canned kraut which we opened right alongside of it. The same difference exists there that exists between beer containing 6 per cent alcohol and beer containing one-half of 1 per cent alcohol. The flavor of that kraut wouldn't impress you at all. It was a crime to have such goods go out, but apparently the housewives have got to be educated as to what is good and what is bad kraut. In time that will be done, although it is a slow and tedious process."

Those who are familiar with the way 6 per cent beer used to taste will readily understand the comparison made by this packer.

But note the clerk said he had a fine trade, and everybody liked it, yet the packer said it was practically tasteless. When these same buyers or kraut eaters once get hold of some real kraut they will tell the merchant to keep his tasteless kraut, and the merchant in turn will tell the packer. This will happen some day if packers pack kraut instead of cold slaw.

We firmly believe the place to correct this matter of quality is at its source. We do not believe it is a matter for the housewife to settle. If nothing but good kraut is packed, the space and expense of advertising in trying to inform the housewife how she can tell good from bad kraut could be more profitably used in telling her the health qualities, so she will buy it. If she has to buy and then go to the trouble to hunt up an ad, which she has misplaced, to tell whether it is good or bad, she will follow the path of least resistance and leave it up to her retailer, he to the jobber and the jobber to the packer.

Many kraut packers have said "that since the advertising has been running (generally speaking) the grade of kraut is much better than it was formerly." There is still a lot of room for improvement, and if the kraut packers have generally raised the quality in the last two years it is within their power again to raise the quality to such a degree that it will eliminate all the poor. How many kraut packers sent copies of the definitions defining "good edible kraut" to their brokers, so the brokers could show the jobber and the job-



CAMERON HAND OPERATED MACHINES

This double-seamer attaches bottoms to can bodies and covers to filled cans. The Compound Applier spreads the rubber cement on the edges of the can ends. These machines are suitable for cans from 2" to 6" in diameter and up to 9" high.

CAMERON CAN MACHINERY CO. 240 N. Ashland St., Chicago, U. S. A.

Bliss High Speed Automatic Body Makers



Over 575 in Service

If You Do Not Know Why Ask Us

Builders of the Complete Line of High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

E. W. BLISS CO. MAIN OFFICE AND WORKS **BROOKLYN, N. Y., U. S. A.**

SALES OFFICES { DETROIT Dime Bank Bldg. CLEVELAND Cleveland Discount Bldg. CHICAGO Peoples Gas Bldg. PITTSBURGH Oliver Bldg. ST. LOUIS Boatmen's Bank Bldg. BUFFALO Marine Bank Bldg. CINCINNATI Union Trust Bldg. NEW HAVEN Second Nat'l Bank Bldg.

American Factories: BROOKLYN, N.Y. HASTINGS, MICH. CLEVELAND, OHIO. SALEM, OHIO.

CANNERS!

At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

CANNERS EXCHANGE SUBSCRIBERS at WARNER INTER-INSURANCE BUREAU

enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

ber make copies for his salesmen, and they tell the retailer? There is much the packers have done and more they can do.

(A great deal of kraut has been carried over in tanks. When taken out this fall there is bound to be more or less spoilage on top. Take off all the spoilage. Don't try and mix some of it with the good and spoil it too, "just to save a little." If you can the kraut, take the original juice to fill the inner space. Don't throw away or sell the juice and use fresh water unless your kraut is very sour, then fresh water may be needed.)

As stated above, poor kraut is an evil to be corrected, and must be corrected at its source.

Quality is solely up to the packer. Produce it and 90 per cent of your business worries will be over.

WHY MIDDLEMAN?

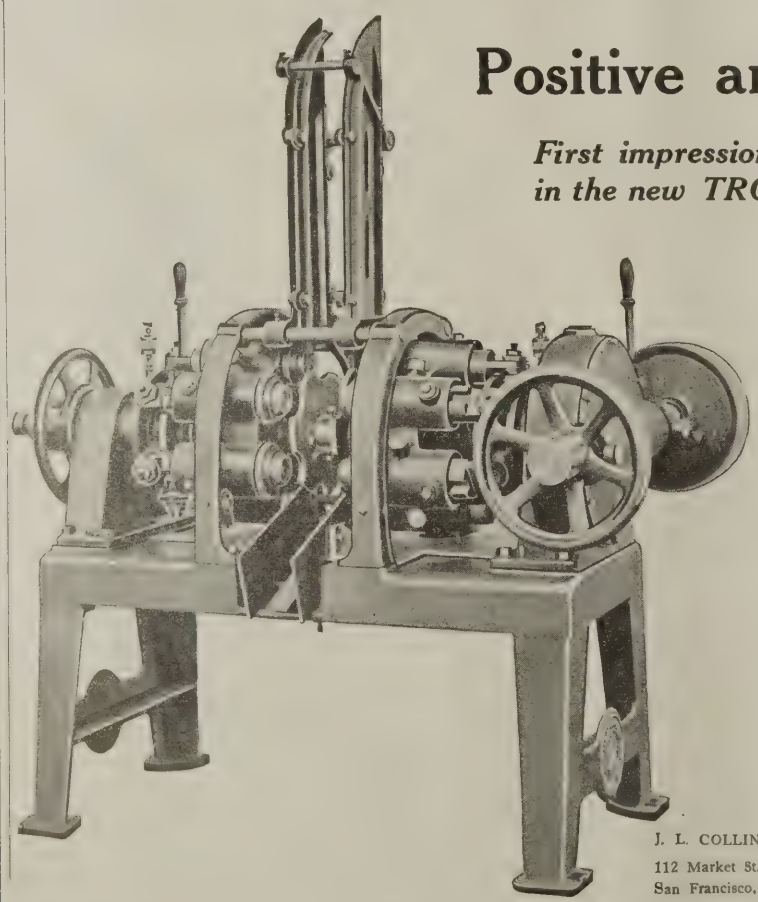
"So long as there are hundreds of small manufacturers, and besides these large manufacturers, too, who cannot market directly, and so long as there are small retailers, just so long will business find the middleman's services necessary," declared Dr. Fred E. Clark, professor of marketing at Northwestern University, to members of the Chicago Advertising Council on December 6.

"The middleman is merely an example of specialiation in our business scheme," said Dr. Clark. "Goods are only half produced when they have been manufactured. The other half of the process is distribution. The expense of the middleman system often complained of arises from the highly specialized services that he has had to equip himself to render. He renerds services that are wanted. We have to pay for them. The real crux of the middleman problem is whether he shall continue as an independent organization or whether the work that he now does shall be centrally controlled by the manufacturer. When men who have specialized successfully in production get into marketing work they often find themselves up against it.

"The manufacturer who thinks that he wants to market direct must first count the cost very definitely. He is more than likely to underestimate the cost and the length of time it is going to take him to get going." —Printer's Ink.

NORWAY'S SPRING MACKEREL CATCH SHORT.

ALTHOUGH the prospects at the opening of the season were good, the spring mackerel catch of 2,865,980 pounds was short 50% of the 1923 figures up to May 31, and was exactly one-half of the 1921 catch of 5,731,960 pounds. Only 2,000 cases of soused mackerel have been packed in Stavanger houses as the short catch put fresh fish prices above the economic return line for canning purposes, according to advices received in the Department of Commerce from the American Consul at Stavanger. One-half of the catch was retained for domestic consumption. Of the 50 per cent exported, 220,460 pounds were canned, 661,380 piunds were salted in barrels, and 551,150 pounds were iced and shipped as fresh fish.



Positive and Simple Adjustments

First impressions gained by the can maker interestea in the new TROYER-FOX Six Station Rotary Flanger.

Add to this, long bronzed bushed slide bearings, for the cam actuated 3" diameter Flanging Die Pistons, and you have a smooth, even, drawn out, undamaged flange and a machine that will run for years with little cost for repairs or upkeep.

SEATTLE-ASTORIA IRON WORKS

601 Myrtle Street
Seatlle, Washington.

Builders of TROYER-FOX Can Making and Canning Machinery

SALES REPRESENTATIVE:—

J. L. COLLINS
112 Market St..
San Francisco, Cal.

R. E FAIRBANKS
504 Wrigley Bldg.,
Chicago, Ill.

GEO. H. DOWSING
Metropolitan Bldg.,
Sydney, Australia.

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Cross Junction, Va., July 28, 1924—The condition of tomatoes in this section is very bad. Not over 45 per cent of normal at this time of year. Canning will not commence before 1st to 10th of September. Very few setting out yet.

Wye Mills, Md., July 29, 1924—Not over 50 per cent of a normal crop of corn this year. The poorest I have ever had since I am in the business. Have about 40 acres contracted for.

Bridgeton, N. J., July 23, 1924—At present time there is one-half acreage of tomatoes we expected to have and about half a crop. Plants very small for this time of year. Do not expect to do any canning before first of September.

Gasport, N. Y., July 23, 1924—Apples around here 25 per cent of a crop. Mostly Greening and fall apples.

Peaches—Good crop.

Season is two weeks late compared with other years.

Newark, N. Y., July 24, 1924—Alaska Peas—Pack about 10 per cent above normal.

Sweet Wrinkled Peas—Estimate normal yield.

Wax and Refugee Beans—Crop looking well, but late.

Corn—Very late. Acreage less than normal.

Batavia, N. Y., July 28, 1924—Peas—In our section the early rains and cool weather, continuing up to time of harvest, have created a small yield of early varieties, and have kept the quality below what we should like to see. Although we have not sufficiently advanced into the late varieties to tell the outcome, we are not expecting more than a fair yield as compared with normal.

Corn—For the above stated reasons, corn has been subjected to the same undesirable weather conditions and has made little progress. We figure we are about two weeks late, at least, on this item, and we anticipate some fields of corn will not be touched at all.

Lebanon, Ohio, July 24, 1924—Corn—Our acreage is about 18 per cent larger than last year. After carefully taking into consideration all the factors bearing upon the canning prospect, we do not believe that we can expect more than two-thirds of a normal pack.

DeGraff, Ohio, July 25, 1924—Peas—Finished pack.

Early Peas—60 cases per acre, two-thirds of normal.

Late Peas—80 cases per acre, about normal.

Corn—Plantings late. Stand only fair. Need rain badly at present. Outlook bad for a large yield. Most favorable weather may make 75 per cent of yield.

Dunreith, Ind., July 24, 1924—Tomatoes—40 acres more than last year. Full three weeks late. Must have an extra late fall to get our futures.

Pendleton, Ind., July 24, 1924—Tomatoes—Fields are very uneven, as a rule. Earlier plantings doing very well. Late plantings not growing right. Whole crop about three weeks late. Must have a very late fall to make a good pack.

Norris City, Ill., July 19, 1924—Tomatoes—Crop is woefully behind, though the acreage is up to normal. Too much rain and cool weather in the spring; too much rain now.

Lanark, Ill., July 24, 1924—Corn—Stand very light and about three weeks late. Some only about ten inches high. An early frost will cut pack 50 per cent. Acreage same as last year. With the best of conditions we will make short delivery on futures.

Cedar Falls, Iowa, July 24, 1924—Sweet Corn—Our season is about two weeks late. We locally have a very good stand and I believe that we will have at least a 75 per cent crop.

Clarksville, Ia., July 24, 1924—Corn—Acreage same as last year. Ten days late. Some fields light stanl. Weather cool. Corn not growing any faster than usual. Will be very little packed before September 1st. Owing to replanting, 30 per cent of acreage planted two weeks late. We will quite likely get caught by frost. We must have a very late frost if we expect much of a corn pack. At present we are having too much rain and weather very cool.

Spokane, Mo., July 2, 1924—Tomatoes—Acreage normal. Plants set late and too much rain for proper cultivation. Also too much rain during blooming. Expect about 60 per cent yield if conditions are favorable during remainder of season.

Republic, Mo., July 25, 1924—Tomatoes—The condition of the crop is not over 80 per cent normal. We have been having entirely too much rain, and the growers are complaining that their vines have but few tomatoes set on.

Onarga, Ill., July 28, 1924—Corn—Due to the unusual weather conditions this season, it is almost impossible to give a reliable estimate of what our yield of corn may be. However, during the past three or four weeks weather conditions have been very favorable, and consequently the corn has improved to such an extent that aside from being from ten days to two weeks later than usual, conditions with us are practically normal.

NEWFOUNDLAND LOBSTER CATCH REPORTED SMALL.

THE first catch of lobsters coming in from the Newfoundland Coast is reported to be very small, in fact, less than 50 per cent of last season's catch at the same time of the year. Good prices, however, are prevailing, and during the third week in June freshly canned lobsters were selling at St. John's at $24.50 per case, reports the American Consul at St. John's in advices just received by the Department of Commerce. The rough weather about the middle of June has greatly interfered with the work of the lobster fishermen, but it is also assumed that the number of lobsters this year is not so large as last. It is interesting to note that the same conditions apparently prevail off the Maritime Provinces.



Peerless Field Service

Peerless Field Men are at your call all during the season

They prevent trouble by educating your help in the proper care and operation of Peerless Huskers.

After the initial call, Peerless Field Service men remain in your locality ready to serve you when you need them, and visit you frequently during the season.

This is only a part of Peerless Service. Let us tell you the rest of the story.

Peerless Husker Company, Buffalo, N. Y.

Address inquiries to

SPRAGUE-SELLS CORPORATION

500 North Dearborn Street Chicago, Ill.

We are the sole manufacturers of

Peerless

Huskers
Corn Washers
Syrupers and Briners
Rotary Exhausters
Tomato Washers

This is the *Year* of all years to install reliable equipment.

You cannot afford to operate machinery that is not 100% efficient, or that is breaking down during your rush, and preventing your canning *Quality Foods.*

Peerless Huskers

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

A HANDY MACHINE TO HAVE.

ABOUT this season of the year experiments are going on all over the country, trying new formulae or ways of canning various fruits and vegetables, changing the style of packing for one reason or another, or changing sizes of cans, and seeking, as a wise canner should, to test out the new package as to fill, process, etc. It is the careful canner who goes to this trouble, the one who wants to be sure of his goods. The one drawback to these experiments is the convenience with which they can be done. To start up the whole line just to run a few cans is troublesome, expensive and not always satisfactory as to results. There are a number of machines made for just this purpose. Slaysman & Co., Baltimore, are advertising their No .0 Double Seamer, which might very aptly be called a sample seamer, as it is always ready, will handle any size of can with but a moment's attention, and does perfect work. This gets rid of the annoyance of getting up steam to run the big seamers. Another help would be the installation of a small process kettle, such as is made by the Zastrow Machine Company, Baltimore. The preparation and filling may be done by hand, and with the seamer and the process kettle the experimenting is made easy, but at the same time certain.

"Alec" Slaysman is deservedly well known among a wide circle of canners, and especially can makers, as he has been supplying can-making machinery for years. Recently he underwent a severe sick spell, but is himself again and back in harness. All of these friends may not know what an excellent plant Slaysman & Co. have at their service. It covers half a block on Pratt street, Baltimore, is equipped with the latest and best machinery and represents an invstment running well up into the six figures. And Mr. A. E. Slaysman, still a comparatively young man, is the one who built up this big business.

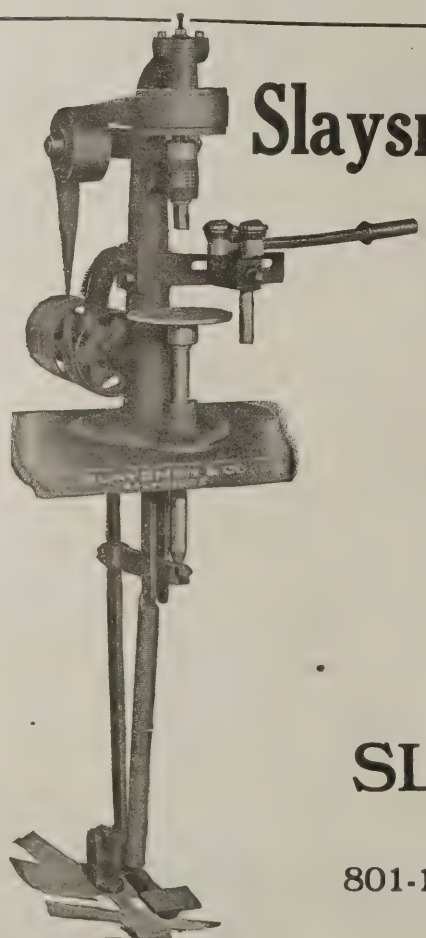
One of the new machines, and more than ordinarily useful, which Slaysman & Co. have recently brought out is their Duplex Trimmer and Slitter, used in making cans. You know they used to slit the sheets of tin on one machine, and then had to trim them to the exact size on another. This was slow and required much handling. Slaysman combined the two operations, trimming the sheets on one side of the machine, and dropping them onto the other to be slitted to exact size, discharging the finished sheets with but one handling, and of course with vastly increased speed. Naturally, this machine "took" with the can makers. It means something to have an experienced house studying out ways to improve your business, and that is what a house like Slaysman & Co. is always doing.

A THING OF GUILE

Ole—"Ay ban buy this ice cream freezer here. You feller say she ban make ice cream. Ay can't get one dam' thing from her."

Salesman—"Well, did you put cream and flavoring in the can, and ice and salt around it?"

Ole—"No, tanks. All Ay do ban turn old crank like hell. Ah ban know there was catch in it somewhere."



Slaysman's No. 0 Double Seamer

This Double Seamer will do the same class of work as the more costly machines.

Especially adapted for double seaming tops on filled cans.

Weight, 150 lbs.

Will receive cans up to 7½ inches diameter by 8 inches high.

Diameter of tight and loose pulleys, 6 x 3 inches.

Speed, tight and loose pulleys, 600 r. p. m.

WRITE FOR PRICES

MANUFACTURED BY

SLAYSMAN & COMPANY

Automatic Can Making Machinery

801-11 East Pratt Street, .·. BALTIMORE, MD.

Pea Graders

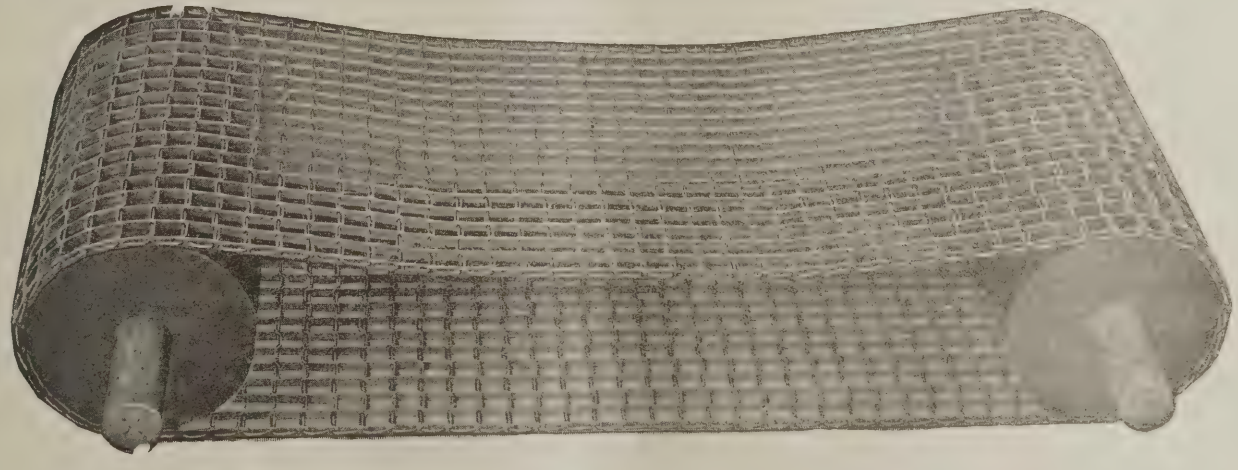
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graderr, Colossus Pea Graders, and Other Canning Machinery.

HERCULES SANITARY FLEXIBLE STEEL CONVEYOR



The sanitary belt with the square mesh. Used for all conveying purposes, on Sorting Tables, Scalders, Washers and Exhausters. Made any size. Easily cleaned and durable. If your dealer doesn't handle, write for catalogue and prices.

MANUFACTURED BY

LA PORTE MAT & MFG. CO. La Porte, Indiana

HOURS OF LABOR FOR FEMALES IN MARYLAND.

Acts 1916, Chapter 147.

Section 14. No female shall be employed or permitted to work in any manufacturing, mechanical, mercantile, printing, baking or laundering establishment more than ten hours in any one day, nor more than sixty hours in any one week, nor more than eight hours in any one day, if any part of her work is done before 6 o'clock in the morning or after 10 o'clock in the evening of the said day, nor shall any female be employed or permitted to work for more than six hours continuously at any one time in any of the aforesaid establishments in which three or more such persons are employed, without an interval of at least a half hour, except that such female may be so employed for not more than six and a half hours continuously at one time, if she shall not be permitted to work during the remainder of the day in her said employment. Provided, further, that the invalidity of any portion of this Act shall in no way affect the validity of any other portion thereof, which can be given effect, without such invalid part. But the provisions of this section shall not apply to females employed in the canning or preserving, or preparing for canning or preserving of perishable fruit and vegetables. And provided further that in any retail mercantile establishments located outside the city of Baltimore a female may be permitted to work on Saturdays and on Christmas Eve and the five working days next preceding Christmas Eve not more than twelve hours, if during each of such Saturdays and Christmas Eve and five days aforesaid the female so employed shall have at least two rest intervals of not less than one hour each, and this provision shall only apply to such mercantile establishments as have during the remainder of the calendar year a working day of not more than nine hours.

Acts 1912, Chapter 79.

Sec. 15. Every employer shall post in a conspicuous place in every room of any manufacturing, mechanical, mercantile, printing, baking or laundering establishment in which any females are employed a printed notice stating the provisions of this law and the hours of beginning and stopping work. The printed form of such notice shall be furnished by the Chief of the State Board of Labor and Statistics.

Sec. 17. The (said) Inspector and her said assistants, in the discharge of their duties, may enter any place, building or room of any establishment mentioned in Section 14 of this Article and shall visit and inspect all establishments named in said Section 14 as often as practicable during reasonable hours, and shall cause the provisions of this act to be enforced therein; they shall report any cases of illegal employment or other violations of Sections 14 and 15 of this Article to the State's Attorney and the Grand Jury of the county or city where the said offenses shall have been committed.*

Sec. 18. Any person violating any of the provisions of Section 14 and Section 15 of this Article or interfering with, molesting or obstructing the said Inspector or either of his assistants in the discharge of her duties, shall be deemed guilty of a misdemeanor, and upon conviction shall be punished for the first offense by a fine of not more than $100, for a second or any subsequent offense by a fine of not more than $1,000, or by imprisonment for not more than one year, or by both penalties in the discretion of the court.*

*See Chapter 406, Acts 1916, Section 12, which confers all powers and duties of inspectors of female labor upon the State Board of Labor and Statistics.

Children—The Maryland Child Labor Law may be summed up so fa ras the canners are concerned in this one paragraph (Section 5):

> "No child under 14 years of age shall be employed, permitted or suffered to work in, about or in connection with any canning or packing establishment."

In general we believe that other states have about the same laws, and the above will, therefore, serve as a guide for the canners of all states.—The Editor.

OHIO CANNERS WELCOME EVERYBODY TO CINCINNATI.

July 22, 1924.

Mr. Frank Gorrell, Secretary, Washington, D. C.:

Dear Mr. Gorrell—As the representative of the canning industry of Ohio, I wish to express the appreciation of the canners of Ohio for the very great honor of having the National Canners Association Convention and the Convention of the two great allied industries to meet in Ohio next January.

The Presidents of the three Associations have made a wise selection in choosing Cincinnati, the "Queen City of the West," as the next convention city.

Cincinnati is a great convention city, with fine railroad facilities, ample hotel accommodations and a great hall for exhibition purposes. The scenic beauties are unsurpassed any place in the land. The many institutions of the city will be of very great interest to all who attend this convention, especially the ladies. No one should fail to visit the world-famous Rockwood Pottery, the Art Museum, Music Hall, as well as other very interesting places.

Ohio is one of the great canning states of the Union, and the canning industry of this state feels a very great honor in having the convention held in Ohio.

The Ohio Canners Association stands ready to render any service possible, and hopes you will not hesitate to call upon us at any time to make this meeting a great success. Yours very truly,

ARTHUR HAMILTON,
President Ohio Canners Association.

CANNED MILK TRADE.

Extract from Consul Report No. 132664b—Annual Report, Part III, Trade in Leading Articles of Commerce, Local Industries, Shipping, Finance. Prepared by Consul General Wm. H. Gale, Stationed at Hong Kong, May 12, 1924.

SALES of avaporated and condensed milk in the South China market supplied through Hongkong decreased slightly during 1923. Imports amounted to approximately $239,793. The United States continued to do the bulk of the business, followed by Norway and Australia.

Prices remained fairly steady during the year. There are large stocks on hand. It is expected that sales will increase gradually but progressively in proportion as the purchasing power of the native community increases, and as it became educated to the use of this commodity. See report entitled "The Canned Milk Trade of Hongkong," dated April 10, 1924, for fuller discussion.

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)

	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	Out
Green Mammoth, No. 2½	Out	3.00
White, Large, No. 2½	Out	4.00
White, Large, Peeled, No. 2½	Out	Out
Green, Large, No. 2½	Out	3.65
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	....	3.50
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Mam., No. 1 sq.	....	4.75
Tips, White, Small, No. 1 sq.	Out	3.50
Tips, rGeen, Mam., No. 1 sq.	....	4.25
Tips, Green, Small, No. 1 sq.	....	3.75

BAKED BEANS†

Plain, No. 1	.65	.70
In Sauce, No. 1	.80	.80
Plain, No. 2	1.00	1.10
In Sauce, No. 2	1.20	1.30
Plain, No. 3	1.30	1.40
In Sauce, No. 3	1.30	1.40

BEANS†

String, Standard Green, No. 2	.90	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.10	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra. No. 2	....	Out
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90

BEETS†

Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No 3	1.50	....

CORN‡

Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.25
Std. Evergreen, No. 2, f.o.b. Co.	1.20	....
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	....
Std Shoepeg, No. 2, f.o.b. Balto.	1.25	Out
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.25	Out
Fancy Shoepeg, f. o. b. factory.	1.50	*1.45
Std. Crushed, No. 2, Baltimore	95	1.19
Std. Crushed, No. 2, f.o.b. Co.	1.00	*1.00
Ex. Std. Crushed, No. 2	1.05	*1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.15	*1.15
Extra, No. 2, f.o.b. County	....	*1.10
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.30

HOMINY‡

Lye, No. 3	Out	....
Standard, Split, No. 3	3.00	*3.25
Standard, Split, No. 10	.90	*1.00

MIXED VEGETABLES FOR SOUP‡

12 Kinds, No. 2	.90	1.00
12 Kinds, No. 10	4.25	5.25

OKRA AND TOMATOES‡

Standard, No. 2	Out	Out
Standard, No. 3	Out	Out

PEAS‡—

No. 1 Sieve, 2s, f.o.b factory	....	*1.60
" f.o.b. Baltimore	2.00	*1.90
No. 2 Sieve, 2s, f.o.b. factory	1.50	*1.45
" f.o.b. Baltimore	1.60	1.70
No. 3 Sieve, 2s, f.o.b. factory	1.25	*1.25
" f.o.b. Baltimore	1.30	1.45
No 4 Sieve, 2s, f.o.b. factory	1.20	*1.20
" f.o.b. Baltimore	1.25	1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	*1.15
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	.90
E. J. Sifted, 1's, No. 3 Sieve	.90	.95
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	1.20
Fancy Petit Pois,, 1's	1.30	1.40

PUMPKIN‡

Standard, No. 3, factory	Out	1.30
Standard, No. 10	Out	4.60
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75

SAUERKRAUT‡

Standard, No. 2	.80	.90
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1 10
Standard, No 10	3.50	3.75

SPINACH‡

Standard, No. 2	1.05	1.10
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.60

CANNED VEGETABLE PRICES—Continued

Standard, No 10	4.50	4.75
California, No. 2½	....	1.50
California No. 10	....	4.85

¶ F. O. B. Factory basis.

SUCCOTASH‡

	Balto.	N. Y.
Green Corn, Green Limas	Out	....
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....

SWEET POTATOES‡
F. O. B. County

Standard, No. 2, f. o. b. county	1.25	1.30
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	Out	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....

TOMATOES‡

Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.25	4.50
Standard, No. 10, f.o.b. County	4.15	4.50
Sanitary 3s, 5½ in. cans	....	Out
Jersey, No. 3, f.o.b. County	Out	....
Ex. Standard No. 3, f.o.b. Balto	Out	Out
Standard, No. 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	1.40	1.45
Seconds, No. 3, f.o.b. Baltimore	1.35	1.45
Standard 2s, f.o.b. Baltimore	1.20	1.25
Standard, No. 2, f.o.b. County	1.20	1.25
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	62½	.70

TOMATO PULP‡

Standard, No. 10	3.25	3.25
Standard, No. 2	....	....
Standard, No. 1	.57½	.65

Canned Fruits

APPLES*

Maine, No. 10	....	Out
Michigan, No. 10	....	....
New York, No. 10	....	4.25
Maryland, No. 3, f.o.b. Baltimore	1.25	1.35
Pennsylvania, No. 10, f.o.b. Balto	3.25	....
Maryland, No. 10, f.o.b. Balto	3.25	Out

APRICOTS§

California Choice, No. 2½	2.75	2.25

BLACKBERRIES§

Standard, No 2	1.25	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.25	7.50
Standard, No. 2, Preserved	1.70	1.80
Standard, No. 2, in Syrup	....	....

BI UEBERRIES

Maine, No. 10	9.00	9.00
Maine, No. 2	....	2.05

CHERRIES§

Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	....	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	2.00	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s,	8.50	9.60
California Standard 2½s	2.85	2.45

GOOSEBERRIES§

Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00

PEACHES*

California Choice, No. 2½ Y. C.	Out	2.50
California Stand., No. 2½ Y. C.	2.05	2.15

PEACHES†

Extra Sliced Yellow, No 1	1.35	1.40
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No. 10	Out	....

CANNED FRUITS—Continued
PEARS†

	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	1.20
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	....
Standards, No. 3, in Syrup	1.50	1.75
Extra Standards, No. 3, in Syrup	1.60	1.85

PINEAPPLE*

Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	2.00	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std., No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	2.05	3.10
Hawaii Sliced, Standard, No. 2½	2.90	2.90
Hawaii Sliced, Extra, No. 2	2.65	2.50
Hawaii Sliced, Standard, No. 2	2.50	2.40
Hawaii Grated, Extra, No. 2	Out	2.25
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	Out
Crushed Extra, No. 10	11.50	11.25
Eastern Pie, Water, No. 2	1.25	....
Eastern Pie, Water, No. 10	4.25	....
Porto Rico, No 10	....	....

PLUMS†

Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....

RASPBERRIES§

Black, Water, No. 2	1.75	1.85
Red, Water, No. 2	....	....
Black, Syrup, No. 2	2.00	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00

STRAWBERRIES§

Extra Standard, Syrup, No. 2	2.00	2.30
Preserved, No. 2	2.20	2.10
Extra, Preserved, No. 2	2.25	2.35
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.35
Preserved, No. 1	1.15	1.15
Standard, Water, No. 10	6.50	8.75

Canned Fish

HERRING ROE*

Standard No. 2 Factory	2.00	2.10

LOBSTER*

Flats, 1 lb., case 4 doz	....	Out
Flats, ½ lb, case 4 doz	....	3.75
Flats, ¼ lb	....	2.15

OYSTERS*

Standards, 5 oz	1.60	1.70
Standards, 4 oz	Out	....
Standards, 10 oz	3.10	3.05
Standards, 8 oz	Out	3.00
Selects, 6 oz	2.65	2.05

SALMON*

Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	1.25
Cohoe, Tall, No. 1	....	1.75
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.10
Pink, Tall, No. 1	1.40	1.35
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.30
Chums, Talls	Out	1.30
Medium Red, Talls	1.30	1.75

SHRIMP*

Wet or Dry, No 1½	....	Out
Wet, No. 1	1.80	1.85

SARDINES—Domestic, per Case

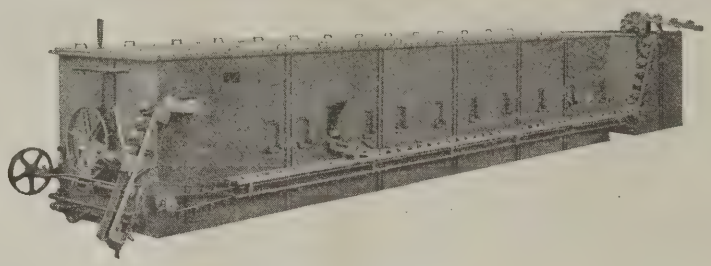
F. O. B. Eastort, Me., 1924 pack.

¼ Oil, Keyless	3.75	3.75
¼ Oil, Key	4.25	4.15
¼ Tomato, Carton	4.90	4.40
¼ Mustard, Keyless	3.65	3.65
¾ Mustard, Keyless	....	4.00
California, per case	13.00	16.50
Oil, ½s	....	12.00
Oil, ¼s	....	9.00
Oval, No. 1	....	4.50

TUNA FISH—White, per Case

California, ¼s	....	....
California, ½s	12.00	12.50
California, 1s	....	24.00
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	15.00
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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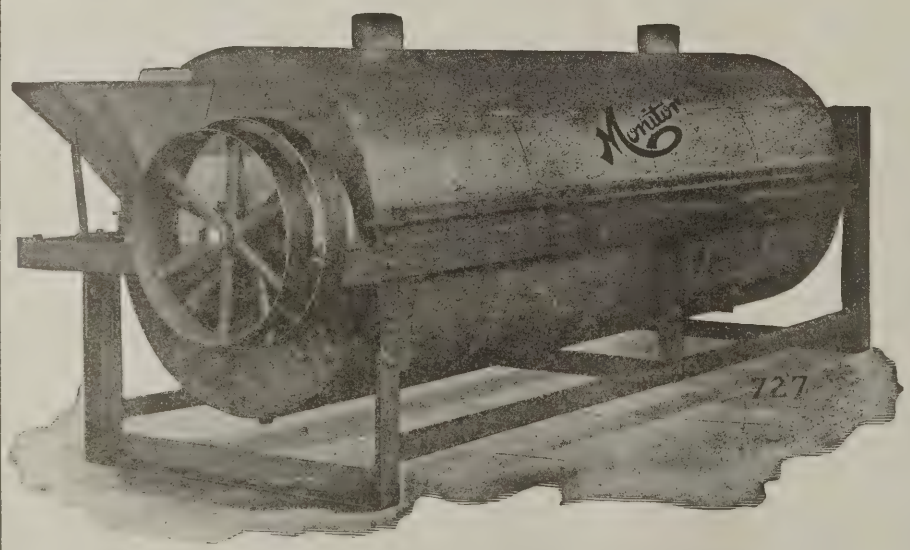
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THE CANNING TRADE
The Journal of the Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, AUGUST 4, 1924

WEEKLY REVIEW

Crop Conditions Are Improving—Real Crop Weather—Corn and Tomato Crop Ratio Remains at 60—The Pea Pack Is a Good One—Market Taking Peas as Fast as Supplied — No Canning of Early Tomatoes So Far and Not Likely to Be—Stringless Beans on the Tables—Some Changes in the Market Prices.

BRIGHTENING—July closes with a decided better record for its treatment of canners' crops than any of the preceding months of this eventful year. The last three weeks of that month, in this immediate section, were mainly dry, or, at least, devoid of the torrental rains which the preceding months had given, and there was plenty of heat. And with this change has come a change of thought and feeling on the part of all interested in this industry. Formerly when one "met up" with a group of canners or growers, he was regailed with sad stories of deluges, crops washed out, inability to get the fields planted, owing to the almost every-day rains and so forth. Now, when you meet this same clique the story has shifted, and we hear that the terrific heat is burning up everything; that the tomato plants are wilting in the fields, the corn tassels being blistered and the polen killed by the heat; but just as this chorus was getting into full swing there came a tempering of the heat, and now the wailers are lost for something to say. What we have personally seen of crops in a rather wide area the past few weeks have been very helpful—real canners' crop weather and progress can be recorded. The crops needed the heat and the slight amount of moisture, and Dame Nature, as usual, was not wanting in attention. The ratio of prospective yields in corn and tomatoes has not changed, and is still resting at about 60 per cent of normal. The reason for this low figure is well known to all of you, and the one uncertain quantity in the problem is the effect the weather will have on this. We can but record this week that the weather effect has been favorable in most instances and generally speaking.

PEAS—Just what the weather can do to crops and yields is well illustrated in the rumors that are floating about regarding pea crop and pack. From sources that are the best and entirely reliable come reports that the pea pack is behaving itself better than was expected, and will be anything but a disappointment to the canners. That is so far as total pack is concerned. There would seem to be some "kick" about the quality and about the amounts of the chiefly desired fine grades. But, on the other hand, the average quality would seem to be very good. Frank Stare recently summarized Wisconsin's quality condition in these words: "The quality is 'just tolerable'—very few honest-to-God fancies—not so many standards, and practically no sub-standards. You are entitled to two guesses as to what the quality of this pack really is." In our New York market report you will see that there is some complaint about the quality, that it does not seem to match the expectations of some buyers; but that the market needs the goods so badly that it is eating them up as fast as received. After all, a good average quality may be better than an extreme either way. The people are always satisfied with good average quality, and it is certainly an occasion for congratulations that there are practically no sub-standards. It just means that even if there is a big pack of peas, there is a bigger market waiting for them, and the pack will have been taken and passed on before anyone is able to count the result. After the futures have been delivered, if there are any peas left they will be wanted, indeed, and that is the important consideration.

If the corn canners and the tomato canners can be induced to follow the example of the pea packers in producing "practically no sub-standards" when the season for canning these two staples is drawing to its close, we will be able to say of those two articles—be the packs what they may—just what we have said about peas. You can't pack too many of these staples of canned foods, of a good average quality, for the market wants them and will take them. Don't be afraid of the market prices unless you are afraid of your quality.

TOMATOES—The tomato fields still look ragged, but the growers have had an opportunity to work them better, and they are making the most of their opportunity. Some few of the first ripe tomatoes have begun to trickle through to the fresh market, but not many. And "roasting ears" from nearby farms are beginning to show themselves. It is just the beginning, and the crops of both are yet quite a ways off. A last word from Indiana says that the tomato acreage of that State has not showed the desired improvement and that it is going to take a very late frost for Indiana to have anything like a crop. The same report says that the condition of corn seems to grow more serious every day; that most canners are entirely withdrawn from the market, and will not think of adding to their future orders. The crop reports in this issue bear out these advices, and they should be studied carefully.

Usually at this time of the year the Baltimore canners are able to run on the early Jersey tomatoes, which are brought here from Philadelphia and by boat from New Jersey, but not a thing has been done in that direction so far this season. Philadelphia is quarantined on tomatoes, owing to the Japanese beetle, and no tomatoes are likely to come out of that heavy re-shipping point for the earliest tomatoes. But back of it all is that the crop is not ready, and it begins to look like the fresh markets will take all the early tomatoes which the growers can force through, and that under any condition the canners will not have a chance at them. The canners here are busy upon stringless beans, but they are paying such high prices for the green beans that it is said the canners cannot come out even on them. The market was bare of stringless beans, and it is taking them as fast as they are offered. No. 2 green beans are quoted at 90c and the stringless at $1.10.

It used to be the fashion, also, that Baltimore ran heavily on fine peaches at this season; but in recent years they have gone mostly to pie peaches, and now they are not even making an effort to can those.

Talking today with one of the leading oyster packers of the city, he told me that he was going to open a house in New Jersey, where they plant Chesapeake Bay seedlings and ship as high as 142 carloads of fine oysters a day. He said that a tonguer could catch as many oysters there in three hours as a tonguer in the Chesapeake Bay can now catch in three days. As with peaches, so with oysters, and with the early tomatoes cut out the Baltimore canner finds his lot a hard one.

MARKET CHANGES—No. 1 sieve peas, in Baltimore, have been advanced from $1.75 to $2.00, and No. 3 sieve from $1.20 to $1.25 and $1.30, with No. 4 sieve quoted at $1.20. And there has been a very good demand for the so-called Southern packed peas. The No. 5 sieve is marked out of quotation.

Standard crushed corn has been advanced to $1.10, and the demand is good, with the shortage of all spot corn growing more pronounced every day. There is very little spot corn now left in first hands. And not many canners will entertain offers for future corn.

In tomatoes we are obliged to mark down our prices on No. 3 standards this week, and $1.35 replaces the former $1.40. This is merely a nominal reduction, as many will not entertain it when orders are offered, and why it should be made is a market puzzle. But the spot No. 3 tomato market has been a puzzle for a long while. In answer to the remark made by the old-time canner and trader in tomatoes, quoted in these columns recently, to the effect that the No. 3 can of tomatoes is no longer wanted, an equally old and experienced buyer and operator replied that the public does want the No. 3 can of tomatoes, and prefers it to any other size, but that it will not buy it above a certain price. When it passes that price then the demand slips off to the No. 2½, or to the No. 2, and we believe he is right. There is not too much in a No. 3 can of tomatoes, if it is well filled, for the average family use, for, thank God, the average family still has a child or two. The flat-dwellers and the ultra-modern family with a pet poodle instead of a couple or more children may find the No. 2 can of tomatoes ample, but that is not the trade which keeps the canneries busy. The tomato is the working man's meat, it used to be said, and certainly it is most largely consumed by the working men—if you know what we mean—and most of these have many mouths to feed. The No. 3 can of tomatoes is not gone, and will not go, and the No. 2 will never replace it.

NEW YORK MARKET

Market Unchanged—Fruits Advancing—Buying Some Tomatoes —Both Spot Corn and Tomatoes Must Come From South —New Packed Stringless Beans Are Here—New Wisconsin Peas Are Coming In—Southern Peas Sought—Pro-rata Deliveries on Northwestern Fruits.

New York, July 31, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

MARKET UNCHANGED—There have been no important developments in the local market for the past week. Buyers have been concerned mainly with developments at primary points. Chief among these was a further advance on spot fruits by California packers, and the continued strong market for peas, corn and tomatoes. Buying of tunafish eased up somewhat as a result of the unsettled price basis.

Tomatoes—Tomatoes for prompt shipment from Southern canneries were showing increased firmness. Southern canners are now getting a good demand not only from the local and nearby trade, but from mid-Western markets as well. The market is more or less nominal as to price, some holders with only light stocks asking slightly higher than the general market. Prices were within the following ranges, however: Standard 1s, 60 to 62½c; 2s, $1.12½ to $1.15. Standard 3s, $1.35 to $1.40. Standard 10s, $4.25. All prices per dozen, f. o. b. cannery. New pack, for shipment between August 15 to 20, were offering at $1.05 per dozen, f. o. b. Baltimore, for No. 2 standards. Buyers are showing some interest in offerings of new pack extra standards, which are quoted, f. o. b. cannery, at 62½c for 1s, 95 to 97½c for 2s, $1.45 for 3s, $1.40 for 2½s, and $4.50 for 10s.

Corn—Southern markets are chief suppliers of standard corn for immediate shipment, and the market continues to show a strong tone. Standard is quoted at $1.10 to $1.15 per dozen, f. o. b. cannery. Buyers are going more slowly in booking new pack corn, and are underbidding the market to sound out the situation. Canners, however, appear inclined to hold firm, quoting 1s at 80 to 85c; 2s at 95c, and 10s at $6.00 per dozen for standard crushed, with the usual differentials for shoepeg, Country Gentleman, and the extra standard grades.

Stringless Beans—New pack Maryland stringless beans have been under a good demand, and the market is somewhat stronger. No. 2 cut green stringless range $1.05 to $1.10 per dozen, with 10s at $5.25 per dozen. No. 2 standard whole green string beans are held at $1.00 per dozen, and 10s at $4.25 per dozen. Packs of string and stringless beans will be late in other sections of the country, and distributors are turning to the South for supplies to carry them until they start receiving shipments on future contracts from other sections.

Wolf! Wolf!—Wholesale grocers are wondering whether or not the numerous reports of "drought damage," "brown rust" and other routine reports of crop damage in California, as affecting the possible canned fruit pack, are borne out by actual conditions, or are in line with the old fable. The recent advances in fruit prices have given buyers pause for thought, and it is believed that buying of new pack has not been as heavy as some reports would have it. One of the largest buyers here, discussing the situation with The Canning Trade's representative, expressed the conviction that the California fruit pack this year will be more than adequate for all of the trade's demands, and indicated that local buyers are not inclined to place absolute credence in some of the reports which they are hearing on the new season's progress.

Fruit Salad Up—The California Packing Corporation has advanced its prices on fruit salad 25 cents a dozen on 1s and 2s, 40 cents a dozen on 2½s, and 75 cents on 10s. The new prices, f. o. b. California cannery, for Del Monte brand, are: 1s, $2.47½; 2s, $3.05; 2½, $4.20; 10s, $14.40.

New Wisconsin Peas—New pack Wisconsin peas are arriving, and going into consumption immediately. The quality this year is rather irregular, but current arrivals in many instances are of much better quality than earlier shipments showed. The pack this year is lighter than usual in color. Despite the irregular quality, however, rejections have not been frequent. Had the carryover this year been of normal size, however, it would have meant hard work for the arbitrators. The larger siftings are not in plentiful supply, and the re-sale market is tending upward for the small stocks still available.

Southern Peas—There has been an increased demand for Southern packs, particularly on the larger sizes, jobbers turning to Delaware, Maryland and Virginia peas to fill the shortages. Ohio peas are coming in for a good deal of attention here, and the Michigan pack is also in demand. Southern canners are quoting the market steady to strong on peas, and are inclined to hold firm at listed quotations, anticipating a demand during the remainder of the season which will take care of all of the stocks which they have on hand at full quotations.

Fruits Withdrawn—Some of the California fruit packers continue withdrawn on new pack fruits, and are talking higher prices when they re-enter the market for further bookings.

Maine Sardines—The market continues based on keyless quarter oils at $3.75. Trading has been rather quiet, with buyers inclined to anticipate a lower market. Weather conditions have been favorable to increased consumption, but jobbers have continued to operate hand to mouth.

Tuna Easy—Reports of weakening tunafish prices made in these columns last week have been verified by transactions here. As one commentator puts it: "Irregularities in tuna prices, born of a bumper catch, continue to disturb the trade which contracted early." "Disturbed," however, is rather misleading in this instance; some of the unlucky buyers are downright "sore."

More Salmon Sales—There has been an increased demand for salmon on spot, and the market presents a steady to strong tone. The warmer weather has stimulated demand, and stocks which have been held here are moving out rather well. Consignment holdings of both reds and pinks are reported to be very low.

Northwestern Fruits—Reports received by buyers here indicate that pro-rata deliveries on berries, particularly fancy quality, may be looked for this year. Packers have booked a good business, but the pack is running very much below earlier expectations. It is reported that the pack of strawberries will not be over 50 per cent of the anticipated yield.

Crabmeat—New pack crabmeat is on the market, and is meeting with a good demand. Jobbers quote the spot market as follows: Fancy 1s, $26.50; halves, $28.50; extra fancy 1s, $28.00; halves, $30.00, all prices per case, ex-warehouse, New York.

Trade Notes—Allan Bacon, of Bacon & Trubenbach, is visiting among Wisconsin pea packers this week.

W. H. Killian, of W. H. Killian & Co., is visiting some of his principals among the Wisconsin pea canners.

ST. LOUIS MARKET

The Market Situation—Early Pea Contracts Predicted as Good Investment—California Pears in Heavy Demand—European Buyers Want Apricots—Prices on Canned Foods.

St. Louis, July 31, 1924.

By "Missourian,"
Special Correspondent "The Canning Trade."

THE SITUATION—There is little change in the canned foods situation. There is a light demand, and when placed the orders are for small quantities. Operators who specialize in certain packs refuse to make any comment on the situation.

Jobbing operations are so restricted that there is little to be said of spot stocks. Goods are going to the retailers and the retailers are passing them to the consumer. Distributors are making every effort to keep from getting more than they need and what they buy they pick up where it can be had for the least amount of money. There is very little factory buying.

Tomatoes—Most of the canners in the South are out of the market. Those who are not are accepting a limited volume of business. Late planting will affect the pack date. While there is no push to place orders at prices quoted, contracts made are considered good.

Peas—No changes in pea conditions are reported. The whole line is firm, with prospects of advancing. Frequent predictions are made that early-made contracts will prove a good investment. Wisconsin reports continue to predict shortages in both sweets and Alaskas. Buyers are holding out in spite of this prediction.

Corn—Sport corn is quiet, with the trade mostly in standards, the only available line, as fancy has been pretty well cleaned up.

Fruits—California fruits are being held firmly because crop conditions and the heavy demand for fresh fruits in the Eastern markets will in some measure curtail canning. Packers are showing an inclination to advance standard peaches. The pear market is getting more stiffer because of the sale of last year's carryover and the heavy demand for fresh stock. Canners are pulling out their offerings because of the light receipts from growers. European buyers are centering most of their attention on apricots, and the result is a stiffening in the raw market, and has made it difficult to obtain full requirements at prices which are believed to be in line.

The first six months of the year compared with the corresponding period last year have been spotty in the wholesale grocery line in St. Louis, according to C. H. Schlapp, of Kranning-Schlapp Grocery Co. The trade has experienced an untoward condition in the canning industry, brought about by the unseasonable weather. Mr. Schlapp looks forward, however, to favorable business during the remainder of the year.

Quotations are f. o. b. at point of shipment:

Canned Tomatoes—
- No. 2 Standard, Indiana $1.30
- No. 3 Standard, Indiana 1.80
- No. 10 Standard, Indiana 5.50

Canned Peas—
- Fancy No. 1 Alaska, Wisconsin 2,60
- Fancy No. 2 Alaska, Wisconsin 2.20
- Fancy No. 3 Alaska, Wisconsin 1.70
- Extra Standard No. 2 Alaska, Wisconsin 1.90
- Extra Standard No. 3 Alaska, Wisconsin 1.50
- Extra Standard No. 4 Alaska, Wisconsin 1.40
- Fancy No. 2 Sweets, Wisconsin 2.25
- Fancy No. 3 Sweets, Wisconsin 1.90
- Fancy No. 4 Sweets, Wisconsin 1.60
- Extra Standard No. 1 Sieve Sweets, Wisconsin 2.00
- Extra Standard No. 2 Sweets, Wisconsin 1.75
- Extra Standard No. 3 Sweets, Wisconsin 1.55
- Extra Standard No. 4 Sweets, Wisconsin 1.45

Corn—
- No. 2 Fancy Crosby, Minnesota 1.30
- No. 2 Golden Bantam Fancy, Minnesota 2.00
- No. 2 Standard Evergreen, Wisconsin 1.00
- No. 2 Extra Standard Evergreen, Wisconsin 1.10
- No. 2 Fancy, Narrow Grain, Extra Sweet, Wisconsin 1.20
- No. 2 Fancy Country Gentleman, Wisconsin 1.25
- No. 2 Fancy Country Gentleman, Illinois 1.35
- No. 2 Extra Standard Evergreen, Illinois 1.10
- No. 2 Standard, Illinois 1.00
- No. 2 Standard, Iowa 1.00
- No. 2 Fancy, Narrow Grain, Iowa 1.20
- No. 2 Standard, Indiana 1.00
- No. 2 Extra Standard Country Gentleman, Indiana 1.25
- No. 2 Fancy Country Gentleman, Indiana 1.30

MAINE MARKET

Pea Season Closing—Stringless Beans About Ready—Blueberries Coming In—Corn Crop Looking Well—Rain Is Needed —Sardine Canners Waiting for Fish.

Portland, Me., August 1, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

PEAS—The second season of pea canning in Maine is drawing to a close, after a satisfactory pack. The dry weather of the past few weeks has curtailed the crop somewhat, but has not affected the quality, which is, indeed, excellent. Three Maine factories have been engaged this year on peas, with sufficient success to warrant a further growth of the industry in the State. The output as yet is so small that New England has readily absorbed the goods and will doubtless consume all that may be produced here for some time to come.

Beans—Stringless beans are about ready for the factory, and will doubtless be well under way in all parts of the State before the 10th. This crop has withstood adverse weather conditions, and now looks very promising. Just at present rains are badly needed, but it is hoped that local showers will furnish the necessary moisture.

Blueberries—Blueberries are also due at about this time, although the opening may be a few days late this year. The crop is going to be rather light, according to reports from the eastern section, where practically all berries are canned. Prices are usually put out by this time, but today no canner wants to name his selling price until his raw fruit and labor costs can be determined more carefully. The increase in demand for hand-picked berries for basket trade, to be shipped to city markets, is having an influence on factory supply and costs.

Corn—Corn for the most part is looking very well, indeed, except in some sections, where no showers have relieved the drought. The growth today is up to normal for this season, and conditions are promising. There are several large pieces of corn growing this year, 30 acres or more in a plot, and these are all looking very well. For many years it has been difficult to get more than from two to five acres planted by any grower, and this has led the canners into farming operations on a large scale for Maine. The Burnham & Morrill Co. has a 30-acre piece of corn growing at Farmington, the H. L. Forhan Co. has an equally large acreage at Hiram, and there are several others of comparative size in various parts of the State.

The sardine canneries are still handicapped by lack of fish, even though July and August are usually the best months in the business. The market demand is very good and canners are very anxious to get as large packs as possible. A sharp advance in price is expected within a few days, caused by the advance of raw materials, oil, etc., and the very high labor costs attendant on small volume.

Dr. Morgan, chief chemist of the Continental Can Co., has spent the past week in Maine, and has now returned to his office.

CHICAGO MARKET

Wisconsin Offering Peas—Retailers Need Peas—Only Certain Thing Is That Spot Canned Foods Are Sold Out and Gone —Buying Michigan Fruits—Corn Is In Good Inquiry—Hot Weather Prevailing.

Chicago, July 31, 1924.

By "Wrangler,"
Special Correspondent "The Canning Trade."

PEAS—Wisconsin is offering some standard 4s Alaska and some standard 5s sweet peas at from $1.15 to $1.20, f. o. b. canneries, and wholesalers are buying them about as fast as they are offered. The buying is not of a speculative character, as the stock is needed to supply the demand from the retail grocers.

The retailers have bought futures very sparingly, so it is said, and have permitted their storerooms to become depleted of canned peas, as well as of other canned foods, and must now replenish or quit business in canned foods.

This has been one of the most indefinite seasons in canned foods ever experienced in the Central West. There have been all kinds of reports and information in relation to the crop prospects and canning outputs, and so much disagreement in the multiplicity of reports that the buying ahead has been confused, and buyers seem to be confining their purposes to actual immediate needs.

They know and fully realize that no matter how large the output for 1924 may be, that it will be needed, and will all go speedily into consumption.

There has been heavy buying during the week in Michigan No. 10 fruits, blackberries, black raspberries and red sour pitted cherries, and some contracts, so the brokers state, have even been made for No. 10 apples.

The cherry crop in Northern Michigan is about four weeks late, so it is stated on good authority, and deliveries will be about that late. The output of red sour pitted cherries for 1924 in Michigan is selling up rapidly, and canners are now generally asking $8.50 per dozen, f. o. b. canneries in that State, for standard fill stock.

There is a good inquiry for canned corn for delivery from the new crop, and brokers report the placing of some good-sized contracts this week.

Very hot weather is now prevailing all throughout the lake region and the Ohio and Mississippi valleys, and as it is interspersed with frequent light rains, as it used to be said by the farmers, one can stand still and quiet and "hear the crops grow."

The people are eating all kinds of fresh fruits and vegetables now, and prices which have been high are declining. Canteloupes, watermelons, peaches, also California cherries, apricots, plums and Michigan berries are in great abundance, and fresh vegetables from nearby districts are coming into the city markets. A good 40-pound watermelon, which until recently brought a dollar, can now be bought for 50 cents, and under the circumstances canned foods are being somewhat neglected.

What Canned Foods Distributors are Doing

Attorney General Stone Announces Opposition to Modofication or Nullification of Consent Decree.—Impossible for Jobbers to Effect Further Economies, Says McLaurin.—News and Notes of The Trade.

THE CONSENT DECREE—Wholesale grocers, who have been much concerned over the possible attitude of the new Attorney General toward the packers' consent decree case, were cheered last week when Attorney General Stone, in a formal statement, indicated that vigorous resistance will be offered to any attempt by the big meat packers to set aside the consent decree requiring the packers to give up their business in groceries and other "unrelated" lines.

Attorney General Stone, in his statement, said: "Several newspaper articles brought to my attention indicate that the Farmers' National Council has recently given out a statement that the Attorney General has refused to give any assurance that he will exercise his legal authority to prevent monopoly and protect the public and that the Attorney General informs the council that his predecessor, Daugherty, promised immunity from publicity to the interests which tried to knock out the packers' consent decree, and that the Attorney General had declined to take any position with respect to efforts of the packers to have the packers' consent decree set aside.

"The Farmers' National Council apparently has been misinformed, as such statements are without foundation in fact. The Attorney General, several weeks ago, gave instruction that any efforts to modify or set aside the consent decree taken against the packers during the Wilson administration should be vigorously resisted. The Attorney General has given every assurance that he will exercise his legal authority to prevent monopoly and attempts to monopolize by resort to appropriate legal proceedings wherever there is evidence justifying such proceedings. The Attorney General has not informed the Farmers' National Council, or any one else, that Mr. Daugherty promised immunity from publicity to anyone seeking to modify or set aside the packers' consent decree, and he has no knowledge or information to the effect that any such promise was made."

This definite and clear-cut statement on the part of Mr. Stone has heartened the grocery jobbing trade in its fight against the possible return of the "Big Five" into the wholesale grocery business.

MORE ECONOMY OR MORE GROSS PROFIT?—Under this intriguing heading J. H. McLaurin, president of the American Wholesale Grocers' Association, places before the trade several interesting thoughts and suggestions regarding current trade problems. "We have advocated for a long time the policy that wholesale grocers should study their business," says Mr. McLaurin. "We still believe that great advantage can be gained by them from a more complete knowledge and understanding of the economics of the wholesale grocery trade. It is of much value to them to have comprehensive studies made of the cost of doing business year by year and the average results obtained from business. This Association has from time to time undertaken such work, and the Harvard Bureau of Business Research has likewise studied for the past eight years the operating expenses of the wholesale grocery business. It is not to detract one iota from the value of such excellent work, nor indeed to question the accuracy of the figures presented in any of the studies, that we feel called upon to dissent from certain conclusions that have been announced by the Director of the Harvard Bureau of Business Research. We believe that the whosesale grocers of the country will agree with us that this conclusion is not justified by the facts. Our desire is to examine with you this conclusion that has been widely published and to seek your aid in correcting the error in it, insofar as there is an error. In a recent address by the Director of the Harvard Bureau of Business Research, occurs the following statement:

" 'Although complaints are made from time to time regarding the margin of gross profit that wholesalers receive, I am convinced that the solution of the problems that confront the trade does not in any way lie in the direction of wider margins, but rather in the introduction of economies. Economy is the only

effective means by which the wholesale grocers can hope for long to meet the competition of chain store companies and co-operative buying associations.'

"In Bulletin No. 40 issued by this same Bureau, on 'Operating Expenses in the Wholesale Grocery Business in 1923,' occurs the following statement:

" 'The tendency noted toward lower gross margins in 1923 reflects the competitive situation and presumably indicates that under present-day conditions wholesale grocers must depend for a favorable net profit showing primarily on the achievement of economies in operating expenses rather than on extensions of gross margins.'

"It is these conclusions," continues Mr. McLaurin, "which we wish to examine with you. We have often proclaimed as a fundamental principle that the wholesale grocer should continue to exist just so long and only so long as he can offer the most economical method of distributing food products. We still hold to this principle. But if the above statements are correct, it seems to us that the wholesale grocery business is doomed, for you know as a practical fact that you cannot reduce your margin of gross profit and continue to live. This becomes, then, a serious matter and worthy of most careful consideration.

"It is obvious that the existence of a margin between gross profits and operating expenses is a matter of life-and-death importance to the wholesaler. We do not for a moment believe that a sufficient margin of net profit can be secured by any possible economies, even though the wholesale grocery business reached the perfection of efficiency, to enable the business to become prosperous. The demonstration of this statement we shall show in succeeding bulletins. In this one we desire to emphasize two points.

"The first of these points is that conditions have been such in the wholesale food trade for the past few years as to compel the wholesale grocer to search in every nook and corner for ways of achieving economy in operation. The double pressure of increased expenses and falling prices forced the wholesaler to turn his eyes inward, as it were, and scrutinize every item of expenditure. With all of his faults, the wholesaler is not grossly inefficient. It is pointed out in the same address from which the above quotation is taken that among the six trades from which figures on operating expenses are secured, the average cost of doing business 'is substantially lower in the wholesale grocery trade than in any of the other wholesale trades from which figures are available.

"The second point is that behind the figures quoted in this survey lies the actual practice among wholesale grocers. Legitimate margins of gross profit have not in fact been taken or kept by them. It makes no difference what margin may be allowed by a manufacturer if it is thereafter given away. If some wholesalers persist in senseless price cutting to increase the volume of business and by this price cutting destroy all chance for a net profit to themselves and their fellow-wholesalers, there is no saving in expense or any other means of solution for them. The wholesale grocer has no right to more than a fair margin of profit, but he has a right to that for a service honestly and efficiently performed. And, then, there is that matter of discounts. Of course, the wholesale grocer should always take the discounts offered him. In this matter, as we have so often said, ten days does not mean fifteen or twenty days. He should take his legitimate discount honestly and he should keep it. That discount is his and he should not pass it on to the retailer. It is our purpose in this bulletin first to call your careful attention to the statement. If it is true, we must, of course, face the conditions, however disastrous they may be. But if it is erroneous or only a half-truth, as we believe that it is, the statement must not be permitted to go unchallenged.

"We herewith challenge it. At the same time we wish to call attention once more again to those practices among wholesale grocers which tend to undermine the very industry and to render all margins only paper margins. Price cutting is cut-throat competition. It must cease. So likewise with trafficking in discounts. It must cease. In future bulletins we shall deal with other phases of this subject, including an examination of the statistics. In the meanwhile we shall be glad to hear from the wholesale grocers in regard to it. Does it bring conviction to your mind? Are you willing to let it go unchallenged?"

Harry E. Sloan Dead—Wholesale grocers all over the country were shocked last week to learn of the death of Harry E. Sloan, secretary of the Missouri-Arkansas Wholesale Grocers' Association, who died suddenly at Kansas City on July 15. Mr. Sloan had been ill for the past month, although it was not considered that he was at all dangerously sick. The end came with a sudden heart attack. The funeral was held on July 17th. Mr. Sloan, or "Harry," as he was widely and affectionately known to the trade, was very well known throughout the country. He was born in Peoria in 1860, and started his wholesale grocery career with local firms. He went West and was associated for a time with Frank C. Letts in the Western Grocer Co., later taking up the work of Secretary for the Missouri-Kansas Wholesale Grocers' Association. He was regarded by many as the most forceful writer on wholesale grocery subjects in the country. He was a prominent figure in all conventions, where his host of friends will miss him.

Return From West—Alfred H. Beckmann, secretary of the National Chain Store Grocers' Association, has returned from a trip through the Middle West, Pacific Coast and Northwestern territories. Chain store grocery business is in a flourishing condition in the territories he visited, he reported. The territory just visited by Mr. Beckmann, it will be recalled, was just recently a battleground between wholesale grocers and manufacturers, when the former resented the practice of "selling direct" which the manufacturers were extending to the Pacific Coast. Until rcently most of the Western chain stores were forced to buy most of their supplies from wholesale grocers.

Returns From Europe—Arthur P. Williams, president of R. C. Williams & Co., Inc., of New York City, has just returned from a visit to Farnce, Austria and Switzerland. Commenting on business conditions in the countries which he visited, Mr. Williams said: "My trip convinced me that if the Dawes plan is acted upon favorably, the present trouble of the various governments will be ended, exchange will be stabilized, and all of Europe wil become prosperous. There seems to be enough favorabe sentiment to put the Dawes plan over, and I am convinced that it is absolutely necessary. If it is not adopted, Europe will face absolute ruin."

CANADA SHIPS CANNED CLAMS.

A SHIPMENT of 410 cases of Canadian clams was the most noticeable feature of May shipments from Prince Rupert. It is possible that this shipment may inaugurate considerable trade, reports from the American Consul in advices received by the Department of Commerce. The clams were canned on the Queen Charlotte Islands, and quite an extensive plant has been constructed with a view to marketing a considerable portion of its products in the United States. The clams are said to be of excellent quality, are obtainable in large quantities, and are minced and cooked before packing.

LINK-BELT PUTS OUT NEW GREASE CUP.

A grease cup is a small matter in a plant or factory, but it can be a nuisance and a cause of expense far out of proportion to the cost of the cup. Recognizing this, the ink-Belt Company of Indianapolis has developed a new top for their regular compression grease cup. This top is hexagonal in shape, which provides not only a good grip for the hand, but one for a wrench. Cold, stiff grease makes a compression cup very hard to turn, and a pipe wrench is not always accessible. The hexagonal shape provides grip spaces for the ordinary wrench.

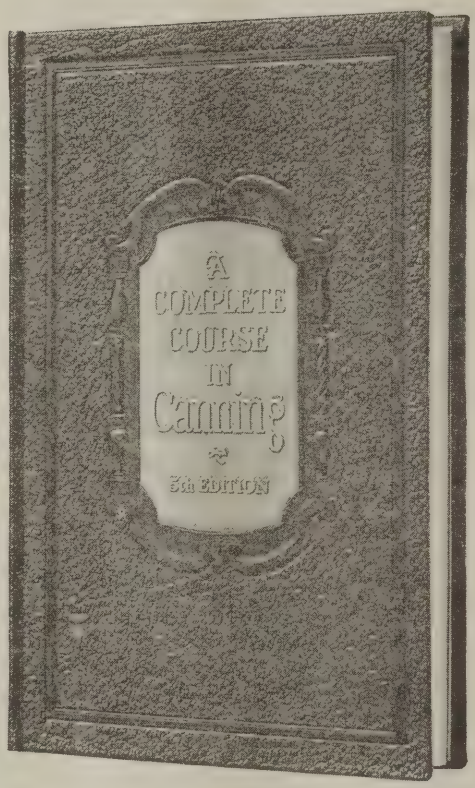
Also, this cup is provided with a raised slot so that the cup can be turned with a screw driver, when it is so located that it is inconvenient for the hand or wrench.

Ruggedly made of malleable iron, the new cup, known as the Hex-top grease cup, is absolutely grease tight.

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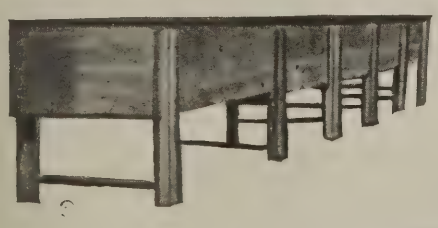
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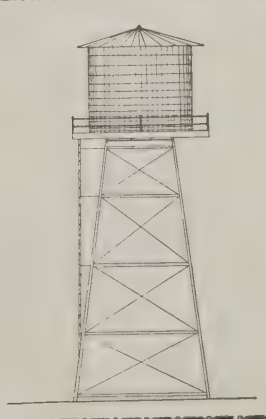
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SMILE AWHILE

A RANK BEGINNER

I leaned to her lips and kissed her;
She was a lass sweet and fair;
Somehow she seemed disappointed,
And I caught her sigh of despair.
I asked: "May I meet you next Tuesday?"
She cooed: "Tuesday's out of it quite;
So you'd better come around Friday;
Because that is amateur night." —E. D. K.

YEARS LATE

The author who had striven for years had at last achieved success, but he was as gloomy as ever.

"Why, man, you're famous!" cried a friend. "What's wrong with you?"

"Darn it!" exlopded the celebrated one, "I wanted to be an infant prodigy!"

CONSIDERATE

Cy—"What d'ye think of the city?"

Hy—"Wa-all, better not say. There's a heap o' folks livin' there, an' I don't want to hurt their feelin's."

FULLY EXPLAINED

Mrs. Kriss—"Is your son still a member of the Army?"

Cook—"Ah ain't sho'. But Ah knows dey am out lookin' fer him, so Ah guess dat he's at least a member-at-large."

ECONOMY

Cop—"Say, what was your reason for attempting suicide, anyway?"

Bedraggled Scot—"There was a leak in the gas I couldna stop, an' I didna want to see it go to waste, mon."

LOST OPPORTUNITY

Fair Young Thing—"Do you really think, bishop, that times today are as bad as in Rome before the decline?"

Bishop—"Almost, without doubt, but not quite."

F. Y. T.—"Oh, why didn't I specialize in Roman history in school?"

CANDID

(Ad in Denver Post)

IF THE bird who borrowed my overcoat from the sedan on Stout street Tuesday night to keep someone from swiping it will return same to me, I'll slip him thirty bucks and ask no questions. Baker, Savoy Hotel. P. S.—You can't hock it for that.

THE PEST

"What was the shooting last night?" asked the stranger in Holster, Arizona.

"Oh, the boys got rid of a liquor nuisance," replied Black Powder Pete.

"Bootlegger, eh?"

"Naw. Nosey sheriff."

THE GOOD OLD DAYS

Hey—"Has your town any historical traditions?"

Dey—"Oh, yes. Up to two or three years ago we never had a drunk in the place."

FAMOUS P. S.'s.

Shall send check tomorrow.
Package just arrived.
Remember me to everybody.
Do you miss me?
Willie's cold is better.
I love you.
Never darken our threshold again.
Don't forget to feed the goldfish.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

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EDITORIALS

THE REASON WHY OF QUALITY—The whole canned foods industry has been so lectured and urged and begged to pack "quality" that everyone should know his duty by this time, and the subject is becoming somewhat shopworn. Of course, the advice goes off many backs like water off the duck's, and this is true of both canner and buyer, and usually the broker is willing to buy or sell anything that he is told to do. The degree of the quality, therefore, becomes a personal matter, just as success or failure in business is wholly a personal matter. The man who can see the value of building a reputation and a name, commonly called "good-will," will be mighty careful of his quality, and it can be depended upon that his quality will be real and not imaginary. To that man the continual demand for quality packing becomes tiresome, because to pack quality seems to him to be the only sensible thing to do, and he will do nothing else and not permit any buyer or broker to swerve him from his path. Unfortunately, quality is susceptible of comparison, and there are degrees of quality, and not all men understand what is meant by quality. When quality is spoken of as we do here, we mean a thoroughly satisfactory article of canned food—satisfactory to the general public and not to the canner alone. And that is where a lot of the canners fall down. They think their quality is all that could be desired, whereas, in fact, it is anything but desirable. It is this phase of the question that has brought us back to this age-old subject with us. And it came about in this way:

In the consideration of the coming Canned Foods Week—November 8-15—one of our good Western friends asked us if we did not think it would be well to establish a lecture bureau, for the purpose of giving lectures all through the year upon canned foods. We answered that we thought the proposed efforts of Canned Foods Week, and which are to be elaborate and very complete, are all sufficient for the present. The public can be surfeited with canned foods talk; can be given too much of even a good thing, and should be carefully guided away from any idea of a propaganda on canned foods, because the public is sick of propagandas. It is better, in our opinion, to confine the effort to one big week, handled by one committee of the whole, it may be, but having the appearance of one set occasion, in which everyone interested in canned foods is cooperating. The linking together of all the canners, with all the various branches of the industry handling canned foods, presents to the public a united effort and wins their confidence because of this unanimity. This will lead the consumers gently, but surely, to an increased use of canned foods, and we will get a permanent growth instead of a sudden inflation which cannot be permanent.

And it is right here that quality comes in. If the people are told to eat canned foods, and urged to just simply buy them, they will take any canned foods, and many of the new users will be sadly disappointed in some of their chance purchases, we all know, and these will become enemies of canned foods and workers against them. This danger could be obviated this season, owing to the well-cleaned-up condition of all spot stocks—if the canners would be careful of their quality. It is the greatest opportunity this industry has ever had, and that is why we want to stress it and to call it to the attention of every canner in the business. And every supply man and every broker—every man coming in contact with canners—should make it his personal business to help make the opportunity known, and then see that it is lived up to. The big show of Canned Foods Week will come right at the end of the packing season, and if there is a big lot of miserable quality canned foods put out, there will be more harm done by Canned Foods Week than good. Through Canned Foods Week canned foods step out onto the center of the stage, right into the spot light, and if they cannot stand this scrutiny, they would do better to stay off the stage. That's how important quality is this year. The world is willing to look at canned foods, to taste and to try them, and it is not over-fussy about quality, but does want to feel that it has been given full value for its money. If the labels were so plainly and clearly worded that the public could make no mistake about the quality of the goods it is buying, the quality question could be left to the individual, because he would sink or swim,

according to the style in which he answers his customers; but the canners will not so label their goods, and as an industry they seem to be dead set against giving their consumers the information they owe them on the labels.

AND NOW FOR SOMETHING LIGHTER—The automobile is just about as important a factor in the canning industry as seeds or most any other supply, as practically every canner is an owner and driver of one or more. For that reason the following, taken from The Peptomist, a little house organ published by the Fleet-McGinley Co., of Baltimore, will be read with much interest. The need is apparent to every automobilist, and we would like to see this doctrine spread and put into universal effect, wouldn't you?

A PLEA

Accidents, fatal and otherwise, due to the automobile mount in number with a staggering rapidity.

Of course, much of this is due to the great increase in the number of motor vehicles on the streets. But there is another factor which observation and many experiences compel me to think is important.

There is no ordinary courtesy between and among motorists on the road. Or none to speak of. To be sure, the motorist often is called on to be a friend in need to a brother motorist in trouble. But let him once be mounted on his four good wheels and going strong—and the fight is on again.

Motorists vie with each other for the possession of the coveted strip of road that puts one first around the corner, or hog the center so the man behind can't pass, or rush ahead so that "I won't need to take that fellow's dust."

If two pedestrians accidentally bump into each other on the street, one does not immediately bawl at the other, "Why in the hell don't you learn how to walk?" Such an encounter leads to no profanity, no overheating of the system, no sarcastic remarks—unless, of course, one or the other is a boor.

Put the two men in motors and let something similar happen, and they behave like boors.

One gentleman does not squeeze past another on the street without a murmur of apology. The boor who wants to brush by on the road squawks a raucous horn, and howls his aggrieved anguish if one doesn't at once give him all he wants.

Two gentlemen whose paths are about to intersect at a crossing, each pauses, and politely waves the other to go first. But what happens in a motor? The gentleman now turned boor by the necromancy of grasping the steering-wheel sees the other approach and speeds up to beat him to it.

But the ways of the boor in the motorcar are far; far too numerous to catalog. And there is not one of us who hasn't some bit of boorishness on his conscience. It isn't just the increased traffic that is rolling up the death column. It's the reversion to jungle type; the going back to the behavior of our very remote ancestors, whose slogan was, "Grab while the grabbing is good."

Is there any good reason why a gentleman should become a boor when he seizes a steering-wheel? Is there any good reason why the same courtesy should not prevail among motorists as among pedestrians? If so, what is it? If a man steps on another accidentally in a ballroom, he apologizes; if he does it in a motorcar, he sues for failure to give right of way. Why?

Boorishness, the boorishness of uncivilized savages—this is what makes motoring anything but a pleasure; this it is which strews our highways with the maimed and dead.

Courtesy—and safety first!

NEW ELEVATOR OWNERS' ASSOCIATION HAS BEEN FORMED IN MICHIGAN

From the Bean-Bag and Pea Journal

The newly organized Elevator Owners' Association has opened offices at 550 Sapital National Bank Building, Lansing, Mich., and is now on an operating basis.

The organization is composed of approximately 50 member elevators, with expectations that this number will reach 100 by fall. Members are located principally in what is known as the Central District of Michigan, and the officers are: President, N. T. Davern, Carson City; vice-president, M. W. Muscott, Breckenridge; secretary-treasurer and general manager, W. R. Kehoe. Mr. Kehoe is well known throughout the State, and for many years was with J. P. Burroughs & Son, Flint.

Mr. Kehoe talks most interestingly of the association, its purposes and plans. The organization was made necessary, he says, because of steady change that has taken place in the distribution and handling of beans. Small elevators, widely scattered, have been at a disadvantage in marketing their product. The jobbers, many of whom operate lines of elevators, picking plants, selling organizations, have been able to market a uniform grade of beans, and earn a larger profit thereby. But the installation of terminal plants, fully equipped, and adequate selling organizations, has been beyond the means of the small operator, or even small groups of operators, so the new association was first talked of, then meetings were held, and organization perfected.

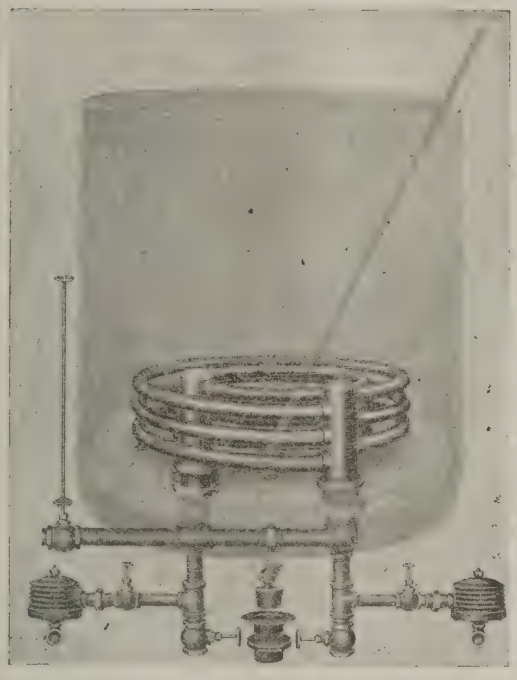
The members meant business. They were determined to operate efficiently and at a profit. Through a period of weeks, discussions and conferences were held, and an arrangement perfected whereby Chatterton & Son, already one of the largest bean jobbers in the world, becomes sole selling agent for the association, which, it is expected, will market between 3,500 and 4,000 cars of beans per year.

Among the things which all elevator members agree to, and which will tend to stabilize and protect the bean market, is the absolute prohibition of direct quotations to the trade. At the Central Office in Lansing reports will be received from all members, showing amount of beans bought and sold, the movement throughout the State, and all information of interest to members will be bulletined to them at short intervals.

While Chatterton & Son have made no definite statement, it is rumored that several plans of marketing beans, quite revolutionary in the industry, will be undertaken—plans that will work well with the general movement to place Michigan beans on a higher standing throughout the world than they have been occupying of late.

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The Corn Worm

By Mr. J. W. McColloch

Kansas State Agricultural College, Manhattan Kansas

Note—The above address delivered by Mr. McColloch sometime ago will be found very timely right now as the corn crop is coming on. You must be prepared to combat any attack, and you will find this helpful.

IT was with some hesitancy that the speaker accepted the kind invitation to address this association on the corn earworm. While much of my work during the past ten years has been devoted to a study of this insect, the work has been largely with field corn. Sweet corn is a minor crop in Kansas, being grown principally in home gardens and by truck gardeners. In no case is the area devoted to the crop large. It might be said, however, that very little attention has been given to the earworm as a pest of sweet corn even in the regions where sweet corn is a crop of much importance. While most of the studies at the Kansas station have been on field corn, yet throughout the period of the investigation observations and experiments have been conducted on sweet corn.

It might also be stated that many of the results obtained on field corn apply equally well to the sweet varieties.

In the present discussion the speaker will first take up the importance of the earworm,

Then its life history, methods of control,

And, finally, outline some of the problems that are now under way or should be taken up in the future.

Importance—The corn earworm ranks among the most injurious insects of the United States. It is estimated that it destroys at least 2 per cent of the corn crop produced annually. In Kansas the loss averages about 5 per cent. From 15 to 20 per cent of the sweet corn is injured each year. Sweet corn seems to be the preferred food of the earworm. It is not exceptional for the larvae to bore directly down the ear, in which case the actual number of grains destroyed is considerable. In addition, the filthy excrement distributed over so large a space favors decay and subsequent moulding, thus making the corn unfit for table or market. In the Southern States the earworm has become such a pest that the growing of sweet corn has been abandoned in many sections.

The earworm is also a serious pest of cotton and throughout the cotton growing regions is known as the cotton bollworm. It is conservatively estimated that 4 per cent of the crop is destroyed.

Tobacco suffers an annual loss of approximately 2 per cent, due to the earworm activities.

In addition, considerable damage occurs to such crops as tomatoes, alfalfa, beans and peas of all kinds, and sorghums.

Its known food plants number one hundred different species of plants representing many widely separated forms. A conservative estimate placed the total loss to all crops in 1910 at $65,000,000 to $70,000,000.

In addition to the direct injury which it causes to corn, it is also responsible for much of the damage to molds and fungi.

In entering the ears the larvae leave an entrance for spores of various kinds, and the excrement of the larvae provides an excellent media for growth. The feeding of very wormy and moldy corn to horses has produced well-marked symptoms of bling staggers.

Thus we have an insect that not only destroys our crops, but is also a detriment to our livestock.

Description of Stages—Before taking up the life history, brief mention should be made of the various stages in the development.

The corn earworm in the course of its development passes through four different and distinct stages—adult, egg, larva and pupa. These stages differ so greatly that one might not suspect any relationship between them. The adult is a moth or miller about one and one-third inches across the spread wings. It varies in color from brown or olive green to pale yellow. The moths are night fliers and are seldom seen during the day, being hidden in the curl of the plants or under some suitable cover. Flight usually takes place during the evening when they are white or yellowish in color, spherical in shape and covered with minute ridges running from top to bottom. They are about one-fiftieth of an inch in diameter. In the case of corn, they are usually found on the silks, on the upper surface of the leaves or on the stalks. The larvae in general resemble the common cutworms and army worms to which they are closely related. On hatching they are very small and are to be found feeding in the vicinity where the eggs were deposited. The larger worms show a great variation in color. So much so that a popular description cannot be given. Any variation from pale green to black may be found. When full grown the larvae are about one and one-half inches long. The pupa is the resting stage in which the transformation from the larvae to the adult takes place. They resemble the pupae of the vast series of cutworms and army worms, from which they are difficult to separate. They are oval in shape. Mahogany brown in color, about three-quarters of an inch in length. They are always found in pupal cells at depths ranging from 2 inches to 6 inches below the surface of the ground.

Life History—A knowledge of the history of any insect usually forms the basis for its control. The life history varies in different localities, being influenced by many factors as temperature, rainfall, soil conditions, plants, etc. In the case of the earworm, for example, we find the number of broods varying from one or two in Canada to six or seven in Southern Texas. In the present discussion the life history will be taken up as it occurs under Kansas conditions. In many ways this will approximate the conditions of certain of the sweet corn districts. The winter is passed in the pupal or resting stage in spherical cells at a depth of from 2 to 6 inches below the surface of the ground.

A few words in regard to this pupal cell are appropriate here, since one of the control measures is based on this point. The larvae in leaving the corn plant in

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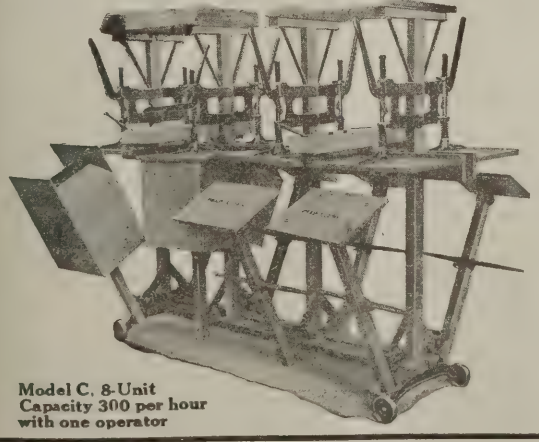


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the fall entered the soil and burrowed downward for several inches. It then excavated a tunnel upward toward the surface, leaving a thin layer of top soil untouched. The larva then returned to the bottom of the burrow and transformed to the pupa. The adults from these overwintering pupae will emerge about the first of June.

The eggs of this brood are laid principally on the upper and lower surfaces of the leaves. Should any early sweet corn be in silk, many eggs will be deposited on it. It might be mentioned at this time that the moths show a decided preference for the different parts of the corn plant in ovipositing. It is a generally recognized fact that the adult of any insect deposits its eggs on substances best suited for the nourishment of the larvae, and the corn earworm is no exception. In every case the silks are selected in preference to any other part of the plant. When these are not available, then the eggs are placed on the upper surface of the leaves and the stalks. Relatively few eggs are laid on the lower surface of the leaves, the husks or the tassels. A female may deposit 2,000 or more eggs. These are usually laid singly and only one or two on a plant. This is another worthy attempt on the part of the adult for the perpetuation of the species. The egg stage is of short duration, occupying three to four days. The larva on hatching feeds for a short period in the vicinity where the egg was deposited. It then seeks a protected place for feeding either in the curl or the ear. The larvae become full grown about the last of June, leave the plant and enter the soul for pupation, as has been described. The pupal stage is from seven to ten days. The second brood of adults begin emerging about July 7. The life cycle is repeated.

Since more plants are in silk, more eggs are deposited there and more larvae attack the ears. This brood completes its growth about the first of August.

The third brood of adults begin emerging about August 10 to 15. Here we have a repetition of the life cycle.

It is the pupae of this brood that pass the winter. In Kansas we have three full broods of the earworm annually. The first brood of adults appear early in June, the second brood about July 10, and the third brood about August 10. The maximum emergence occurs about two weeks after the first emergence. The first two broods are of little importance in comparison with the third brood. This is especially true with regard to field corn. This brings us to a discussion of the measures of control.

The corn earworm has long been recognized as one of the most difficult insect pests to control. It must be admitted at the outset that a satisfactory remedy for it on corn is yet to be discovered. Numerous measures have been advocated. Many are entirely impractical.

Trap lights, hand picking, pinching ears. Some might be feasible under certain conditions.

Rotation, poison baits.—A few are practical, at least, in reducing the injury. There are a number of factors which make the control so difficult.

1st. World-wide distribution, since the earworm is generally distributed throughout the world from the Arctic to the Antarctic Circle.

2nd. Great number and diversity of food plants renders control difficult.

The larvae are known to feed on about one hundred different species of plants. These plants are scattered through many families and generations, and represent plants of great diversity of form, habit of growth, structure, etc.

Many of our injurious insects confine themselves to a single food plant or to a group of closely related plants.

3rd. Ability to fly long distances enters into control. Migration is an important factor in the life economy of any insect. It enables the species to mitigate the adverse conditions that may exist in a locality. It enables the insect to infest larger areas.

4th. Great egg-laying capacity and method of oviposition are important, since a single female is capable of deposition two thousand or more eggs, and these are usually laid singly and only one or two on a plant. This secures a wide distribution in the field and is a protection against crowding, exhaustion of food supply and extermination.

There are from 8,000 to 10,000 plants to an acre of field corn, and four or five females could readily infest all of these. And

5th. Feeding habits of the larvae must be taken into consideration. The larvae are primarily internal feeders. On corn they are usually found deep in the curl or inside the ear. Here they are protected from their predaceous and parasitic enemies, and here it is impossible to reach them with poisonous materials. Larvae that feed in the open are generally heavily parasitized. In fact, the larvae are always abundant in the fall in alfalfa fields, but parasitism is so high that few if any reach the pupal stage.

It seems to be the consensus of poinion among investigators that a complete control can never be accomplished. The problem is one of reducing the injury to a minimum. The speaker has been engaged during the past ten years in a study of the corn earworm under Kansas conditions. The first two years were devoted almost entirely to a study of the life economy in the field. Since then much of the investigational work has been along the lines of control.

A study of the life history and seasonal history reveals several outstanding facts which can be made use of in control work.

1. The winter is spent as a pupa in the soil, and they also spend some time between generations in the ground. This enables one to destroy large numbers by plowing and cultivating at the proper time.

2. The larvae feed for a short time on the external parts of the plants. At such times they may be destroyed with poisonous sprays.

3. There is a marked increase in the infestation with each generation. This opens the way for the application of methods which hasten maturity and for the growing of early maturing varieties. At the present time much of the investigational work revolves on these points, and these will be discussed more in detail.

Fall Plowing—This is one of the earliest methods advocated. It is based on the manner in which the insect hibernates. As has been mentioned, the winter is passed as a pupa at from 2 to 6 inches below the surface of the soil. Before pupating the larva constructs a U-shaped tube, one arm of which is open almost to the surface of the ground. This is a provision of the successful emergence of the adult. Pupation takes place in a cell at the base of this tube.

The object of fall plowing is to break up this pupal sell and destroys the emergence tube. The pupa is exposed to the extreme climatic conditions of winter, and is crushed by the freezing and thawing of the soil. Re-

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peated experiments have shown that fall plowing always results in the destruction of 95 to 100 per cent of the over-wintering pupae.

Cultivation—The same principle is involved here as in fall plowing. It requires a knowledge of the time of pupation of the different broods during the summer. In Kansas the first brood pupates the last week of June, and the second brood the last of July and the first of August. Thorough cultivation at these times will destroy large numbers of the pupa. Is not as effective as fall plowing because many are protected by roots and they are not exposed to the extreme climatic conditions.

Time of Planting as a Control Measure—This is based on several points in the life economy.

1. That there is a more or less definite emergence period for each brood.
2. That the adults in ovipositing show a decided preference for corn silks and for plants that are in silk.
3. That most of the larvae entering the ears come from eggs deposited on the silks, and
4. That there is a large increase in the number of individauls with each succeeding brood.

The problem is one of bringing the plants into silk between broods, thus forcing the eggs to be laid on other parts of the plant. The date of planting is not a new idea, but it is one that has not been developed as generally as it should be. It is a recognized fact that there is a seasonal periodicity exhibited by many of our injurious insects and their host plants. There are periods of time which under favorable conditions offer the best opportunities for the insects to perpetuate their kind. Likewise there are periods when crops can be planted to produce the maximum yields.

In a date of planting experiment there are many factors which must be taken into consideration.

1. That of locality.

Since the life history of the corn earworm will vary to some extent with each locality.

There will also be a difference in the growth of the plants.

2. The variety of corn must also be considered.

Each variety has a different growing period and the date of silking and maturing is different. In order to be conclusive, a date of planting experiment must extend over a period of years in order to obtain average conditions.

Experiments on the date of planting field corn have been in progress at Manhattan, Kansas, during the past ten years. This investigation has consisted of a series of five or six plots of corn planted at intervals of two weeks, beginning April 15. Four standard varieties, namely, Boone county white, commercial white, Kansas sunflower and Hildreth, have been grown in each plot.

(Continued Next Week.)

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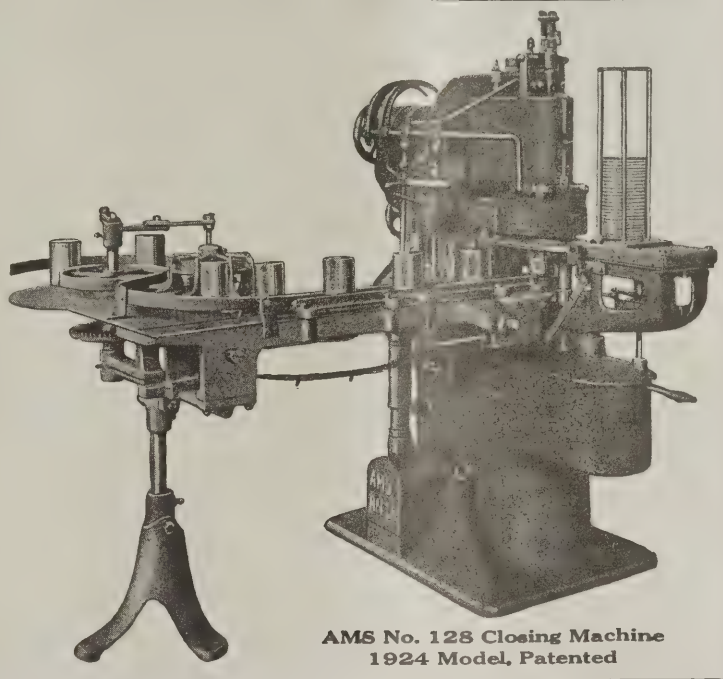
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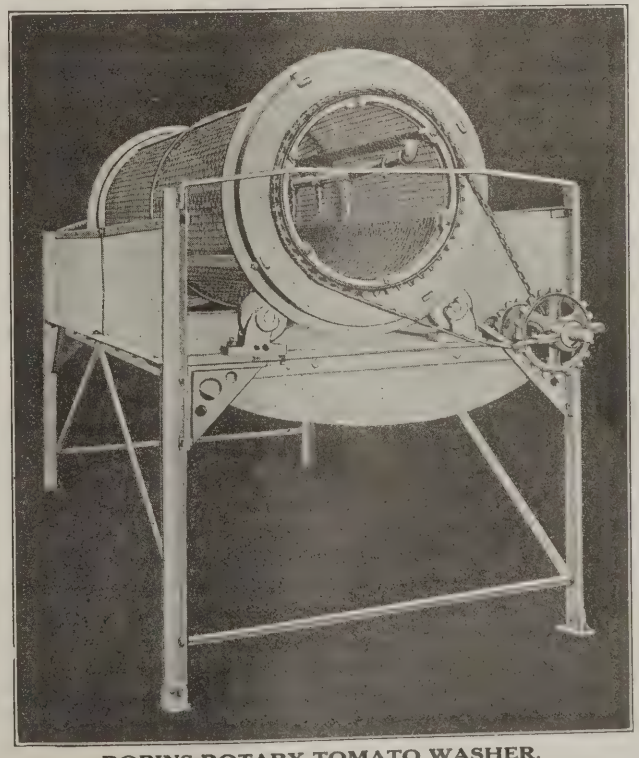
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ROBINS ROTARY TOMATO WASHER.

FUSARIUM WILT OF TOMATO AND ITS CONTROL BY MEANS OF RESISTANT VARIETIES

By J. W. LESLEY

University of California, College of Agriculture,
Agricultural Experiment Station.

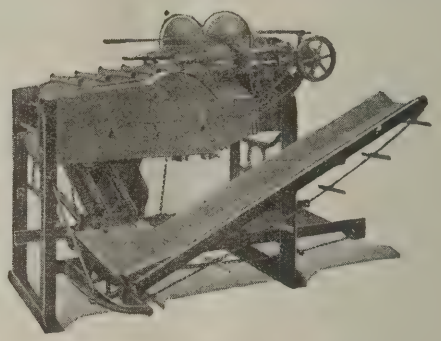
WILT is among the most serious diseases of the tomato in California, often inflicting considerable loss both on the shipping and on the canning crop. It is exceptional to find a field entirely free from wilt, and cases frequently occur where from 5 to 10 per cent, and occasionally as much as 85 per cent, of the crop is lost. The disease varies considerably in severity in different seasons. For instance, in the Santa Clara Valley it was more severe in 1922 than in 1923. As a rule, wilt is more important than Western blight in regions near the coast, such as Orange county and the San Fernando and Santa Clara valleys.

The cause of wilt is a fungus (Fusarium Lycopersici Sacc.) which inhabits the soil and invades the young roots of the tomato plants. The plants may become infected either in the seedbed or in the field after transplanting. The wilt fungus is rather widely scattered in the tomato growing sections of the State. Once present in any part of a field, it tends to spread, especially if the land is cropped to tomatoes at short intervals or, still worse, without rotation.

Very often wilt is referred to as "blight," in spite of the fact that the two diseases are quite distinct and are easily distinguished even when the same plant is attacked by both. In view of this confusion, a description of the characteristic symptoms of wilt is included here.

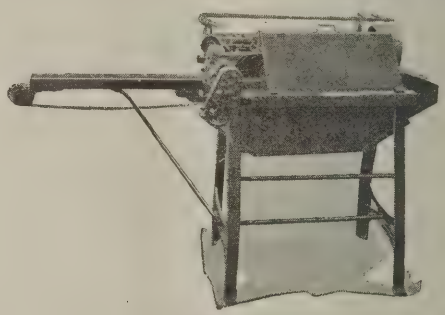
Fusarium Wilt Symptoms in California—Once the wilt fungus has gained entrance into the roots of the tomato plant, it grows up through the woody part of the vascular bundles into the stem, sometimes for a considerable distance. Corresponding to the growth of the fungus from below upwards, a yellow discoloration of the lowest leaves occurs, usually giving the first indication of the disease. As the disease develops, the lower leaves turn brown and the upper leaves often appear unusually dark green, while the leaflets become curled downward and shrunken. If the progress of the disease is very rapid, some wilting of young leaves occurs, as the name of the disease indicates, but the wilted condition is by no means always present. In this stage the affected plants appear as if suffering from lack of water. A good indication of wilt is the browning of the woody tissues of the stems and roots, best seen by cutting or splitting the main stem near the ground. The discoloration usually does not extend into the pith or central part of the stem until the final decay sets in.

It is common with this disease to find that, while some of the stems of the tomato plant are diseased, the remainder appear quite healthy. One side of a stem may even show browning of the wood, while the other side appears healthy and free from discoloration. Diseased plants often put out new and healthy shoots; these, however, in turn, may become infected. In the final stage of a serious case of wilt the plant turns brown, dries up, and dies. Those affected plants which continue to live through the season produce some fruit. The yield, however, is much reduced and the fruit undersized, although the seeds usually mature. If seedlings become infected while in the seedbed, they may perish early; or, if transplanted to the field, are likely to die without producing any crop.



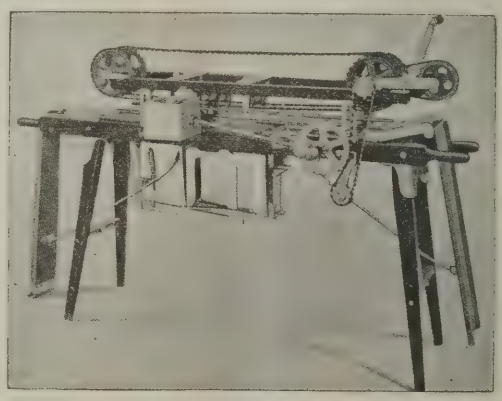
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THE MORRAL CORN HUSKER
either
Single or Double

The fastest and best husker on the market. It has an automatic ear placer that places the ear at the proper place and careless feeders will not waste corn and it will save a great deal of corn over any other husker.



Patented
THE MORRAL CORN CUTTER
either
Single Cut, Double Cut or Split and Cut.

The Morral Corn Cutter is very simple in construction and is the most durable and best cutter on the market. It has a positive feed and will not clog up like other cutters when cutting nubbins and small ears. It is furnished with attachments for cutting Golden Bantum Corn, and it is the best cutter for cutting Bantum Corn.



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THE MORRAL LABELING MACHINE

The Morral Labeling Machine is very simple in construction. It is a very strongly built and durable machine and has great capacity and is guaranteed to do satisfactory work.

It will pay you to write at once for our new catalogue, for prices, list of users and further information.

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Morral, Ohio.

ARTISTIC
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PLAIN,
VARNISHED,
EMBOSSED.

THE SIMPSON & DOELLER CO.

BALTIMORE, MD.

THE 1924 DIRECTORY OF CANNERS

A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 15th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

NATIONAL CANNERS' ASSOCIATION, 1739 H St., N. W. Washington, D. C.
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D. LANDRETH SEED COMPANY

Established 1784 BRISTOL, PA.

Preventive Measures—Since the infection occurs, as a rule, either in the seedbed or in the field, the greatest care should be taken to select land which is free from the wilt fungus. If the seedlings show any "damping off" or "collar rot," the seedbed should not be used another year. Plants from such a seedbed are likely to develop wilt. Even if no disease is observed, the repeated use of the same seedbed year after year is not a good practice. Infection with wilt in the seedbed (as with some other diseases) usually has far worse consequences than infection in the field. The practice of buying plants should, if possible, be avoided, as such plants are frequently the means of introducing some disease.

It is difficult to be sure that a field for tomatoes is entirely free from disease, and sometimes it is necessary to plant in a field in which some infection is present. Consequently, some means of control must be sought. Once the plants are set out, no control measures avail. Treatment of the soil before planting with fungicides such as formaldehyde is costly and not practicable except on a small area. Rotation of crops is advisable, as it affords some protection against wilt. If, for example, tomatoes are planted once in three years, the wilt disease will probably cause less damage than if tomatoes are planted more frequently. But it should be noted that the fungus is not solely dependent on tomato plants for its maintenance. It may live for one or more years on decayed organic matter in the soil, only to reappear when tomatoes are planted there again. Crops such as watermelons, peppers and potatoes are not likely to be affected by the tomato wilt, although these crops may suffer from wilts caused by closely related fungi.

Wilt Resistant Varieties— Tbe best method of control is the use of wilt resistant varieties. This method is being successfully applied in many tomato-growing States in which wilt has caused serious loss. Such varieties are not entirely proof against the disease. On the contrary, they become infected, but are able to produce a satisfactory crop in spite of it.

At the present time the variety most widely grown in Southern California and in the San Joaquin Valley is Stone. This variety is very susceptible to wilt. San Jose Canner, a variety with large, well-shaped fruits (not to be confused with the so-called "Jap Canner") is also very susceptible. The same is true of Earliana, a variety grown to a considerable extent for the local market. Probably these three varieties are used on more than half of the tomato acreage of the State, and none of them is resistant to wilt. They are in many respects well suited to the sections in which they are grown and often produce heavy crops, but being susceptible to wilt, they are not suitable for planting on wilt-infected land. Indeed, such a practice may lead to serious loss as some recent experiments clearly indicate.

During the season of 1923 many tomato varieties reported to be wilt-resistant in other States were tested on plots situated at Riverside, La Mesa in San Diego county, and at Chatsworth in the San Fernando Valley. One variety named Norton, which proved wilt-resistant at all three places, may be recommended for commercial planting in place of the Stone wherever wilt disease has been at all troublesome.

Norton originated as a selection from Stone and closely resembles the parent variety. The principal difference lies in the fact that Stone is very susceptible to wilt, whereas Norton is resistant. In 1923, in a field in San Diego county which was severely infected with wilt, the variety Stone was practically a total failure, but Norton, growing on the same field, gave a satisfactory crop. Even on land free from infection, Norton gives results equal to Stone. For instance, in 1923 a large grower in the San Fernando Valley, who planted some thirty acres of this variety in a field almost free from wilt infection, reports that Norton, although somewhat smaller in size, was at least equal to Stone in production and seemed to have somewhat heavier fruit. If the wilt disease had been prevalent in this field, as was often the case in 1923 in the San Fernando Valley, Norton would have given much the larger crop.

It should be noted that resistance to wilt by no means indicates any resistance to Root Knot (Nematode) or to Western blight. Although Norton is recommended for planting in sections where Stone is now grown, it may not be suitable for other sections, such as the Santa Clara Valley, where the "Jap Canner" variety is now largely grown. It is not yet possible to recommend a wilt-resistant variety fully adapted to the conditions of the Santa Clara Valley or other northern coastal sections, but it is hoped in time to develop from the "Jap Ganner" a more wilt-resistant selection.

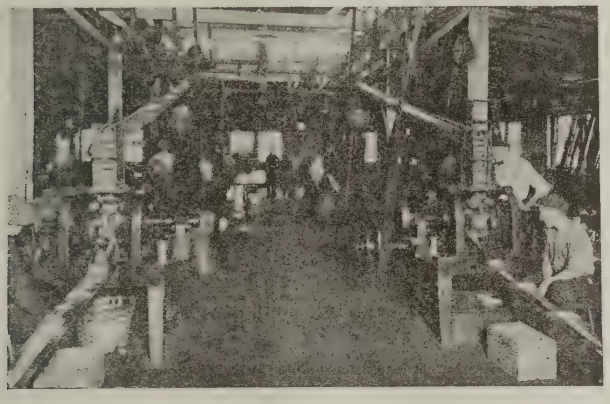
Several other promising varieties showed wilt resistance in the recent trials in California. Among them is the well-known Globe variety, which is earlier in maturing than Stone, but later than Earliana. It has pink fruit of exceptionally good shape, but considerably smaller in size than Stone. The foliage is rather scanty, thus making the fruit more subject to sunburn. Being earlier than Stone, wilt resistant, a good shipper, and prolific, Globe may be used to advantage under suitable conditions.

Certain other varieties have also shown indications of resistance to wilt disease, but need further trial of their wilt resistance and other qualities before any of them can be recommended for planting. Some of the most promising may be mentioned here. Marvel appeared to be remarkably wilt resistant and produced a good crop on heavily infested land. It bears scarlet fruit of good shape, but smaller than Stone, although earlier in maturity. Louisiana Red and Louisiana Pink were also wilt resistant. These varieties produced good yields of early maturing fruit, that of Louisiana Pink being larger in size. As with other early varieties, the vines were rather scanty. Norduke also seemed to be very resistant to wilt. This variety matured later and was not equal to Norton in production. It bears scarlet fruit equal to Stone in size, and the vines are exceptionally luxuriant, thus affording ample shade for the fruit.

Summary—Wilt disease of tomatoes, caused by the fungus Fusarium Lycopersici Sacc., inflicts serious losses on tomato fields in California. Soil of the tomato seedbeds should be free from the fungus, as infection in the seedbed is destructive to the young plants, and is often the means of spreading the disease to uninfected fields. If the field is already infected, a rotation of crops is advisable. When an infected field is to be cropped to tomatoes, wilt-resistant varieties should be used.

In sections where Stone is now the standard variety Norton is recommended in preference, as it is resistant to wilt and is a desirable commercial variety. Globe has also shown wilt resistance, and under suitable conditions may be useful where a somewhat earlier variety for shipping is desired.

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Builders of the Complete Line of
High Speed Automatic Sanitary Can Machinery

Bliss for Machinery

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At this season many important things demand your attention. One of the most important is the necessity of increasing your fire insurance to protect your rapidly increasing values.

The latest improved form of policy issued by

CANNERS EXCHANGE SUBSCRIBERS at WARNER INTER-INSURANCE BUREAU

enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

For complete information write

LANSING B. WARNER, INCORPORATED
155 E. Superior Street,
Chicago, Illinois.

Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Rising Sun, Md., August 3, 1924—Corn in this section is in need of rain, and with it would come considerable improvement. However, even then the crop will not be very good, as so much of corn is dirty. This is due to the fact that harvest has interfered and also the rains came just at the time when it should have been worked. Acreage larger than last year, but even this will not give any larger pack. While we believe this section will give 75 per cent, yet many fields are so poor that they will cut down this average severely. However, with more rain things may improve, but we will not have a big crop.

Hopewell, N. J., August 2, 1924—Tomatoes—Acreage a little above normal. Plants were set late, due to heavy rains, and have not been properly attended to, owing to growers being busy harvesting other crops. Prospect is that there will be a light pack unless we have a late fall.

Bridgeton, N. J., August 1, 1924—Tomatoes—The crop is about three weeks late and stand is very poor. Will not be a full pack in this section.

Newport, N. J., August 4, 1924—Peas—Condition was 85 per cent and sold from $2.00 to $4.00 per bushel.

Green Beans—90 per cent. Was no market for this, sold very low.

Tomatoes—Estimated at 60 per cent and two weeks later than last year. We have had dry weather for six weeks. We generally open factory August 10th, but this year there will not be any tomatoes before the 25th of this month.

Fairhaven, N. Y., August 1, 1924—Peas—More in acreage. 25 per cent less this year.

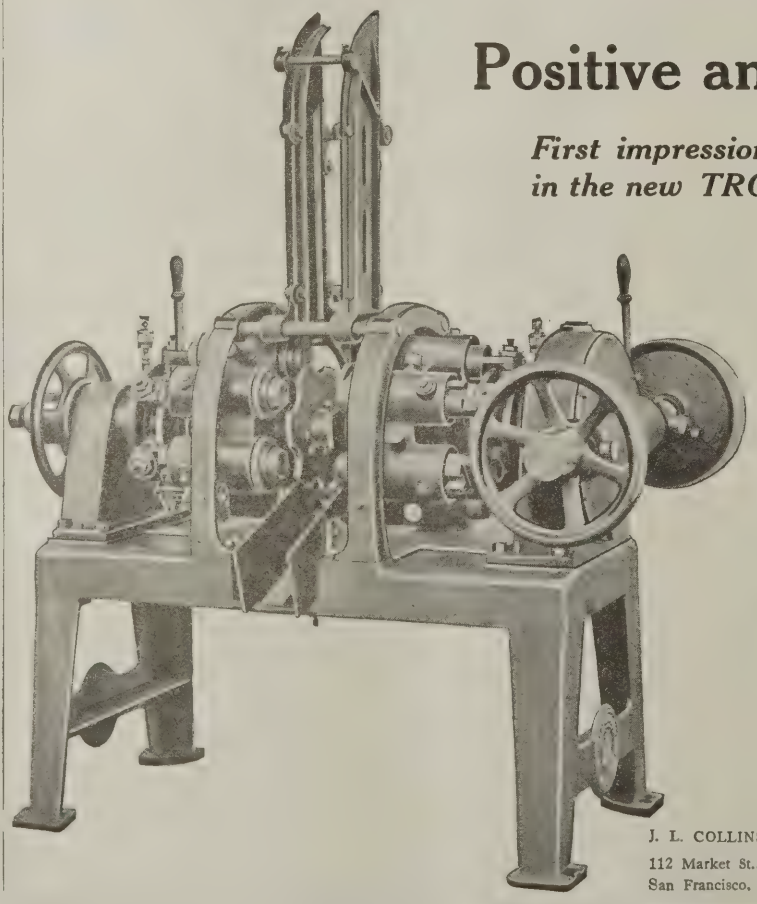
Cherries—Normal crop.

Beans—More in acreage. Fair.

Tomatoes—Same in acreage. Normal.

Circleville, Ohio, August 2, 1924—Corn—Acreage 100 per cent. Two or three weeks late. We planted up to July 5th. Conditions bad. Heavy rains and floods destroyed much of the corn, and the weather has been unfavorable for growing right through the season. Very dry now. Our estimate today is 60 per cent of our early anticipations.

Fayette, Ohio, August 4, 1924—Corn—Looking fine, though about two weeks late and somewhat weedy. With favorable weather and late frost will have 75 per cent of a pack. Weather now very cool for time of year.



Positive and Simple Adjustments

First impressions gained by the can maker interestea in the new TROYER-FOX Six Station Rotary Flanger.

Add to this, long bronzed bushed slide bearings, for the cam actuated 3" diameter Flanging Die Pistons, and you have a smooth, even, drawn out, undamaged flange and a machine that will run for years with little cost for repairs or upkeep.

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Builders of TROYER-FOX Can Making and Canning Machinery

SALES REPRESENTATIVE:—

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112 Market St.,
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We excel in Designs of Artistic Merit

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Ask for our Superior Line for your Fancy Grade.

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HAMACHEK IDEAL VINERS

Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek Kewaunee, Wisconsin

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

Summitville, Ind., July 30, 1924—Green Beans—The dry weather is hurting the crop.

Corn—The weather is damaging corn to a great extent.

Beets—A great many of the late plantings have not come up yet.

Tomatoes—Looking fairly well considering the weather and the lateness of the season.

None of these crops indicate anything like a full crop.

Spencerville, Ind., August 1, 1924—Tomatoes—Looking good. They are setting good and look like a very good yield. The acreage is much larger in this county than formerly, because of some new canneries. About 100 acres.

Corn—Very poor and not very much planted on account of wet weather.

If we should get an early frost, as predicted, the crops will be very short.

Milford, Ill., July 30, 1924 — Corn — About two weeks late. There will be little or no canning done until September 1st. Indications are for a bunching of the crop. A fair pack may be expected if we have a late fall, but an early frost would be very serious.

Mill Shoals, Ill., July 31, 1924—Tomatoes—While we have twice as many acres as last year, we don't expect to can any more, namely, 4,000 No. 3 cans this year. Late spring, cold weather and then too much rain has cut our tomatoes. We will have to have a favorable season from now on to get half crop of tomatoes.

Cedar Grove, Wis., August 1, 1924—Peas—10 per cent increase in acreage. Crop normal.

Corn—Poor prospects.

Columbus, Wis., August 1, 1924 — Peas — Crop about finished. Acreage about 5 per cent larger than last year. Yield about normal, while last year was about 70 per cent of normal. Quality excellent.

Corn—Very late and backward, but now coming along nicely. It will require a very long fall without frost to make a crop.

Minneapolis, Minn., July 31, 1924—Corn—Acreage is larger than last year, but outlook not very good now. Probably 70 per cent of normal.

Marshfield, Mo., August 1, 1924—Tomatoes—Acreage is about normal, but was set very late, owing to the cold, late, wet spring. The vines are small and not much fruit yet. Patches are very grassy on account of wet weather and lack of cultivation. Will be about 75 per cent of normal.

Lowry, Va., August 5, 1924—Tomatoes—We have about 50 per cent of a prospect for a crop. We will not open factory here before the 20th of August. Crop late and very few tomatoes on vines.

String Beans—Scarce. Our acreage about same as last season. Crop was damaged by black stem rot, but it seems to be all right at present.

Newark, Del., August 5, 1924 — Tomatoes — We have in acreage about 450 which are in fair condition. This weather doing them lots of good. I am expecting about a 60 to 80 per cent pack, due to disease and inclement weather conditions at the time of planting. From the questionnaires that I sent out I find that some have excellent patches, others have plowed their patches up, but most of them report a fair yield. Where they have succeeded in getting a stand, the plants are doing very well, but in the low places they are not so good.

Corn—What is true about tomatoes is also true about corn. We have 350 acres of corn which will average us from two to three tons to the acre, depending on the farmer. As a whole, our corn is very fair. We could stand a little rain on it about now.

THE BROKERS IN CANNED FOODS WEEK

November 8-15, 1924

By Secty Paul Fishback

As President Whiteman wrote you a few days ago, here is the outline of the plan for National Canned Foods Week, November 8th to 15th, inclusive, 1924.

The purpose of Canned Foods Week is to stimulate consumer interest in canned foods, to the end that there may be greater purchases and consumption of all kinds of canned foods. Consumer interest is to be reached as follows:

Advertising—A two-page spread advertisement in the November 8th issue of the Saturday Evening Post (on sale Thursday the 6th) devoted to canned foods and Canned Foods Week. Several of the large national advertisers will devote part or all of their space in the important magazines to the subject. Regular users of newspaper space for canned foods advertising will also co-operate.

Reprints of the special advertising will be distributed among brokers, jobbers, canners, chain stores and newspapers. It is believed that in local markets special advertising will be solicited and carried by the newspapers, following the distribution of the reprint.

The canners will furnish muslin signs of the same size and type as heretofore for use on wholesale and retail delivery trucks. These should be put into use about October 20th.

The canners will also furnish window and store signs of a new design and size in five colors and very handsome. These will be distributed through the local broker and jobber organizations to the retail grocers.

Publicity—Arrangements are being made to supply the daily papers with press stories about canned foods and Canned Foods Week. Special luncheon menus will be provided, and luncheon club meetings devoted to Canned Foods Week will be planned. Wherever possible radio messages of canned foods will be broadcasted.

All of the successful plans which have been used in the past will be repeated, this being left largely to the originality and industry of local committees.

The Brokers' Job—Canned foods brokers are called upon to volunteer their services as members of local committees to co-operate with National Chairman P. J. Murphy in co-ordinating the efforts of the jobbers and retailers in their territories. Chairmen are being appointed by the American and National Wholesale Grocers' Associations, and as rapidly as broker committees are formed, contacts will be arranged, and the organization completed.



Combines advantages of all former silkers

In the Model 7 the good features of all former Silkers have been combined. The rectangular upper screens thoroughly separate pieces of cob from the corn. The square type of drum is a decided advantage over the old round type as the mass is continually being raised, thrown and dropped, preventing the corn from "balling up."

Removes greater percentage of silk

The horizontal wires are spaced so that no corn can pass thru without touching several wires, and they will remove a greater percentage of silk than any other arrangement.

These wires are equipped with a positive semi-automatic cleaning device. A moment's attention periodically keeps the machine clean.

The lower horizontal screens are furnished with smaller perforations when desired, to catch small pieces of cob and husk that may have passed the upper screens. These screens vibrate constantly in opposite directions and complete the job of removing undesirable matter from the corn. All screens are instantly removable. The machine is designed and arranged so that cleaning is a simple matter.

SPRAGUE-SELLS CORPORATION

General Sales Office:
500 N. Dearborn Street, Chicago, Ill.

FACTORIES:

Peerless Husker Co., Inc.
Buffalo, N. Y.

Sprague-Sells Corporation
Successor to
Sprague Canning Mach. Co.
Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

SPRAGUE-SELLS SILKER

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

It will be up to the brokers to see to it that all jobbers in their territory are fully sold on Canned Foods Week, and ready to help make it a success. It is the jobbers' salesmen who will make Canned Foods Week a marked success this fall, and it is up to the brokers to make sure that the jobbers themselves are in complete harmony with the plan, to begin with, and that they impart their enthusiasm to their salesmen. Meetings of the salesmen should be arranged, at which a broker should tell the story.

If the jobber's salesman is for us, he will make sure that every retailer in his territory has a display of canned foods and of Canned Foods Week streamers and cards. And that means success. The salesman can be sold on the plan by calling his attention to the fact that the time is most advantageous. New goods will have been delivered. Consumers will be ready for them. Retailers, loaded with deliveries on their future purchases, will be glad of anything to stimulate consumer purchases, and in the end there will arise a need for additional purchases, which will mean more business for the jobber and his salesman. Of course, the canned foods broker's share comes in replenishing the stock of the jobber, and that is an item for consideration.

Please take this matter seriously, promptly. Get your market lined up as quickly as you can, and then report the names of your local committee, with its chairman, to this office, or to Mr. P. J. Murphy, 326 West Madison street, Chicago, Ill. As quickly as you are organized you will be required to furnish information as to the amount of advertising matter that can be judiciously distributed in your territory, and supplies will be sent to you amply early for complete and effective distribution.

The time is short to complete the work to be done, but ample if you work quickly and effectively. This Association believes that there is at least one canned foods broker in each market where we have members who will volunteer to serve as broker member of the general committee composed of brokers, jobbers and retailers, also canners in those markets where there are canners located or close at hand. In markets where there are no volunteers, there will be appointments, but if you volunteer quickly, your work will be quickly done.

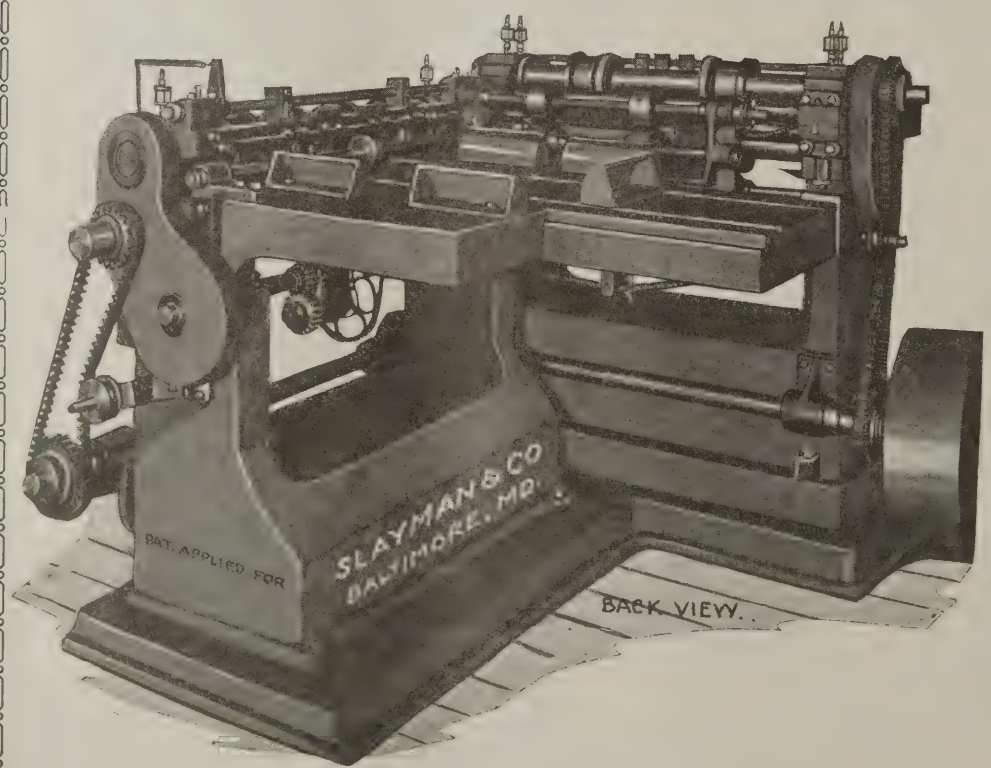
The preliminaries will not require much time. A week or so now will put you in shape for the final drive, beginning about November 1st and running up to the 8th. Thereafter the results will pay you for your time and efforts, to say nothing of the satisfaction which comes from having co-operated with two other great branches of the food distributing industry in work which is helpful to distributers and consumers alike.

INTERESTING FIGURES FROM ALL BEAN STATES

The Michigan Crop Reporting Bureau on July 11 released the following statement:

The preliminary estimates on beans offer some very interesting comparisons and Michigan farmers and dealers will do well to keep these figures in mind during the coming year. While the total acreage planted is 60,000 greater than in 1923, there is an actual decrease of 116,000 acres in the States growing the white pea bean and an increase of 176,000 acres in Colorado and

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY 801 E. Pratt St., BALTIMORE, MD.

Pea Graders

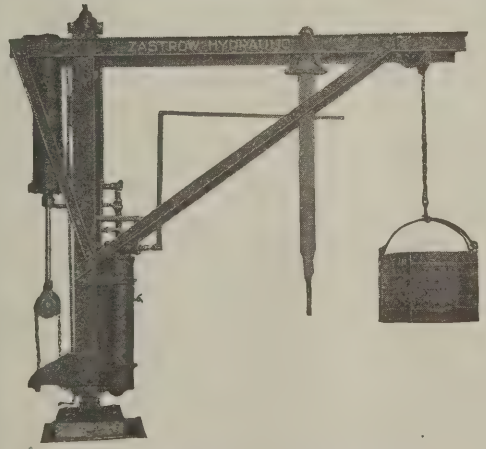
Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Graders, and Other Canning Machinery.

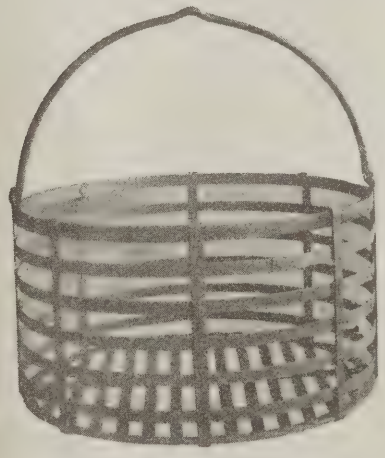
ZASTROW'S PROCESS ROOM EQUIPMENT



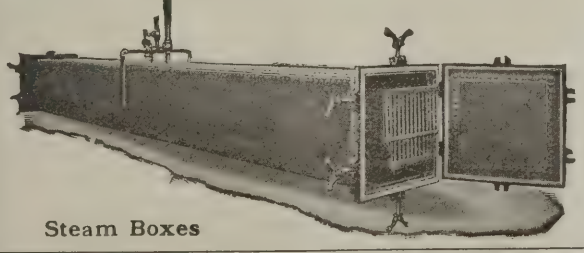
Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.



Improved Process Kettle or Retort 40" x 72" and other sizes.



Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.,
BALTIMORE, MD.

New Mexico whose crops are principally of the Pinto variety. While it is too early to predict what the volume of the crop will be, the present condition represents an increase in the two Pinto States of 1,190,000 bushels and a decrease of 3,301,000 bushels in the pea bean States, as compared with last year. As two and three-fourths millions of this decrease is in California, the Michigan crop will constitute a larger percentage of the white beans and undoubtedly be of greater influence on the bean market than ever before, according to official statement issued by V. H. Church, U. S. Agricultural Statistician for Michigan, and L. Whitney Watkins, State Commissioner of Agriculture.

The estimates for the important producing States are as follows:

	Acres Planted	Condition Per cent	Production Bushels	Farm Price June 15
New York	131,000	86	1,746,000	$3.80
Michigan	557,000	87	6,057,000	2.66
Wisconsin	10,000	83	104,000	3.80
Colorado	306,000	85	2,237,000	2.70
New Mexico ...	110,000	75	660,000	3.20
Arizona	5,000	85	37,000	4.00
Idaho	65,000	90	819,000	3.50
California	173,000	69	1,969,000	3.70
United States ..	1,357,000	82.9	13,629,000	3.38

—The Bean-Bag and Pea Journal.

ATTACK ON HIGH COST OF SHIPPING

Commerce Department Starts Campaign to Reduce Enormous Losses Due to Poor Packing.

AN attack on the high cost of domestic shipping by way of scientific studies destined to reduce the present enormous losses due to poor packing has been launched by the recently organized Domestic Commerce Division of the Department of Commerce, Director Klein announced today.

The public and all factors of industry as well as transportation agencies should benefit from the investigations which are being undertaken at the request of manufacturers, shippers and carriers, in Klein's opinion. He said the new domestic studies are a direct result of the investigations into export packing carried on by his Bureau some months ago at the suggestion of the House Committee on Merchant Marine and Fisheries.

According to Dr. Klein, losses to railroads alone during 1922 because of improper packing are estimated at $11,800,000. It cost carriers last year $5,000,000 just for repairs to damaged containers. More than 5,000,000,000 containers are used in domestic shipping every year.

With the help of the Forest Products Laboratories, the Interstate Commerce Commission, the Post Office Department, and such organizations as the Chamber of Commerce of the United States, the American Railway Association, the American Society for Testing Materials, the National Association of Box Manufacturers, the Associated Cooperage Industries of the United States, the Wire-Bound Box Association and the American Railway Express, the studies have been inaugurated along two basic lines.

First, the need for stronger and better containers so as to reduce loss and damage in transit, and, second, the need for cutting down the constantly growing costs of distribution in which packing plays an important part. Representatives of the different organizations named are now assisting in drawing up plans with the Department of Commerce. John F. Keeley is the Commerce Department's representative.

A NEW LABORATORY

Fully equipped to handle your problems is my contribution toward a successful season.

LeRoy V. Strasburger, B. S.
15 S. Gay St., Baltimore, Md.

Chemical Analyses Bacteriological Examinations.

1924 BEET SUGAR CROP SHOWS 25% GAIN

From Facts About Sugar.

American farmers have planted 915,000 acres to sugar beets this year, as compared with 733,000 acres in 1923 and 606,000 acres in 1922. This is a gain of nearly 25 per cent over the area devoted to the crop last year, and with favorable growing conditions should result in the production of over 2,000,000,000 pounds of sugar.

Colorado is the leading State in the extent of its sugar beet plantings, having 237,301 acres. Next comes Michigan with 155,176 acres, Utah 96,368 acres, Califronia 92,362 acres, Nebraska 66,372 acres, Idaho 58,522 acres, Ohio 55,513 acres, Wisconsin 34,200 acres, Wyoming 26,306 acres and Iowa 25,200 acres. The remaining 68,000 acres is scattered among a number of States, including Indiana, Illinois, Minnesota, Kansas, Montana, Nevada and New Mexico.

The crop has suffered from dry weather in Southern California, Utah and Idaho and the tonnage in these States probably will not be much higher than last year in spite of the increased acreage. In the Rocky Mountain section and in the Central States the condition of the crop is reported fully up to the average of previous years, and in some localities better than average. In Michigan field conditions are exceptionally good.

While the gross value of the crop probably will be larger than in any one of the past three years, farmers are not likely to obtain as large a revenue per acre from sugar beets as they did in 1923. On account of the prospective increase in the crop, combined with a heavy production of cane sugar in Hawaii, Porto Rico and Cuba, prices are at present nearly three cents a pound lower than a year ago. Refined sugar is quoted wholesale in New York at 6.40 cents a pound as compared with 9.25 cents in July, 1923.

She was applying for a pension.

"And pray, madam," asked the examiner, "why do you think yourself entitled to a pension?"

"My husband and I fought all through the war," was the reply.

THE MEAN THING

Peggy—"Does your husband talk in his sleep?"

Polly—"No, and it's awfully exasperating. He only smiles."

CANNED FOOD PRICES

Prices given represent the **lowest** figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. ****Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: (‡) Thos. J. Meehan & Co. (†) Jos. Zoller & Co., Inc. (§) A. E. Kidwell & Co. (*) Howard E. Jones & Co. New York prices corrected by our special Correspondent.

Canned Vegetables

ASPARAGUS*—(California)	Balto.	N. Y.
White Mammoth, No. 2½	Out	4.30
White Mammoth, Peeled, No. 2½	Out	Out
Green Mammoth, No. 2½	Out	3.00
White, Large, No. 2½	Out	4.00
White, Large, Peeled, No. 2½	Out	Out
Green, Large, No. 2½	Out	3.65
White, Medium, No. 2½	....	....
Green, Medium, No. 2½	....	3.50
White, Small, No. 2½	....	....
Green, Small, No 2½	Out	3.40
Tips, White, Mam., No. 1 sq.	....	4.75
Tips, White, Small, No. 1 sq.	Out	3.50
Tips, rGeen, Mam., No. 1 sq.	....	4.25
Tips, Green, Small, No. 1 sq.	....	3.75
BAKED BEANS†		
Plain, No. 1	.65	.70
In Sauce, No. 1	.80	.80
Plain, No. 2	1.00	1.10
In Sauce, No. 2	1.20	1.30
Plain, No. 3	1.30	1.40
In Sauce, No. 3	1.30	1.40
BEANS†		
String, Standard Green, No. 2	.90	....
String, Standard Green, No 10	....	....
String, Standard Cut White, No. 2	....	....
Stringless, Standard, No. 2	1.10	....
Stringless, Standard, No. 10	....	....
White Wax, Standard, No 2	....	....
White Wax, Standard, No. 10	....	....
Limas, Extra, No. 2	....	Out
Limas, Standards, No. 2	....	....
Limas, Soaked, No. 2	.80	.85
Red Kidney, Standard, No. 2	.87½	¶.90
BEETS†		
Small, Whole, No. 3	Out	....
Standard, Whole, No. 2	Out	....
Large, Whole, No. 2	Out	....
Cut, No. 3	1.50	....
CORN‡		
Std. Evergreen, No. 2, f.o.b. Balto.	1.20	1.25
Std. Evergreen, No. 2, f.o.b. Co.	1.20	....
Std. Shoepeg, No. 2, f.o.b. Co.	1.20	....
Std Shoepeg, No. 2, f.o.b. Balto.	1.25	Out
Ex. Std. Shoepeg, No. 2, f.o.b. Co.	1.25	Out
Fancy Shoepeg, f. o. b. factory	1.50	*1.45
Std. Crushed, No. 2, Baltimore	95	1.19
Std. Crushed, No. 2, f.o.b. Co.	1.00	*1.00
Ex. Std. Crushed, No. 2	1.05	*1.10
Ex. Std. Crushed, No. 2, f.o.b. Bal.	1.15	*1.15
Extra, No. 2, f.o.b. County	....	*1.10
Extra Standard Western, No. 2	....	....
Standard Western, No. 2	....	1.30
HOMINY‡		
Lye, No. 3	Out	....
Standard, Split, No. 3	3.00	*3.25
Standard, Split, No. 10	.90	*1.00
MIXED VEGETABLES FOR SOUP‡		
12 Kinds, No. 2	.90	1.00
12 Kinds, No. 10	4.25	5.25
OKRA AND TOMATOES‡		
Standard, No 2	Out	Out
Standard, No. 3	Out	Out
PEAS‡—		
No. 1 Sieve, 2s, f.o.b factory	....	*1.60
" f.o.b. Baltimore	2.00	*1.90
No. 2 Sieve, 2s, f.o.b. factory	1.50	*1.45
" f.o.b. Baltimore	1.60	1.70
No. 3 Sieve, 2s, f.o.b. factory	1.25	*1.25
" f.o.b. Baltimore	1.30	1.45
No 4 Sieve, 2s, f.o.b. factory	1.20	*1.20
" f.o.b. Baltimore	1.25	1.30
No. 5 Sieve, 2s, f. o. b. Balto.	Out	*1.15
Seconds, 2s	Out	Out
E. J. Standards, 1's, No. 4 Sieve	Out	.90
E. J. Sifted, 1's, No. 3 Sieve	.90	.95
E. J. Ex. Sifted, 1's, No. 2 Sieve	1.20	1.20
Fancy Petit Pois,, 1's	1.30	1.40
PUMPKIN‡		
Standard, No. 3, factory	Out	1.30
Standard, No. 10	Out	4.60
Squash, No. 3	....	1.70
Squash, No. 10	....	4.75
SAUERKRAUT‡		
Standard, No. 2	.80	.90
Standard, No. 2½	1.00	1.10
Standard, No. 3	1.10	1.10
Standard, No 10	3.50	3.75
SPINACH‡		
Standard, No. 2	1.05	1.10
Standard, No. 2½	1.45	1.50
Standard, No. 3	1.50	1.60

CANNED VEGETABLE PRICES—Continued		
Standard, No 10	4.50	4.75
California, No. 2½	....	1.50
California No. 10	....	4.85
¶F. O. B. Factory basis.		
SUCCOTASH‡	Balto.	N. Y.
Green Corn, Green Limas	Out	...
With Dry Beans, No. 2	1.40	Out
Maine, No. 2	Out	Out
New York State	....	....
SWEET POTATOES‡ F. O. B. County		
Standard, No. 2, f. o. b. county	1.25	1.30
Standard, No 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	Out	....
Standard, No. 9, f.o.b.	Out	....
Standard, No. 10, f.o.b. County	Out	....
TOMATOES‡		
Fancy, No. 10, f.o.b. Baltimore	Out	Out
Jersey, No. 10, f.o.b. Factory	....	Out
Standard, No. 10, f.o.b. Baltimore	4.50	4.50
Standard, No. 10, f.o.b. County	4.25	4.50
Sanitary 3s, 5½ in. cans	....	Out
Jersey, No. 3, f.o.b. County	Out	....
Ex. Standard No. 3, f.o.b. Balto	Out	Out
Standard, No. 3, f.o.b. Baltimore	Out	....
Standard, No. 3, f.o.b. County	1.35	1.45
Seconds, No. 3, f.o.b. Baltimore	1.35	1.45
Standard 2s, f.o.b. Baltimore	1.15	1.25
Standard, No. 2, f.o.b. County	1.15	1.25
Seconds, No. 2, f.o.b. Baltimore	....	....
Standard 9s, f.o.b. Baltimore	Out	Out
Standard 1s, f.o.b. Baltimore	.65	.70
Standard 1s, f.o.b. County	62½	.70
TOMATO PULP‡		
Standard, No. 10	3.25	3.25
Standard, No. 2	....	....
Standard, No. 1	.57½	.65

Canned Fruits

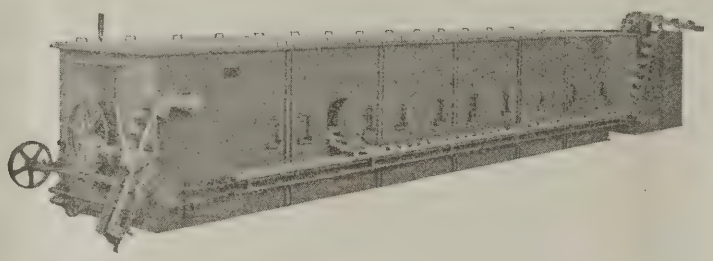
APPLES*		
Maine, No. 10	....	Out
Michigan, No 10	....	....
New York, No. 10	....	4.25
Maryland, No. 3, f.o.b. Baltimore	1.25	1.35
Pennsylvania, No. 10, f.o.b. Balto.	3.50	....
Maryland, No. 10, f.o.b. Balto.	....	Out
APRICOTS§		
California Choice, No. 2½	2.75	2.25
BLACKBERRIES§		
Standard, No 2	1.25	1.35
Standard, No. 3	....	Out
Standard, No. 10	7.25	7.50
Standard, No. 2, Preserved	1.70	1.80
Standard, No. 2, in Syrup	....	....
BI UEBERRIES		
Maine, No. 10	9.00	9.00
Maine, No. 2	....	2.05
CHERRIES§		
Seconds, Red, No. 2	1.40	....
Seconds, White, No. 2	Out	....
Standard, Red, Water, No. 2	2.25	Out
Standard, White, Syrup, No. 2	....	....
Extra Preserved, No 2	1.30	Out
Red Pitted, No. 2	....	....
Sour Pitted Red 10s	8.50	9.60
California Standard 2½s	2.85	2.45
GOOSEBERRIES§		
Standard, No. 2	1.50	1.65
Standard, No. 10	8.00	8.00
PEACHES*		
California Choice, No. 2½ Y. C.	Out	2.50
California Stand., No. 2½ Y. C.	2.05	2.15
PEACHES†		
Extra Sliced Yellow, No 1	1.35	1.40
Standard White, No. 2	Out	Out
Standard Yellow, No. 2	....	Out
Seconds, White, No. 2	Out	....
Seconds, Yellow, No. 2	....	....
Standards, White, No. 3	Out	....
Standards, Yellow, No 3	Out	....
Extra Standard White, No. 3	1.75	¶1.75
Extra Standard Yellow, No. 3	2.00	¶2.20
Selected Yellow, No. 3	1.75	....
Seconds, White, No. 3	1.30	Out
Seconds, Yellow, No. 3	1.30	¶1.30
Pies, Unpeeled, No. 3	1.10	¶1.15
Pies, Peeled, No. 3	....	Out
Pies, Unpeeled, No. 10	2.00	¶2.10
Pies, Peeled, No 10	Out	....

CANNED FRUITS—Continued PEARS†	Balto.	N. Y.
Seconds, No. 2, in Water	....	....
Standards, No 2, in Water	....	....
Extra Standards, No. 2, in Syrup	1.00	1.20
Seconds, No. 3, in Water	....	Out
Standards, No. 3, in Water	1.00	...
Standards, No. 3, in Syrup	1.50	1.75
Extra Standards, No. 3, in Syrup	1.60	1.85
PINEAPPLE*		
Bahama Sliced, Extra, No. 2	2.15	Out
Bahama Grated, Extra, No. 2	2.00	Out
Bahama Sliced, Ex. Std., No. 2	Out	Out
Bahama Grated, Ex. Std , No. 2	....	Out
Hawaii Sliced, Extra, No. 2½	2.05	3.10
Hawaii Sliced, Standard, No. 2½	2.90	2.90
Hawaii Sliced, Extra, No. 2	2.65	2.50
Hawaii Sliced, Standard, No. 2	2.50	2.40
Hawaii Grated, Extra, No. 2	Out	2.25
Hawaii Grated Standard, No 1	Out	Out
Shredded, Syrup, No. 10	Out	....
Crushed Extra, No. 10	11.50	11.25
Eastern Pie, Water, No. 3	1.25	....
Eastern Pie, Water, No. 10	4.25	....
Porto Rico, No 10	....	....
PLUMS†		
Water, No. 2	....	....
Syrup, No. 2	....	....
Water, No. 10	....	....
Black, Water, No. 1	....	....
Black, Syrup, No. 1	....	....
Red, Syrup, No. 1	....	....
RASPBERRIES§		
Black, Water, No. 2	1.75	1.85
Red, Water, No 2	...	....
Black, Syrup, No. 2	2.00	2.25
Red, Syrup, No. 2	....	¶1.80
Red, Water, No 10	9.00	¶9.00
STRAWBERRIES§		
Extra Standard, Syrup, No. 2	2.00	2.30
Preserved, No. 2	2.20	2.10
Extra, Preserved, No. 2	2.25	2.35
Standard, No. 2	1.35	....
Extra, Preserved, No. 1	1.25	1.35
Preserved, No. 1	1.15	1.15
Standard, Water, No. 10	6.50	8.75

Canned Fish

HERRING ROE*		
Standard No. 2 Factory	2.00	2.10
LOBSTER*		
Flats, 1 lb., case 4 doz	....	Out
Flats, ½ lb, case 4 doz	....	3.75
Flats, ¼ lb	....	2.15
OYSTERS*		
Standards, 5 oz	1.60	1.70
Standards, 4 oz	Out	....
Standards, 10 oz	3.10	3.05
Standards, 8 oz	Out	3.00
Selects, 6 oz	2.65	2.05
SALMON*		
Red Alaska, Tall, No 1	2.45	2.45
Red Alaska, Flat, No. ½	....	1.25
Cohoe, Tall, No. 1	....	1.75
Cohoe, Flat, No. 1	....	1.80
Cohoe, Flat, No. ½	....	1.10
Pink, Tall, No. 1	1.40	1.35
Columbia, Flat, No. 1	....	4.50
Columbia, Flat, No. ½	....	2.30
Chums, Talls	Out	1.30
Medium Red, Talls	1.30	1.75
SHRIMP*		
Wet or Dry, No 1½	....	Out
Wet, No. 1	1.80	1.85
SARDINES—Domestic, per Case F. O. B. Eastort, Me., 1924 pack.		
¼ Oil, Keyless	3.75	3.75
¼ Oil, Key	4.25	4.15
¼ Tomato, Carton	4.90	4.40
¼ Mustard, Keyless	3.65	3.65
¾ Mustard, Keyless	....	4.00
California, per case	13.00	16.50
Oil, ½s	....	12.00
Oil, ¼s	....	9.00
Oval, No. 1	....	4.50
TUNA FISH—White, per Case		
California, ¼s	...	...
California, ½s	12.00	12.50
California, 1s	....	24.00
California, ½s, Blue Fin	....	7.75
California, 1s, Blue Fin	....	15.00
California, ½s, Striped	....	8.50
California, 1s, Striped	....	13.00

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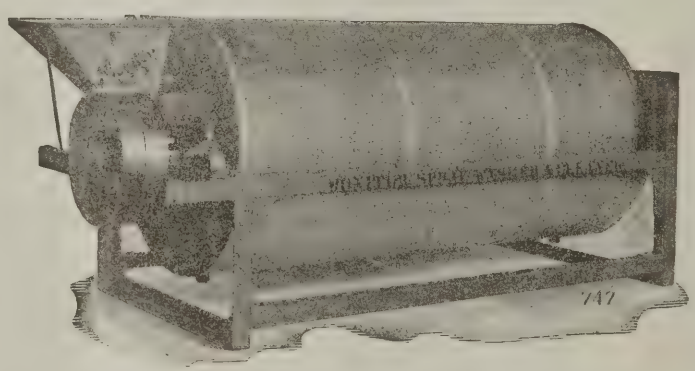
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The washing sprays are adjustable to your needs–choke–ups or mixing are impossible–in fact, its the perfect Pea Washer.

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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, AUGUST 11, 1924

WEEKLY REVIEW

Wisconsin Suffers From Too Much Rain—Maryland Needs Rain—Pea Pack Is Affected—Tomatoes and Corn Have Made Progress Under Better Weather—Tomatoes Are Weak in Baltimore—Corn Canning Will Be Late—Market Is Steady.

THE DELUGE—Just as reports began to seep out from Wisconsin that the 1924 pea pack would be much better than supposed, owing to the unusually good pea weather which that State had experienced recently, there came over the wires news that a deluge had struck the State and done considerable damage. Fears, of course, were felt for the sweet peas yet to be canned, and now it seems that they were badly caught.

Under date of August 7th, the Secretary of the Wisconsin Pea Canners' Association, W. E. Nicholoy, wired us as follows:

> "Wisconsin pea pack seriously curtailed account of recent torrental rains. Excessive rains during the past ten days have slowed up canning operations, but heavy downpours of Sunday and Monday finished the job. One canner compelled to abandon 500 acres sweets; others harvesting with hand scythes account ground too muddy for mowing machines. Checking of loss slow because of damage to telephone and telegraph lines, but satisfied loss will run into hundreds of acres."

You can read the story of pea packing in that wire, and see where the hopes of the canners for a good big pack of the late peas, sweets, have gone a-glimmering. This deluge hit this pea crop at its worst time, just when the canners may not wait for drying fields or better weather; right when the peas were ready for the canners and when delays are fatal.

It has been known that Wisconsin has had rather too much moisture during the past two weeks, and the same may be said of New York State, in parts at least, but as Secretary Nicholoy intimates, the finish came with the cloudburst, or whatever it was, which was reported by the daily papers as having done much damage in Milwaukee. We have heard of no such climax in New York State up to this writing. It was thought that peas had squeezed through with a good crop and pack in this most eventful year of 1924, as the only major crop able to do so; and while there will be a good pack of peas, this happening may change the whole complexion.

OTHER CROPS—Locally it has been as dry as a bone for more than six weeks, and the ground is parched as it has not been since last season's long dry spell. This is not helping any crop, and there are those who predict that in and around Baltimore it will kill the tomato crop. That crop was in a bad way, and has been all season, and this visitation is, accordingly, the more harmful.

However, other sections seem to be profiting by the heat and the occasional rains. The general tenor of our Crop Reports is brighter and more hopeful, and it is even said that some of the lost time is being regained. But all agree that it will take a very late fall to insure anything like a good pack of either corn or tomatoes.

Writing us from the heart of the Peninsula, one who says that he has spent the last four weeks "out in the tomato patches," says:

> "Condition much improved in the last three weeks. Vines are growing fine and are fruiting in fine shape. Needing a shower.
>
> "Yield as to vines looks O. K., but many vines missing. Average set about normal, or a little larger than last year, but so badly broken the average will not be over 75 per cent, if that high. We will, with favorable weather from now on, get 60 to 80 per cent of last year's pack; but if early frost, the pack can't be over 50 per cent."

This about summarizes the feelings of most canners and growers, and that is that under the better weather conditions the tomato crop has improved, and gives promise of better yield on such vines as are out and growing. The trouble is that so many of the vines have been killed off from one cause or another that the crop cannot be a full one, regardless of weather. And it will not be far from correct to say that this is the condition in all great tomato canning regions. If there is an exception, it will probably be found on the wrong side of the ledger. Of course, the weather continues to be the controlling factor in the matter, but only as to yield per plant, for the acreage cannot be added to, needless to say.

For some unaccountable reason the tomato market in Baltimore shows a weakness this week. It is possible that the early report of scarcity of the No. 2 size canned tomatoes in this market was overplayed, for during the rush to cover on this size the market here went above $1.20, and as high as $1.25, while New York and other sections seemed to remain at or around $1.15. The market here has now reacted to that figure, and is so quoted this week. On the other hand, No. 10s have advanced from $4.25 to $4.50, showing that there was a possible error in the reported heavy supply of this size tomato. No. 3s are quoted at $1.35, both county and city. It may be possible that the first appearance of new tomatoes in the canneries here—a few early arrivals from Southern New Jersey—caused this weakness. Baltimore will always knock its prices down as soon as new goods come to the tables. The anxiety to sell goods as fast as packed, but actually as or before packed, is to blame for this.

CORN—The consensus of reports from Iowa and that territory generally is shown in one report just at hand as this is being written, and which says: "Sweet corn about 70 per cent of a stand; two to three weeks late. Will depend entirely upon when we get a killing frost."

Again, all corn-growing sections might echo this statement. Usually by this time of the year corn canners are beginning steady operations, and we have known times when the pack was quite well along at this time, but while roasting ears are in the market in more plentiful supply, you can imagine that the canneries are far from running when the hucksters ask 60c per dozen for it. A careful reading of the crop reports shows that corn canning will be unusually late, and that the crop and, consequently, the pack cannot amount to more than 70 per cent of normal. And it must have a late frost to get through on that schedule.

Owing to this uncertain outlook, corn canners are not willing traders, but demand and inquiry for corn are both quite good. There are no price changes from last week, but the market is firm, with promise of further rises. The western section of the country seems to be particularly confident of corn prices, and there is no weakness there.

STRING BEANS—Just after the Government made its favorable report upon the string bean crop of the country, reports began to come in to us of the poor condition of this crop. As we said when commenting upon the Government's report, it was surprising to see this crop in good condition in the face of weather which was anything but good for beans. If the stringless bean crop and pack comes through with a good showing, we will acknowledge our surprise. Bean canning is on in full swing, but the prices are too high. The bean growers blame this on the high prices they have to pay to get the beans picked, and say that they must get $1.25 per bushel to come out even. Bean picking is becoming a little too strenuous for most labor nowadays, and the big colonies of Italians and other foreigners are not to be had any more. This is just one instance where the present un-American immigration laws are hitting the American consumer under the belt, and hitting the canners in particular a wallop. And it will grow worse instead of better.

We heard reports to the effect that, owing to the recent law passed by the Government regulating the taking of salmon, that that industry would be badly crippled, if not killed, and that the packs would be only a percentage of former ones. A disinterested fishing source now reports the greatest run of salmon ever known, and that some canneries have taken as much in two weeks as they did a whole season before. Nature has a funny way of making a liar out of a market prognosticator, hasn't she?

The sardine canners, however, are still waiting patiently for their boats to come in, and the sardines are wanted.

NEW YORK MARKET

New Packs Coming In—Carryover About Exhausted—Florida Tomatoes Substituting Tri-States—New Corn Goes Well —Pea Pack Larger Than Was Looked For—California Fruit Prices Higher—Red Salmon Are Running Short—Maryland Stringless Beans Are in Demand.

New York, August 7, 1924.

By "New York Stater,"
Special Correspondent "The Canning Trade."

THE SITUATION—There has been some easing up in the spot situation during the past week. The time for early deliveries of future purchases of some varieties of canned vegetables has arrived, and as a result many of the buyers are now out of the market for spot supplies, temporarily, and are devoting their attention to the handling of their early shipments of new packs. Despite this situation, however, there has been no weakening of the spot price basis, and the general impression seems to be that the limited spot holdings will be absorbed at current values before the end of the season.

Stocks Light—The trade goes into the new season in a very strong statistical position. Holdings of 1923 pack have gone into consumption to a great extent, and the carryover is practically nil on many lines. This scarcity of 1923 packs applies not only to jobbers' and canners' stocks, but is true, also, to a great extent of the retail grocers' holdings.

Florida Tomatoes—An indication of the shortage of tomatoes from the usual sources of supply for this market is furnished by the action of a leading chain store operating locally, which is featuring Florida packed standard tomatoes. The stores in question normally run on Tri-States pack.

Tomatoes Lower—The old tomato season is now merging with the new one, and the usual readjustments of prices are being made. While Baltimore canners quote spots from the old pack for prompt shipment at $1.12½ to $1.15 per dozen, country packers are offering standard 2s for immediate shipment at $1.00 to $1.05 per dozen, while business is being taken on new pack for later shipment at 92½c per dozen for this size and grade. Standard 3s offer at $1.35 per dozen for prompt shipment, and $1.32½ on future contracts, while 10s are quoted at $4.25 for prompt shipment, and the same price for later shipment. All of the foregoing prices are f. o. b. cannery. Buyers are now weighing all of the reports received regarding pack outlook, etc., in an effort to gauge the future situation more accurately. Fair buying during the week, however, indicates that buyers are fairly certain regarding the outlook for the immediate future. Present indications point to a probable pack of between 3,000,000 and 3,500,000 cases of tomatoes in Maryland and Delaware this season, but these figures, of course, are nothing more nor less than a guess. The story will not be told until the crop is in the cans.

New Southern Corn—Canners are offering new pack standard crushed corn at 95 cents per dozen, f. o. b. cannery, for the No. 2 size, and there has been a little buying interest at this figure. Many jobbers, however, continue to voice their disapproval of the designation of the corn as "crushed," feeling that this creates a prejudice against the corn in the minds of consumers. The term standard sugar corn meets with a much better reception from the jobbers and consumers alike.

Western Corn—Mid-Western packers continue to offer new pack at 95 cents to $1.00 per dozen, f. o. b. cannery, with extra standard 5 to 10 cents per dozen higher. A good buying movement was reported during the week.

Fancy Corn—A little Minnesota fancy Crosby was reported available at $1.30 to $1.35 per dozen for new pack for later shipment. Fancy Minnesota Golden Bantam was quoted at $1.65, factory. The outlook for the pack in Maine is more favorable than earlier reports had indicated, but little is being offered, most canners having sold sufficient futures to take care of the pack they are sure of making. They prefer to withhold any surplus corn they may have this season for the later market.

Maine Peas—Several of the Maine canners are working on peas this year. The pack last year was more or less of an experiment, and it turned out very satisfactory. The pack is of fancy, extra standard and standard quality, and has met with a good demand this year, the quality being reported as excellent.

Wisconsin Peas—Late reports indicate that the total pack of peas in Wisconsin this year, the yield of Alaskas being much larger than packers had looked for. There is some surplus of Alaskas available, and packers are now offering these goods at $2.50 for fancy 1s, $1.95 for the "near fancy" grade of 2 sieve, $1.35 for extra standard 3 sieve, $1.20 for extra standard 4 sieve, and $1.15 for standard 4s Alaska.

California Fruit Quality—Disquieting reports are being received from California regarding the quality of peaches and apricots for canning this season. Present reports indicate that the pack of seconds and standards apricots and peaches will be large, while the production of the higher grades will be correspondingly small. The California Packing Corporation has issued a revised price list on new pack fruits, showing slight upward advances on many grades. Standard peaches are advanced to $2.25 in the new list. Other packers are either advancing their prices, or withdrawing from the market. Some buyers, however, have consistently discounted the bullish reports of the California canned fruit situation, and have bought only enough to take care of their early requirements, expressing the belief that when deliveries of future purchases have been made by the packers there will be sufficient surplus stock on hand to take care of the demands of buyers for the balance of the season.

Salmon—Reports from the Northwest indicate that the pack of reds in the Western Alaska district is running short. The run of chums has been good, however, and it is understood that the pack to date has been large. Pinks, however, are running short, and packers are predicting a marked reduction from 1923 production figures on this grade. Warmer weather all over the country has stimulated the demand and sales, but the market has remained unchanged as to price.

Sardines—Buyers are still remaining out of the Maine sardine market to a great extent, and are buying only in small lots for immediate requirements. The market has evolved into a test of staying powers on the part of the jobbers and the packers. The latter have held consistently thus far for an inside price of $3.75 per case, f. o. b. cannery, on quarter keyless oils, while distributors have been trying to force the market below that figure.

Tuna—The position of the market has strengthened a little as a result of the fishermen's strike, which has tied up the packers. Buyers, however, continue bearish on tuna, following recent price reductions.

Beans—There has been a good demand reported during the week for Maryland pack string and stringless beans. No. 2 cut green stringless have sold as low as $1.10, it is reported, but the general market holds at $1.25. Wax stringless beans range $1.15 to $1.25 for standard 2s, with 10s at $6.00 per dozen for full standards. Maine packers are starting their run on beans this week, and look for a good pack.

ST. LOUIS MARKET

The Market Generally Firm—The lateness in Tomato Pack An Advantage in Cleaning Up 1923 Pack—Weather Influences Future Corn—No Overproduction of Peas —California Fruits Are Strong—Canned Foods Prices August 7, 1924.

St. Louis, August 7, 1924.

By "Missourian,"

Special Correspondent "The Canning Trade."

THERE is little change to record in the market for canned foods. Most canned foods distributors are devoting their attention to pickups, and are keeping their assortments down in order to replace them with new packs as they appear on the market. They can readjust prices in that way if the occasion should require and no long lines which might cause losses by being bought too high. Buyers are always looking for real bargains. The volume of future business is limited, as canners are more or less withdrawn from the market, or where they are open for business they are quoting figures which do not appeal to jobbers.

Tomatoes—Prices on new pack tomatoes are firm. The Tri-State season is late, and there will be no early deliveries. There is enough of the old pack, so the lateness will not bother the trade. It will only help a better cleanup of the 1923 pack. Canners in the South are not willing to sell freely because they do not know how their packs will turn out, and buyers are not so sure that the production will be as low as the canners predict. It is a standoff. California packers are more or less out of the market.

Corn—Corn is moving, but only in a routine way. Standards are steady and fancy firm. Futures are influenced by weather conditions, so canners are a little cautious about accepting new business. In fact, they are withdrawing their quotations and offerings. Very few cheap Southern standards can be had.

Peas—Conditions in peas have not changed. Wisconsin packers are not ready to push their insold packs, and insist there will be no overproduction of any sizes or grades. It is said, however, that if the Wisconsin pack is short, it will be in the larger sizes in particular. As for sweets, the weather has to be considered. Indications point to a fairly full crop. There has been a heavy future contracting, and while trading is quiet, the volume of business will be much greater than it was a year ago.

Miscellaneous—String and stringless beans from the South and beets, succotash, spinach and asparagus are well taken locally, with prices holding firm. New pack business, with the exception of spinach and asparagus, is of good volume. Trading on the spot and from packing centers for quick shipment has been of more importance. Stocks of free-selling lines are going into consumption at a wholly satisfactory manner.

Fruits—As the season advances California packers become more firm in their views. They are less anxious to sell and are more inclined to withdraw or advance their quotations on the whole line. It is difficult to get confirmation on pears. There is a stronger feeling, also, in peaches. Canners maintain that the pack of the State will be very small. The altered situation has caused more interest in fruits. There is more general buying of the whole line. Some dealers are looking for discounts under quoted prices, but they show more inclination to buy, and where sales have been accomplished it has been the buyer who has met the packers' views and not the packer who has made the concession. Pineapple is steady and is in fair demand.

Canned foods, f. o. b. point of shipment.

Canned Tomatoes—
- No. 2 Standard, Indiana..... $1.25
- No. 3 Standard, Indiana..... 1.70
- No. 10 Standard, Indiana..... 5.60

Canned Peas—
- Fancy No. 1 Alaska, Wisconsin..... 2.60
- Fancy No. 2 Alaska, Wisconsin..... 2.20
- Fancy No. 3 Alaska, Wisconsin..... 1.75
- Extra Standard No. 2 Alaska, Wisconsin..... 1.90
- Extra Standard No. 3 Alaska, Wisconsin..... 1.50
- Extra Standard No. 4 Alaska, Wisconsin..... 1.40
- Fancy No. 2 Sweets, Wisconsin..... 2.25
- Fancy No. 3 Sweets, Wisconsin..... 1.90
- Fancy No. 4 Sweets, Wisconsin..... 1.60
- Extra Standard No. 1 Sieve Sweets, Wisconsin..... 2.00
- Extra Standard No. 2 Sweets, Wisconsin..... 1.75
- Extra Standard No. 3 Sweets, Wisconsin..... 2.50
- Extra Standard No. 4 Sweets, Wisconsin..... 1.45
- No. 2 Fancy Crosby, Minneapolis..... 1.35
- No. 2 Golden Bantam, Fancy, Minneapolis..... 2.00
- No. 2 Standard Evergreen, Wisconsin..... 1.00
- No. 2 Extra Standard Evergreen, Wisconsin..... 1.10
- No. 3 Fancy Narrow Grain, Extra Sweet, Wisconsin... 1.20
- No. 2 Fancy Country Gentleman, Wisconsin..... 1.25
- No. 2 Fancy Country Gentleman, Illinois..... 1.35
- No. 2 Extra Standard Evergreen, Illinois..... 1.10
- No. 2 Standard, Illinois..... 1.00
- No. 2 Standard, Iowa..... 1.00
- No. 2 Fancy Narrow Grain, Iowa..... 1.20
- No. 2 Standard, Indiana..... 1.00
- No. 2 Extra Standard Country Gentleman, Indiana.... 1.25
- No. 2 Fancy Country Gentleman, Indiana..... 1.25
- No. 2 Standard, Ohio..... 1.00

CHICAGO MARKET

New Packs Are Fine Quality Packs—Big Demand for All Varieties—Another Consideration of Quality—Very Few Price Changes to Be Noted.

Chicago, August 7, 1924.

By "Wrangler,"

Special Correspondent "The Canning Trade."

THE canned foods market has begun to take on some life, and brokers and buyers have turned up the corners of their mouths, which have been turned down for some time, and are now smiling.

New Pack Arrives—The reason is that cherries, berries, peas and a few other articles of the new or 1924 pack have begun to arrive in Chicago and the shipping floors, railway stations and steamer docks are beginning to take on the appearance of canned food warehouses, as the fine quality, new pack of 1924 commences to roll into this market.

Immediate Delivery—The goods are delivered to city retailers and shipped to country retail grocers as fast as they can be handled, for there is an urgent demand for all kinds of canned foods.

Condition of the Market—This despite the fact that the markets are heavily supplied with fruits and vegetables in their natural state. All of which goes to show that no other form of food is so convenient, or more popular than canned foods. It also shows that the market has never been in as good situation, from a supply and demand standpoint, as it is at this time.

The Reason—Canners are to be congratulated, for their determination to pack quality goods has had most to do with the condition of the market, and the "sold out and gone" condition of the pack of last year. Then, the canners have loyally given their co-operation to the distributors in helping them to educate the consumers of this country as to the desirability, safety, wholesomeness and excellence of canned foods.

Canners have come to see that "the foundation of business is confidence, which springs from integrity, fair dealing, efficient service, and mutual benefit."

Those who are engaged in the canning and conservation of the food supply have reason to hold their heads high, and to be proud of the blessed usefulness and humane value of the industry in which they are engaged.

We hear a great deal said in these days of many preachments about quality, and it is true that too much can hardly be said in advocacy of quality in canned foods, but we must not forget that the economies of food conservation and production must be remembered, and that nothing which is edible and nutritious must be wasted. If standard foods must be packed, let them be really standard and not sub-standard. There are

millions of people who cannot afford to buy fancy qualities, and good standard quality in canned foods is just as wholesome, nutritious and more economical as fancy quality. Then, a producer, grower or canner of food products must take what nature gives him and make the best he can of it, wasting nothing and discarding nothing except that which is unfit for food for people, and even that can be used for food for animals. If canners undertake to put only extra-standard or fancy quality into their cans, discarding everything below those grades, it would so increase the cost of their output that prices would be burdensome to the consumers and almost prohibitive, and would illustrate the old proverb "Wilful waste makes woeful want."

Prices—There is very little to be said about prices or market changes, as there are very few. The marekt as to prices is steady, and this applies to futures, as the spot market is practically closed for lack of supplies.

It is known that Iowa has sold a million cases more corn for the delivery from the pack of 1924 than at this time last year, but it is not known what the situation in Minnesota, Maine, Maryland, Illinois, Ohio, Indiana, Wisconsin or other corn-canning States is in that respect as to advance sale of canned corn. Nor is there any information as to the volume of sales of any other articles in canned foods.

I like the position of Iowa in that particular as to furnishing the statistics of the future pack as sales progress, and think that all the canning States should furnish that information through their State Associations to the buyers and distributors. I think the canning industry is now so strongly established in confidence and credit that it can play the game in the open without evasion or concealment or reservation, and that the candid presentation of the facts of the season's progress in sales and contracts would give to buyers again that confidence which they seem to have lost to an extent, and inspire and encourage them to buy goods for future delivery as they used to, and not be feeling cautiously along, believing nothing that their brokers tell them, and constantly bearing the market like a man groping in the darkness, not knowing the way and without a dependable guide.

What Canned Foods Distributors are Doing

President McLaurin Advises Jobbers to Stop Price Cutting and Giving Away of Discounts—John W. Morey, New President of National Wholesale Grocers' Association, Appeals For Cooperation and Suggestions—National and American Associations Resume Diplomatic Relations—Notes of The Trade.

AN interesting bulletin on the subject of gross margins, and economies in the wholesale grocery field, containing many interesting figures on costs, etc., has been prepared and sent out to the trade by J. H. McLaurin, president of the American Wholesale Grocers' Association. In this bulletin Mr. McLaurin writes:

"We have challenged the fairness to the trade and the accuracy of the statement that has been widely published, to the effect that—

> "'The solution of the problems that confront the trade does not in any way lie in the direction of wider margins, but rather in the introduction of economies.'

"In questioning the fairness and accuracy of this statement we have fully appreciated the value of the studies that have been made of operating costs in the wholesale grocery trade and the dire need for realizing all possible economies in operation.

"We have said and now repeat, with full conviction of its essential truth, that sound economics must have prior line to economies, important as they are. Every service which you perform has its expense attached, and just as far as that service is necessary and worth while, just that far it requires and deserves recompense. A merchant is the servant of his customers and the true servant is worthy of his hire.

"The gross margin, as we have pointed out, is computed by substracting from total net sales the total cost of merchandise sold. Obviously the difference between this gross margin and the total cost of operation measures the profit realized from carrying on the business. This difference between gross margin and expenses of operation is affected both by variations in operating expenses, increasing as these expenses decrease and decreasing as these expenses increase, and by variations in the gross margin itself either by a relative increase in net sales or by a relative decrease in cost of merchandise sold.

"The issue which we have raised is, then, whether or not a better profit showing can be realized in no other way than by reducing operating expenses through economies or savings in the expenses of operation.

"On this issue our position is that until sound principles of economics are introduced into the trade and unswervingly practiced by wholesale grocers, economies or savings in operation may be and too often are futile. Of what use is a saving in expense that is given away? Of what use is a "paper" gross profit that is not realized in the prices actually received? Of what use is an attempt to cut down operating expenses when certain services at an increasing cost are given free of charge to the customer?

"Are we not right in our position that sound principles of economics, including correct and fair price levels, fair and uniform merchandising practices, performing in the most efficient way possible those economic services falling within the scope of wholesaling, asking and receiving a fair and only a fair reward for services performed—that these principles are the only safe foundation upon which to build a business?

"Surely, the primary motive behind the movement to study costs of operation is that such information is necessary to a fair markup of price policy. There are, of course, other very important advantages to be gained from a knowledge of operating costs, but there is no possibility of an intelligent pricing system without it. Such knowledge has a direct bearing upon the gross margin. It means a more equitable distribution of costs among the various commodities handled. This is the most difficult and complex problem which the wholesaler has to face.

"A typical wholesale grocery establishment will have around 1,000 live accounts, each one representing on the average from about $800 to $1,200 in annual purchases. While compared with some complicated manufacturing processes, the wholesale grocery business is a simple process, so far as the actual handling of foods is concerned, the great number and variety of items carried makes very difficult an accurate accounting system. In the larger establishments the number of different individual items ranges from 7,000 to 10,000. It is the task of the manager of such a business to give to each item its appropriate markup, with due regard for original cost, handling, warehousing and delivery charges, a proportionate amount of overhead expense, selling cost, and competitive price in the market.

"Furthermore, in only a small and indirect way is the wholesale grocer affected by the introduction of machinery, by new inventions or by progress in the industrial arts. It is not possible for him, as for the manufacturer, to transfer human skill and intelligence to iron and steel in the form of machinery and command them to apply their tireless energy in his service. There is apparent today no possibility of revolutionizing the handling of goods by wholesalers, by the introduction of labor-saving machinery. To be sure, the building of good roads and the increased use of motor trucks have brought certain changes and certain complications, but no simplification or saving—rather a new service without adequate recompense.

"The wholesale grocery business is notoriously run on a narrow margin of profit. A relatively large annual sales for the investment is typical. Hence, a minute saving on each item or on several items might bulk large in the net profit showing. This is the value of even small economies in operation. The very same principle applies to correct pricing and the adherence thereto. There is no value in the principle of economy in opera-

tion that does not apply equally to proper pricing and the unfaltering maintenance of honest, fair-to-all merchandising methods.

"This is our plea: Economies or savings mean nothing if given away. Discounts mean nothing if given away. Service means nothing if given away. A merchant really has only what he retains. If he breaks packages for nothing, if he delivers goods for nothing, if he transfers to customers his discounts, if he does not have the courage to live up to a price carefully prepared to be honest to the manufacturer, to the retailer and to himself, there is really little practical use in his seeking earnestly after economies in operation."

Morey Asks Support—John W. Morey, of the Morey Mercantile Co., Denver, Col., new president of the National Wholesale Grocers' Association, has addressed a personal message to members, as follows: "The great honor conferred on me by our Association at its annual meeting in Chicago recently deserves more than a general acknowledgement. I would like to thank each member individually, but in the absence of a better method will ask you to consider this a personal expression of my sincere appreciation. In administering the affairs of our Association we will endeavor to follow in every way the principles and policies so wisely established by the founders of the Association and so consistently adhered to by previous administrations. There has been a tendency on the part of some in various lines of business to look to their trade associations for relief from all their difficulties caused by present business conditions. This is wrong. There are certain very definite boundaries beyond which the Association cannot legally go and also certain activities which cannot be handled satisfactorily by the Association, even though they might be entirely proper from a legal point of view. There are some problems which can be solved only by the individual business man for his own business. On the other hand, our Association, through educational co-operation with retail grocers, manufacturers, canners, government agencies, etc., will continue its efforts to improve business conditions where it can legally do so and to ward off action that might prove unfavorable to our business. Every effort will be made by our Association to further the interests of wholesale grocers in every way possible, and at the same time to avoid all activities which are even questionable for legal or other reasons. The advice and criticism of individual members is essential to the success of any administration, and I hope that everyone will feel free at all times to communicate with me or with any other officer or Executive Committee member. A personal exchange of ideas would be of even greater advantage, and I and the other officers and directors of our Association will deem it a personal favor if you will call on us whenever the opportunity presents itself. Please do not hesitate to suggest and criticize freely regarding matters which we have done or activities which in your opinion should be undertaken."

American Opens Federal Tax Service—The American Wholesale Grocers' Association, which has just removed its headquarters to Washington, D. C., announces that it has established a Federal tax service, under the direction of C. B. Hurrey, former deputy commissioner of internal revenue, and a well-known attorney of Washington, specializing in taxation problems. It is the purpose of the new service to furnish free all information requested by wholesale grocers concerning all matters of Federal taxation. The service is open to all wholesale grocers, whether or not they are members of the American.

Harmony in the Industry—After several years of strained relations between the National Wholesale Grocers' Association and the American Wholesale Grocers' Association (formerly the Southern), the two organizations have worked together to a point where co-operation in trade problems is assured, and the old feeling of hostility has vanished.

Following the election of John W. Morey as president of the National Wholesale Grocers' Association, J. H. McLaurin, president of the American, wired Mr. Morey as follows: "It is with profound satisfaction that I learn of your election to the presidency of the National Wholesale Grocers' Association. Permit me to express to you my sincere good wishes for a most happy and successful administration."

In reply Mr. Morey wired: "I very much appreciate your telegram, and reciprocate your good wishes. I hope that we may be able to work together in every way possible for the good of the grocery business."

Notes of the Trade—J. W. Herscher, president of the Hubbard Grocer Co., of Charleston, W. Va., former president of the National Wholesale Grocers' Association, was a visitor in the New York market this week.

Joseph Diflo, spot canned foods buyer for R. C. Williams & Co., of New York, is vacationing at his summer home at Rockaway Point.

The General Stores Syndicate, managed by M. Eiseman & Sons, Philadelphia, wholesale grocers, and formed by the merger of several Philadelphia jobbing houses, will operate a chain of grocery stores in the Quaker City.

M. L. Toulme, secretary of the National Wholesale Grocers' Association, is on a Western trip.

M. L. Morgan Co., wholesale grocers, of Bowie, Ariz., have moved their main office and warehouse to Globe, Ariz. A branch warehouse will be maintained at Bowie. All buying will be done at Globe hereafter.

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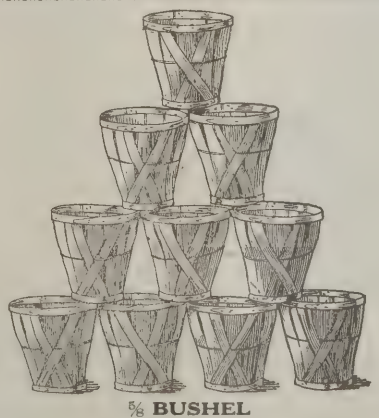
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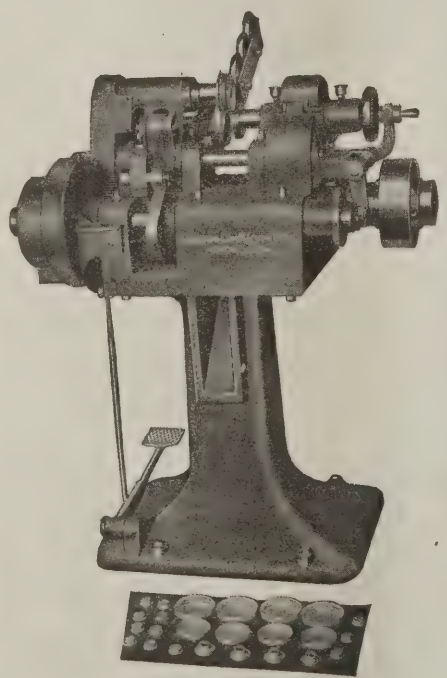
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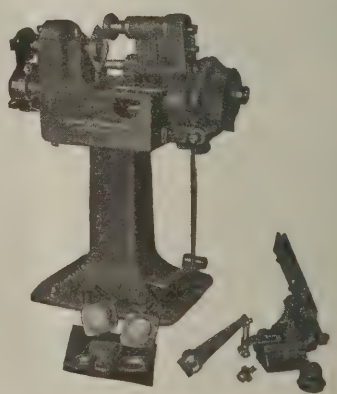


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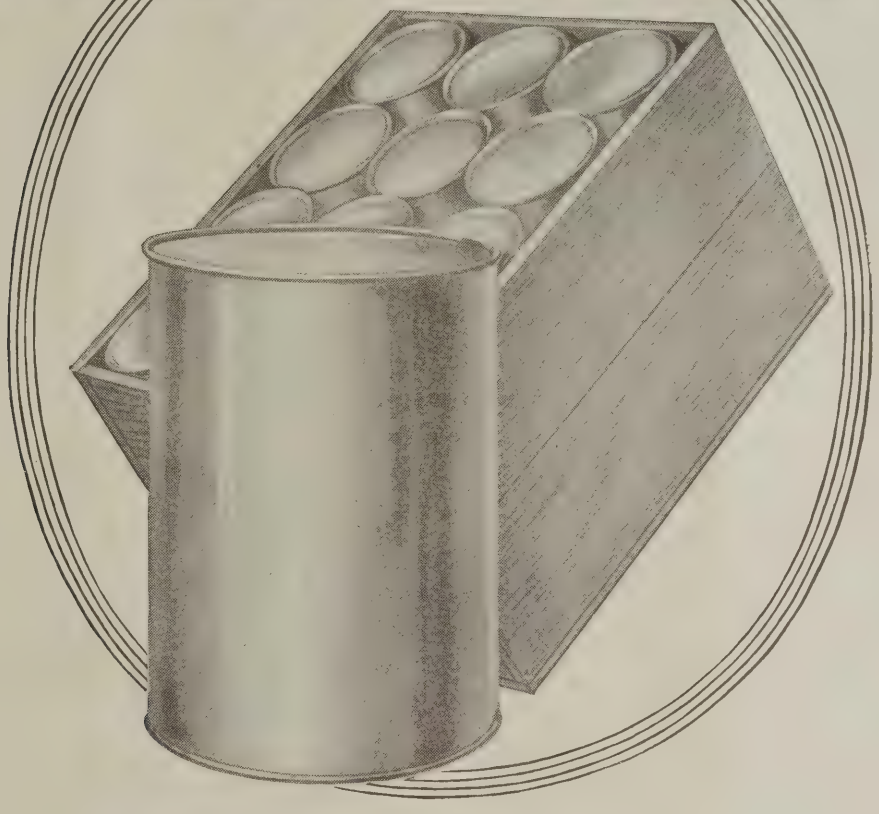
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The Heekin line is complete—from the small vegetable and fruit cans to the large lard or sorghum containers, there are Heekin Cans for every need. And every one is an example of quality manufacture.

Heekin Cans are giving complete satisfaction to thousands of canned foods consumers every day. Heekin Cans will be delivered at your door in any quantity your fruit or vegetable crops specify.

Write us today and let us know your estimated canning requirements. We will gladly send you prices and complete information.

THE HEEKIN CAN CO.

New, 6th & Culvert Sts. **Cincinnati, Ohio**



Are people familiar with your brand?

Goods well displayed are half sold, and actual tests prove that good looking counter displays (silent salesmen) will positively increase sales.

How many brands of Canned Foods are actually called for by name? And isn't it true that crowded shelves confuse the purchaser so that the grocer's suggestions are usually accepted.

Why not let people become familiar with your label and ask for your brand by name? An attractive counter display will bring your can off the shelf down on the counter where it can be seen by everyone entering the store.

We have made a study of this subject and originated some particulary successful displays. May we plan one for you?

The U.S. Printing & Lithograph Co.

CINCINNATI, 80 Beech St.
BROOKLYN, 95 N. Third St. BALTIMORE, 24 W. Covington St.



SMILE AWHILE

IT'S A FREE COUNTRY

Customer—"You say these trousers are all wool?"
Dealer—"Absolutely!"
"Nonsense! Why, man, I see boll weevil tracks on 'em!"
"Well, ain't a boll weevil got a right to change his diet once in a while, huh?"

THE REASONABLE DOUBT

Mrs. Nerveley—"Hear that burglar downstairs?"
Mr. Nerveley—"Nonsense! That's just the cat."
"Well, go down and make sure."
"Not on your life! I'm not that sure!"

ILLUSTRATED SONGS

Mrs. Murphy (fifth floor)—" 'Tis a fine voice yer husband has. Last night I heard him singin' to yez, 'Sleep, Baby, Sleep; Close Yer Bright Eyes.' "

Mrs. Casey (fourth floor)—"An' he closed wan of them, too. Look at ut!"

MOST APPROPRIATE

In signing a state bonus blank a New York City notary accidentally affixed this stamp under his name:

"Past Due. This account has, no doubt, escaped your notice. Will you please favor us with remittance by return mail?"—Signal Post, New York City.

HOT OFF THE WIRE

Voice on Phone—"Gimme Main 4."
Operator—"You should say 'Main oh, oh, oh, four."
V. O. P.—"Oh, oh, oh, yes."

IN THE ROOTING SECTION

Angry Patient—"I thought you were a painless dentist? Didn't I just hear a man howling in there?"

Dentist (brilliantly)—"Ah, sir, he was just cheering my feats of strength."

THE PROPER AUTHORITY

First Hobo—"Dese prohibition people are tryin' to tell us wot we had ought and wot we had oughtn't to drink."

Second Bum—"De noive! Dat's a discrimination wot had ought to be left to de bartender."

RENOVATED HISTORY

It has been definitely admitted that Sir Walter Raleigh's remark to Queen Elizabeth in the famous cloak-and-puddle episode was: "Step on it, kid; step on it!"

OH, I SYE!

Peggy—"How did you get along with the Englishman?"
Polly—"Fine! Told him some funny stories and he took them seriously."

D——!

Mother—"Did I hear you say 'darn'?"
Susie—"No, mother. I don't use baby talk."

ONCE A GENTLEMAN—

Whazzle—"Well, did you work out that plot all right?"
Wackum—"Yes. The hero's washed ashore with four cases of food but no fork, so he starves to death."

FROM EXPERIENCE

Patron—"I want to get a pair of stockings for my wife."
Salesgirl—"I'm sorry, but we only carry silk ones in this department."

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

PUBLISHED EVERY MONDAY BY

THE TRADE COMPANY

ARTHUR I. JUDGE - - - - Manager and Editor

107 South Frederick St.

Baltimore, Md.

Telephone Plaza 2698

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. ARTHUR I. JUDGE, *Editor.*

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its 47th year.

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EDITORIALS

ABOUT TIME TO QUIT—We are ever loath to condemn any kind of food, and, in fact, we cannot recall ever saying before that any food should not be attempted in tin cans; but we feel like saying that now—in the case of ripe olives. Ripe olives are a new form of food but recently introduced, and they look like a very unwelcome guest among canned foods. They seem to be a breeder of trouble, and trouble of the kind to which the other canned foods may, very properly, seriously object. Leaving the chemical, bacteriological and other such technical considerations for men of those callings, we can but observe, as does all the consuming public, that ripe olives are the cause of much unfavorable criticism in the daily press, their main trouble seeming to be as the "carrier" or the cause of botulinus poisoning.

It may be hard, and is hard, upon the packer of ripe olives to have his favorite child thus branded, but there is such a thing as "a disease carrier" known to medical science among humans, and ripe olives would seem to be such among canned foods. Therefore, some steps must be taken against the unfavorable reflection cast upon all canned foods. Because the average consumer does not draw any fine distinctions. Tell her that any canned foods contain, or are liable to contain, or have contained botulinus poisoning, and she will straightway discard and draw a severe embargo against all canned foods. The man who would say that the recent poisoning in Wyoming, due to ripe olives in cans, has not hurt general canned foods consumption is blind to the facts. Certainly he can well recall the original olive-poisoning cases and their terrific effect upon this industry; and if he does not, we would remind him that in some States the sale of all canned foods was forbidden for a time by the food authorities. Repetition of the trouble has dulled the edge of this scandal, but that is all, and the danger is still very grave. And it has been the ripe olive that has been the cause of it in nearly all cases.

If this were a product of great importance in the list of canned foods it might be worth fighting for, but as the case stands it would seem to be the better part of valor to discard ripe olives from cans entirely, and take no chances.

You have probably noticed that the Association of American Importers of Spanish Green Olives are taking steps to make the public understand that the accusations against olives do not apply to the green olive as generally known and very largely consumed. In large display advertisements they have just recently said:

All Olives Are Not Green Olives—

There Are Two Kinds

Folks have been familiar so long with green olives that a great many have not heard of the newer variety called ripe olives. Therefore, many people are apt to call all olives alike.

Such is not the case. The two kinds of olives are widely different. They are grown in different parts of the world. They don't even look alike. Ripe olives are black or deep purple. They taste nothing like the well-known Spanish green olives.

Green olives are, of course, green in color. They are picked when green, cured when green, and bottled when green. They are always packed in glass—**never in tin!** Green olives are healthful and always have been, as long as man can remember. Don't ask for just "olives." Say "Spanish Green Olives" to your grocer.

ASSOCIATION AMERICAN IMPORTERS OF SPANISH GREEN OLIVES

200 Fifth Avenue New York City

(The black-face type is ours.—Editor.)

This advertisement appeared in the daily papers, occupying a quarter page space, set in large type, so that no one could miss it. The imputation against the use of "tin" will not be found to the liking of the canned foods industry; but who can blame the growers and packers of the old, well-known and highly appreciated olive for defending this original article? As they say, the Ripe Olive is nothing like the big, fat, juicy, green olive, neither in appearance nor in flavor or taste. The ripe olive must be the fruit of an olive tree—and we

have seen them growing and tried to eat one from the tree, we will never forget—and they are, therefore, entitled to the name "olive"; but that is as near as they come to being an "olive" as known from earliest history, and the wonder is that the olive men did not long ago object to their being called olives.

However, the matter of taste is a personal matter, and we do not mean to enter into a comparison of the two. The ripe olive has earned a reputation for itself which the other items of canned foods seriously object to and must not be associated with, and it seems to us that we have about reached the time when steps should be taken to stop the canning of ripe olives. It is a protection the industry owes itself, and the fair name of all its products, and while it is unfortunate that it is so, it is not of our making, nor have we the control of it. It will not do to say that if the ripe olives are canned properly, in all particulars, that they will be perfectly safe. If the reports of the recent poisoning case are true, the packer of those olives is one of the largest and best in the industry, and the inference is natural that they are among the most careful—and yet the trouble resulted. There is a horror about the death of people from any food poisoning that nothing can obviate. Humanity will not stand this, and certainly the consuming market cannot.

CROP PROPAGANDA—At least a few men took the recent booming of the wheat price as pure political thunder, as a sop to the farmers to bolster their own political position. The daily press rushed out with the news of the wonderful fortunes this meant to the wheat growers, and how it had relieved their poverty and distress and brought millions into their bank accounts. On paper it undoubtedly did; but just how the farmer with no wheat to sell—because the advance was based upon the poor condition or destruction of the wheat crop here and abroad—could make money out of the absence of wheat on his acres is a style of mathematics we did not reach in school. We hope they all had wheat, and plenty of it, and fattened, or will fatten, their bank accounts as stated. They need it.

And the canning industry has not been entirely free of this sort of thing.

On the one hand, we have the canners reporting troubles with their crops; that the best they can see in prospects is from 60 to 70 per cent of a normal yield and pack. And then, on the other hand, come the professional—we will call them—crop reporters with reports of mammoth crops and great prosperity. The pea crop and pack of Wisconsin, for instance, is reported as unprecedented, with a possibility of 9,000,000 to 10,000,000 cases of peas for that State alone. Credit for these reports is given to the most reliable authorities on the one hand, and blame is placed with another source of the most trustworthy character for circulating such reports. But we believe that it is just the same virus working through the veins of men to place the farmer in a favorable position and make it appear that he is wallowing in prosperity in this eventful political year.

In any event old Dame Nature is not throwing down her hand. This big result predicted for Wisconsin had hardly been broadcasted before a deluge descended upon those pea fields, which reliable authorities say cut the "sweet" pea crops down by 25 per cent, and these same authorities now say that Wisconsin will be lucky if it produces 8,500,000 cases of peas as her 1924 effort. And, then, as if fearful that Minnesota, which is becoming a great pea-canning State, might make up for this shortage, there is reported severe rains and storms there, which have created havoc. Monday of this week saw the daily papers with reports of exceptional damage to all crops in Indiana, the whole State affected, and if you will take the trouble to look at the bottom of our Crop Reports this week you will find that in a place in New York State they had five feet of hail! You have it on the authority of the Associated Press.

What is a canner to do in the midst of these conflicting reports as to crops and prospects? Sit still and don't rock the boat. The canners have never acted better than they are doing this season in refusing to be stampeded one way or the other, and to keep off the market with further futures. It is possibly the most eventful season any of us have so far seen; but the canners are playing the game to get some of the good profits when the year finally terminates by refusing to sell any more futures, and that is where they are wise.

MODERN REFRIGERATING AND CANNING PLANT AT ROSARIO, ARGENTINA

ONE of the large packing companies of Argentina has broken ground for their new $2,500,000 refrigerating plant in Rosario, Argentina, according to trade reports received from Consul Robert Harnden, Rosario, by the Department of Commerce. It is stated that this plant will be the most modern and best equipped in the Argentine. A tract of land comprising 160 acres fronting on the river has been acquired for the various buildings, corrals, etc., and the plant's capacity will be 1,200 cattle daily. These cattle will be drawn from the ranches surrounding the city.

In addition to refrigerating, canning will also be done, and a certain amount of pork products packed. Modern and substantial docks, warehouses and railway terminals are included in the plans, and when completed, as excepted, next September, 1,200 men will be given employment. At present some 600 are engaged on the construction work. All the machinery for the plant is being imported from the United States. Frozen meat will be shipped direct from Rosario to England and the Continent. Great interest is being shown locally in this new enterprise, and it is felt that large benefit will accrue to this entire district.

PRENDERGAST NOW WITH LOUIS HILFER

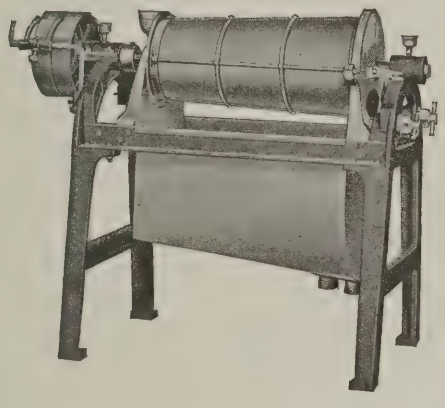
MR. RICHARD PRENDERGAST, who until recently was connected with J. J. Maloney, of Chicago, Ill., has joined our sales force. Mr. Prendergast has been "on the street" in Chicago about 12 years, is favorably known by the entire trade, and recognized as being thoroughly posted, especially on dried fruits.

We bespeak for Mr. Prendergast the same consideration and confidence bestowed upon us under our well-known policy: "We cannot succeed unless you prosper."

THE LOUIS HILFER CO.

THE INDIANA KERN FINISHER

All metal. Satisfies the most exacting demands of any packer. Is of sanitary construction throughout. Monel Metal used on the screen, under pan, and hood. Shaft of Tobin Bronze. Supplied with packing gland. A special washout plug is also now a part, with other added features. Has an increased capacity of 35%



Kook-More Koils
Indiana Pulpers
Indiana No. 10 Fillers
Tomato Washers
Spice Buckets
Enameled Lined Pipe
Enameled Pails & Pans
Copper Steam Jacketed Kettles
Indiana Chili Sauce Machines
Steam Crosses
Fire Pots
Steel Stools
Pulp & Catsup Pumps
Wood & Steel Tanks

F.O.H.
LANGSENKAMP
COMPANY

Indianapolis, Indiana, U. S. A.

Anderson-Barngrover Mfg. Co.
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S. O. Randall's Son
Baltimore, Md.
Eastern Representative



THE FILTER

for

Vinegar– Sweet Liquors– Syrups–

Flavoring Extracts– etc.

This is the filter that transforms cloudy, misty products into beautiful, sparkling-clear liquids.

It is of good capacity, simple to prepare, and made ready for use in ten minutes.

Lined with pure copper, heavily tinned with pure block tin.

For use by gravity or with pump. We also make pumps for this purpose and for general service.

Write for catalog of Kiefer Filters.

The Karl Keifer Machine Co.,
Cincinnati, Ohio.

The Corn Ear Worm

By Mr. J. W. McColloch

Kansas State Agricultural College, Manhattan Kansas

Note—The above address delivered by Mr. McColloch sometime ago will be found very timely right now as the corn crop is coming on. You must be prepared to combat any attack, and you will find this helpful.

(*Continued from last Week.*)

A summary of the results of this experiment show that May 1 is the optimum time to plant field corn to obtain the maximum yield and the minimum amount of earworm injury. A study of the factors connected with the date of planting shows that early planted corn experiences less injury than corn planted later, because it passes through its most attractive stage, silking period, before the third and by far the largest brood has appeared.

The experiment further shows that corn planted so early as to receive a setback is injured more than if it were planted just a little later.

In connection with this experiment a study was made for six years on the number and location of the eggs deposited on definite plants of each variety in each plot. The results show that there is a direct relation between the number of eggs deposited on a variety and the date of planting, and that there are several factors to be considered in developing an optimum time to plant corn.

The variety of corn must be considered, since each variety exhibits certain variations with regard to growth, time of silking, period of silking and maturing. An analysis of the data indicates that from the standpoint of the number of eggs deposited, Boone county should be planted from April 15 to May 1, commercial white about May 1, and Kansas sunflower and Hildreth from May 1 to May 15.

In addition to the work with field corn, a date of planting experiment was conducted with sweet corn in 1912. The results were similar to those obtained with field corn in that the injury increased with the delay in planting. The plantings of April 15 and May 1 did not germinate.

Date Planted	% Ears Injured	% Grains Injured
5-15	30	6.4
6-1	75	5
6-15	98	24
7-1	92	22

Garman, working in Kentucky, has also made some observations on the date to plant corn. His results are in accord with those secured in Kansas. In his work he used such varieties as Stowell Evergreen, Early Red Cory, Iowa Gold Mine, Boone County White, Little Willis and White Flint.

In summarizing his results he says the varieties showed an increase in the injury with the advance of the season, the early plantings, without regard to variety, generally showing less injury than those planted later.

Spraying—The control of the earworm by spraying is based on the fact that the larva on hatching feeds for a short time externally in the vicinity where the egg was deposited, and also on the fact that most of the injury to the ears is due to the larvae hatching from eggs laid on the silks. Since most of the injury to corn is to the ears, the problem is one of keeping the silks covered with poison during the time they are fresh.

The results of the work in Kansas and elsewhere show that spraying is successful in reducing the earworm injury, but a satisfactory method of applying the poison is yet to be developed. The dust spray has proved the best under Kansas conditions. The material used is composed of powdered arsenate of lead three parts to sulphur one part. Other carriers may be used for the poison, but we have found sulphur superior to flour or lime, and there is some indication that it also serves as a fungicide.

As already stated, the methods of application are in need of development.

In Kansas, where the sweet corn areas are limited to home gardens and small truck farms, the use of a hand blow-gun, a cheese cloth bag or even a perforated can has proved practical. Several attempts have been made to devise a large power dusting machine for use in general fields. Thus far they have been futile. The principal objection to the power machines has been the great waste of material. As it is only necessary to get the poison on the silks, any additional spreading of the dust is waste. In the case of the power machines, large amounts of the powder do not fall on the plants but light on the ground.

Hadlee, working in New Jersey, gave the large machines a trial and found that they would not do the work of distributing the poison properly.

Spraying experiments of various kinds have been under way at the Kansas City station for a number of years. The work has been done on both sweet corn and field corn.

A dusting experiment carried on during August and September, 1912, on sweet corn, in which five applications of powder arsenate of lead were made, showed 37 per cent of the ears injured in the dusted plots to 86 per cent in the check. In other words, 63 per cent of the ears were entirely free of injury.

This test was especially significant since it was conducted in late summer at a time when the earworm is most destructive. Since that time numerous other experiments have been conducted, with similar results.

Time will not permit a statement of all the figures collected in these trials.

The following conclusions may be drawn from the work:

Proper dusting of the silks will reduce the normal injury by 50 per cent or more.

The percentage of earworm and mold injury decreases as the number of applications are increased.

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Packers
Syrup Refiners
Milk Canners
Lard and Compounds
Peanuts and Peanut Products
Powdered Milk
Fresh Oysters
Paints
Jobbers' Friction and Wax Top Trade

No finer cans beneath the sun,
Quality first since nineteen-one.
Twenty-three years of knowing how,
Fits us well to serve you now.

ATLANTIC CAN COMPANY

BALTIMORE - - - MARYLAND

Beatty-Archer Company, Inc.

CANNED FOOD BROKERS

Houston :-: Texas.

Wire us your offerings.

50 Years of Service to Canners.

Thos. J. Meehan & Co.

(Thos. L. North)
4 E. Redwood Street, Baltimore, Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

COVER YOUR WANTS EARLY

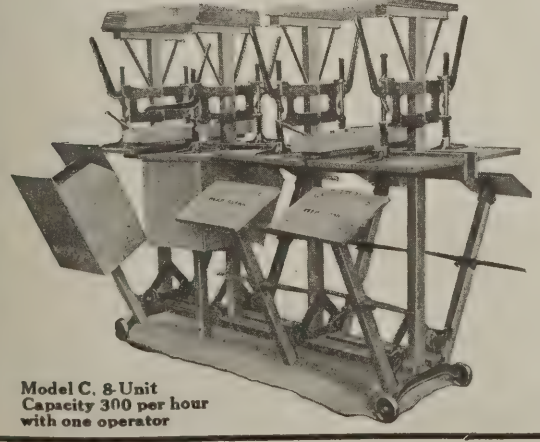


Not made to meet competition
Made to beat competition

Have them when you need them.
Don't let the rush catch you without baskets; wire us your order car load lots 9 cents each, loaded on car our factory.

R. A. WOODS LUMBER CO.
302 So. Produce Bldg.
NORFOLK, VA.

Phones { *24147*
(*(Night) Berkeley 200*



Model C, 8-Unit
Capacity 300 per hour
with one operator

LIGHTNING BOX SEALER

Patented Nov. 5, 1918

C-8-UNIT **$210** C-4-UNIT **$115**

Above Prices are Freight Prepaid to Destination.

Most ***Efficient, Simple and Economical*** machine for sealing Corrugated and Solid Fibre Shipping Containers. Accomodates a wide range af sizes. ***Descriptive matter on request.***

McSTAY MACHINE CO., Manufacturers
510 Consolidated Building, Los Angeles

The cost of dusting is prohibitive where corn is grown for grain or forage, but is practical where corn is raised for roasting ears, show purposes, or seed.

Many truck and home gardeners are now dusting their sweet corn in Kansas, with apparently good results. In addition to the results secured in Kansas with regard to dusting, mention should also be made to work done elsewhere.

Headlee, working in New Jersey, had excellent results when the dusting was done by hand. He reports that when the poisonous dust is properly placed on the corn silks, and maintained throughout the period, the silks are green and succulent, more than 75 per cent of the normal damage is prevented.

Garman, in Kentucky, reports rather poor results. This, however, is probably due to the fact that only one application was made and this was put on lightly.

Haseman, at the Missouri Experiment Station, secured a reduction of 45 per cent in the number of ears injured when dusted with powdered arsenate of lead.

To summarize the measures of control, the following recommendations may be made:

1. Plow during the fall or early winter.
2. Plant as early as possible without danger of a setback to the crop.
3. Plant the standard variety of corn best adapted to the locality.
4. Thorough cultivation during the summer.
5. Use arsenical dust sprays in case the crop is being grown for some special purpose whereby it will command a good price.

These methods have been given a thorough trial in many regions, and have been found effective and practical.

With certain modifications they may be applied to sweet corn as well as field corn. The chief prerequisite for their success is a knowledge of the life history of the earworm and then adapting the control measures to meet the conditions.

While the injury due to the earworm is materially reduced by the methods outlined, it is not reduced to the point where we would like to have it. In fact, nearly all of our injurious insects can be controlled to a much higher degree than the corn earworm. There is room for much additional investigational work, and in closing this discussion brief mention will be made of some of the more important lines of research which are now under way or should be taken up.

In the first place, the methods already discussed should be developed to a greater extent.

Date of planting tests with standard varieties of corn should be conducted in different localities throughout the range of insect.

In the case of the Hessian fly, which is so destructive to wheat, there is hardly a place but what the approximate date for safe sowing of wheat can be given.

In Kansas the exact date to plant wheat to obtain the maximum yield and the minimum injury from fly has been determined for every locality.

The poisoning of the larvae is still open for investigation.

While the proper poisons to use are fairly well established, the methods of application are still to be developed.

Another field of investigation is that of a study of the varieties of corn with relation to their resistance to earworm injury. It is a well-known fact that in the case of most of the injurious insects and plant disease that certain varieties or strains of plants are less susceptible to injury than others. Certain varieties of wheat are practically immune to rust. Other varieties show a marked resistance to the Hessian fly. We are just beginning a study of this phase of the problem with regard to the corn earworm.

General field observations in the past have often shown certain varieties of corn more heavily infested than others. For example, in a series of experiments with five standard varieties extending over a period of six years, Boone county white has invariably had the fewest eggs deposited on it, and the lower per cent of injury. On the other hand, Hildreth has had the largest number of eggs and the greatest injury.

A variety of corn known as White Democrat and recommended to the Kansas station as a variety resistant to the earworm was grown up in competition with twenty-five varieties during the past season. It was markedly free from injury and ranked high in yield.

Numerous other observations similar to those cited have been made both in field corn and sweet corn. The results are suggestive and indicate the possibility for future work.

This is one of the major projects in the earworm work at the Kansas station at this time.

A variety test involves the study of many factors and the accumulation of a vast amount of data over a period of years. It also requires the close co-operation between the entomologist, plant breeder, agranomist and chemist.

The habit of growth and behavior of the different varieties must be studied under varying conditions. The date of silking must be determined with relation to the number of broods of earworm. The period of silking is an index to the period that the plant is most attractive to the adults. The period between silking and maturing determines the time the ear is subject to injury by the larvae.

The morphological and physiological characters of each variety must be investigated, since, as will be pointed out, there is an apparent correlation between certain of these characters and the activities of the insect.

The speaker is of the opinion that morphological and physiological studies open the way for certain intensive studies which ultimately will prove valuable in the development of control measures.

There is no question but that more fundamental study of many points in the life economy of the earworm are necessary.

The antamologist has devoted too much time in the past to general life history studies. Too much emphasis has been placed on the length of the various stages in the development of the insect.

We say that the egg of the earworm is placed on the silk or the upper surface of the leaf, but we do not stop to consider why this is so. The research work of the future not only with the corn earworm, but also with other insects, is going to investigate the why.

In connection with this line of thought, permit me to call your attention to certain investigations which are now under way at the Kansas station.

Service Counts

The ability to obtain deliveries in times of stress is one of the determining factors in selecting one's Source of Supply for Sanitary Cans.

Quick and Efficient Service in connection with Double Seaming Equipment is also of the utmost importance.

Our constantly increasing Clientele is convincing evidence that we excel in both of these phases of Can Manufacturing.

Southern Can Company

Baltimore, - - Maryland

NEW YORK OFFICE: 17 Battery Place.

Manufacturer of newly developed "SOCOCAN" especially adapted for Coffee, Peanut Butter, Lard Substitutes, etc.

Write for samples and detailed information

Greater Efficiency

Just as the modern canner's machine method of canning and sealing is an improvement over the housewife's hand method, so the distinctive sanitary cleanliness produced through the use of

Wyandotte Sanitary Cleaner and Cleanser

is an improvement over ordinary cleanliness.

This cleaner embodies certain principles not common to ordinary cleaning agents. Its uniformity, its purity, and its easy rinsing qualities, all contribute toward an unusual cleaning action which produces a film-free, oderless, sanitarily clean surface.

The advantages of Wyandotte cleanliness in the cannery are shown by the sensitive nature of the canner's product, and the saving its maintenace makes possible, by a preventable cleaner which eliminates flats, sours and swells.

Indian in circle



in every package

Order from your supply house.
It Cleans Clean.

The J. B. Ford Co. Sole Mnfrs. Wyandotte, Michigan.

I have called your attention to the fact that the moths show a decided preference for the silks in ovipositing. When these are not present the upper surface of the leaves and the stalks are selected. Certain preliminary experiments have been conducted during the past two years for the purpose of determining why the adults select these parts.

In the case of the silks the attraction appears to be the odor, and adults have been drawn to foreign substances for oviposition by impregnating these substances with the odor of corn silk. The upper surface of the leaves and the stalks seem to be selected because of their rough, hairy surface. Plants with smooth leaves and stalks have very few eggs deposited on these parts.

It is also worthy of note that throughout the wide range of plants on which the earworm oviposits, there is an apparent selection of rough, hairy surfaces.

Other morphological characters are associated with various activities of the corn earworm.

Collins and Kempton, of the U. S. Department of Agriculture, have conducted certain experiments of the breeding of sweet corn resistant to the corn earworm. In their work they considered four protective characters:

1. The prolongation of the husk beyond the ear.
2. The thickness of the husk.
3. The texture of the husk.
4. The presence or absence of husk leaves.

They found low damage to be associated with a number of morphological characters.

Of the characters measured, they found the prolongation of the husk beyond the ear to be most closely related with low damage.

They summarize their results by saying that it appears that by increasing the length and thickness of the husk covering and reducing the husk leaves, varieties of sweet corn can be produced in which damage from the earworm is materially reduced.

The practical application of many of the results obtained in these morphological and physiological studies may appear somewhat vague at this time.

Mr. Parker, in charge of the plant breeding work at the Kansas station, tells me that the plant breeder can probably handle any promising characters which the entomologist may find as offering resistance to the earworm. For example, the rough, hairy surface of the leaf and stalk may be changed by breeding.

Likewise, the characters mentioned by Collins and Kempton can be developed to a high degree.

In conclusion, the speaker would call attention to the fact that the corn earworm has not been given the study that it should receive as a pest of sweet corn.

The entomologists of the various experiment stations in the sweet corn area should be asked to conduct a thorough investigation of its life economy and methods of control.

The corn earworm presents a problem of great importance and one worthy of the attention of the entomologists wherever corn is grown, whether it be field corn or sweet corn.

The Kansas station considers it one of the big problems and the work is being enlarged from year to year. Ultimately we hope to have something to offer whereby the loss due to the earworm may be reduced to a minimum.

FRENCH SARDINE INDUSTRY STILL IN DIFFICULTY

NO compromise has yet been reached by the sardine fishermen and packers of the Brittany coast, reports American Trade Commissioner Green to the Department of Commerce. A dispute has been raging for some time between the two factions, the packers claiming that the fishermen have in the past deliberately destricted their sales in order to keep prices up. Intense feeling has been aroused among the fishermen over the continued activities of the packers' boats, which, it will be recalled, were first out into use two years ago, when the regular fishermen refused to deliver more than one-half of the normal number of fish. Contending that their deliverate restriction on the amount of the catch was not only lawful, but essential to their welfare, the fishermen now insist that these boats be withdrawn permanently from service. The abundance of the catch has forced down prices paid the fishermen.

The latest compromise suggested and agreed to by the manufacturers is that the price to be paid for the fish by the factories be changed no oftener than once a week, and that the factory boats be removed to another district as soon as the catch in a given district becomes so large as to force down the price. Pending adjustment of ths dispute, fishermen in the principal sardine district of France—that is, Brittany—have entirely suspended their work. Realizing that this action would not be effective as long as the factory boats continued to operate, the fishermen have also succeeded in causing a strike among the crews of the factory boats, thereby depriving the factories of all their sources of sardines.

Newspapers in Paris interested in the question are clamoring for an early adjustment of the dispute, but neither of the two parties involved shows any inclination to give in to the other. If they continue being able to persuade employees of the factory boats to stay in port, the fishermen will probably be successful in forcing the packers to dispose of their boats and leave the fishing entirely in their hands. They promise that once these boats are withdrawn permanently they will see to it that the factories do not suffer from a shortage of sardines.

COMMITTEE ON STANDARDS TO HOLD MEETING

THE Joint Committee on Definitions and Standards will hold its 26th meeting in the Bureau of Chemistry, August 18 to 22, inclusive, according to an announcement by Dr. W. W. Skinner, Chairman of the Committee. Proposed standards for ice-cream, meat and meat products, wheat flour, jams and jellies will be discussed.

The Joint Committee is composed of nine members, three representing the Association of Official Agricultural Chemists, three representing the Association of American Dairy, Food and Drug Officials, and three the United States Department of Agriculture. This committee recommends definitions and standards for food products for the guidance of Federal and State officials in the enforcement of food laws.

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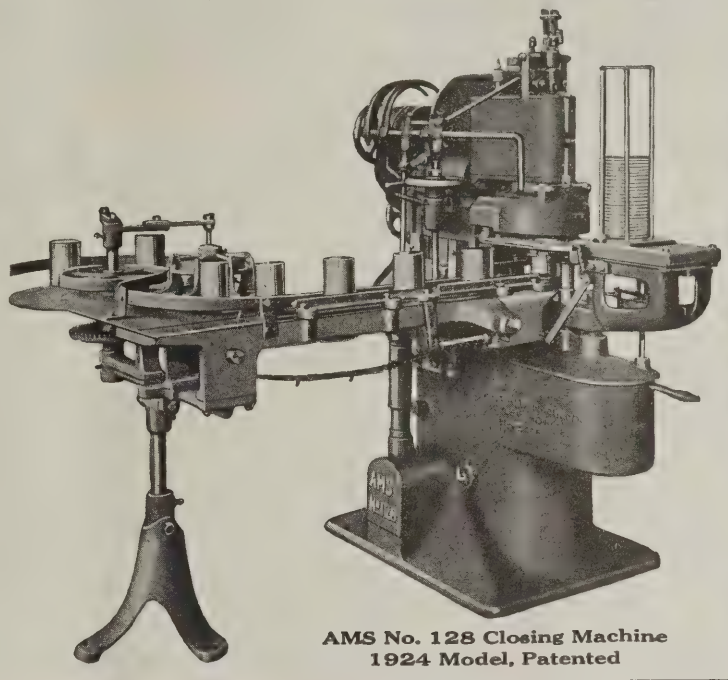
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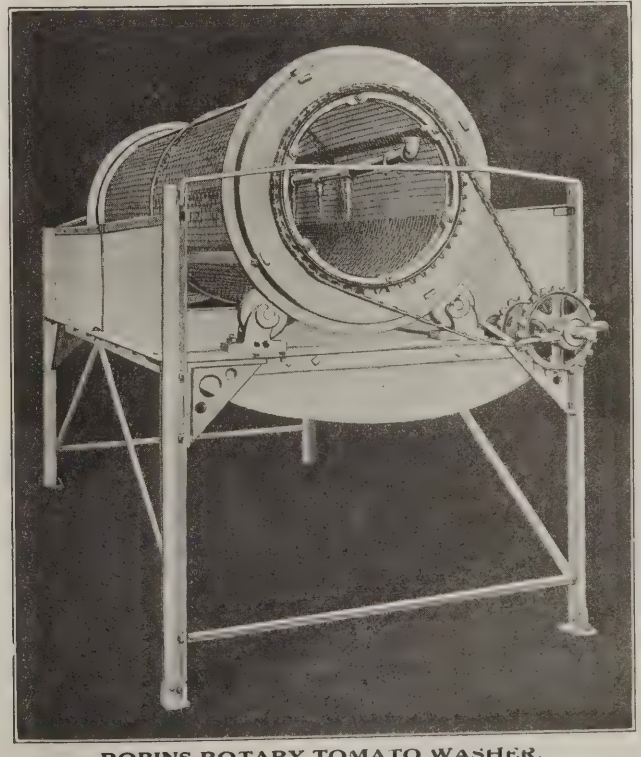
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SOME NEW CANNING LITERATURE

Recent Issues of Books Interesting to the Industry

SOME years ago there were but few books on canning, and some of these were foreign books dealing in part upon the art of canning. This past year, however, has seen a wonderful increase in this effort, all seemingly having taken the fever at once, and as a result there are several new books on our desk, and all dealing with canned foods in some way. The first of these, in importance, we believe, is:

"A Complete Course in Canning," 5th edition, and not because it is published by us, but because it is one of the oldest books of them all, if not the only book which gives specific and definite instructions upon the handling of all canned foods, preserves, pickles, condiments, etc., from their growing and harvesting to the finished product in the warehouse, it is mentioned first. In other words, it is a practical treatise upon the entire subject, written so as to help the processor or old canner, as well as the beginner at the business.

This 5th edition is just the old book, but thoroughly revised and greatly enlarged, 400 pages, every process in it having been carefully revised and brought into line with the latest and best in scientific discovery, and all new items added. Owing to the many necessary alterations in processing methods, this makes this 5th edition practically a new book, and helpful to a remarkable degree to every man handling canned foods, or the kindred lines. An addition of value has been the food law regulations, covering every article on which rules or regulations have been issued, and also a compilation of all these rules and regulations, the first time and the only place where this can be found. The new edition, therefore, lends itself directly to the manufacturer, to the broker and to the jobber handling canned or preserved foods, condiments, etc. The book is well printed, in large type, on clear white paper, permanently bound in leather cover, stamped in gold. The price is $10 per copy. For sale by all canning machinery dealers and by The Canning Trade, the publishers.

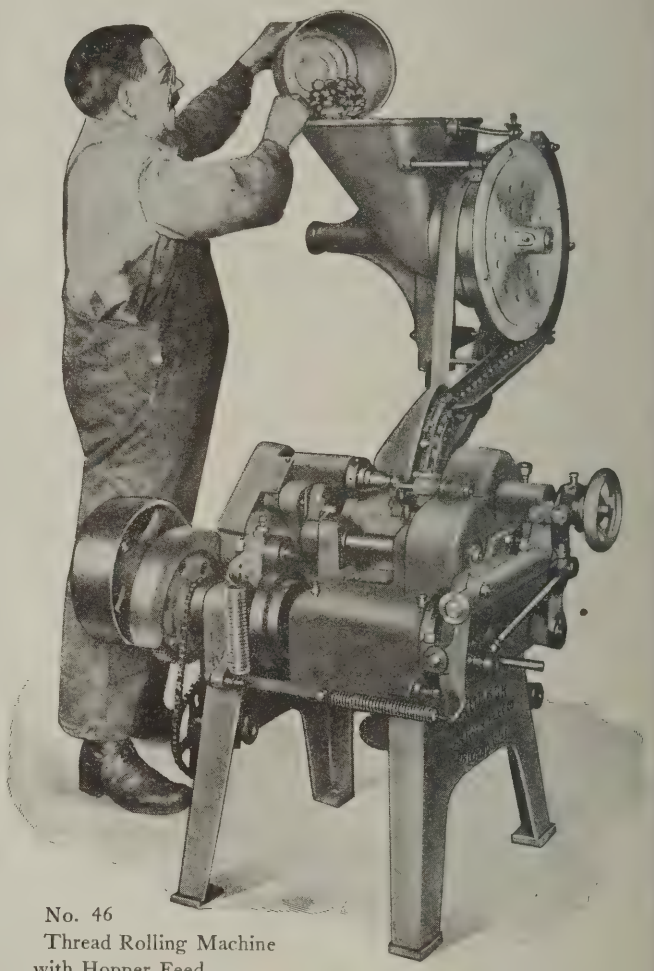
"The Story of Canned Foods," by James H. Collins, is a novel-like story of canned foods of more than ordinary interest. The author, a famous writer on industrial subjects, has mastered the real truths of canning in a way not often seen in the laiety, and he gives his reader many interesting historical tit-bits about this industry that makes one loath to put down this book until he has finished. It is a story about canning for the housewife and user of canned foods, and not intended as a scientific treatise on canning. As the publishers say of the Story of Canning:

"In an informal style the author tells how practically everything from hors d'oeuvers to pudding has found its way into cans, and how food so preserved can be kept in perfect condition not only for months, but if necessary for more than half a century."

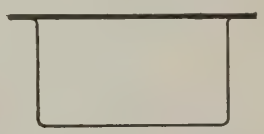
The book is printed in large, clear type, on fine white paper, bound in cloth, stamped in gold, and sells at $3.50 per copy, by the publishers, E. P. Dutton & Co., 681 5th Avenue, New York City.

"Commercial Fruit and Vegetable Products," by W. V. Cruess, Associate Professor of Fruit Production, University of California, is one of the new books, and is termed "A thorough treatment of the applications of the fundamental sciences to the fruit and vegetable manufacturing and preserving processes, of the practical operation and control of fruit aid vegetable pre-

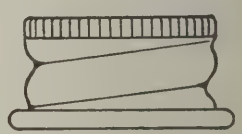
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A list of the canners of the United States, compiled by the National Canners' Association, from Statistical Reports and such other reliable data. 15th Edition.

Carefully prepared and up-to-date; lists corrected by canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners' Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supply men, salesmen, and practically everybody interested in the canning industry. Get your order in early.

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serving plants, and of all the technical phases of the commercial handling of fruit and vegetable products." Professor Cruess is well known to the canning industry, having contributed many helpful scientific articles to canning literature, and, as might well be supposed, he has embodied this knowledge in his new book, and a great deal more that the industry will find helpful. He covers canning in a practical, detailed manner, and the book is particularly serviceable in the fruit lines, preserves as well as canned, because of the Professor's long experience with California productions. The book is printed in good-sized type on fine paper, 530 pages, thoroughly indexed, and is for sale by the McGraw-Hill Book Co., 370 7th Avenue, New York City.

"Marine Products of Commerce," by Donald K. Tressler, Ph. D., of the U. S. Bureau of Fisheries, is, as the preface says, "designed for both the scientific and the practical man. It attempts to give the chemist and biologist a general survey of the fishery industries, pointing out their relative importance, indicating their location, and describing the methods in common use." In the nearly 800 pages of the book, printed on fine paper, it deals with fishery products of every kind; the life habits and methods of catching and preserving all manner of fishery products; is profusely illustrated and completely indexed. The book is published and for sale by The Chemical Catalogue Co., Inc., 19 E. 24th Street, New York City.

EXTRACTS FROM WESTERN CANNERS' ASSOCIATION "REVIEW"

Written and Edited by John A. Lee
12 E. Grand Ave., Chicago, Ill.
July 31st, 1924.

This association is a member of the Chamber of Commerce of the United States, an organization which has a membership of about ten thousand of the most potent and important business organizations of the United States. It held an annual national convention recently at Cleveland, Ohio, and among other important matters adopted the "Principles of Business Conduct."

With the naming of local committees in over two hundred of the country's principal markets, the organization of Canned Foods Week, November 8-15, is well under way. These committees are being appointed by chairmen selected by the wholesale grocers' associations and the National Food Brokers' Association. Leslie Lieber, of the Haas-Lieber Grocery Co., St. Louis, is acting for the National Wholesale Grocers' Association; T. G. Perfect, of the Huntington Grocery Company, Huntington, Ind., for the American Wholesale Grocers' Association, and P. J. Murphy, of Deming & Gould Company, Chicago, for the National Food Brokers' Association.

Co-operating in the organization of the campaign are the American Wholesale Grocers' Association, the National Wholesale Grocers' Association, National Association of Retail Grocers, National Chain Store Grocers' Association, National Food Brokers' Association, Canning Machinery and Supplies Association, Glass Container Association, and the National Canners' Association. In addition to these, State canners' associations, State and local retail grocers' associations and kindred organizations will be invited to assist the local committees in making Canned Foods Week a success in their respective districts.

Provision has already been made for materials necessary to the campaign and for national advertising. A contract has been let for 30,000 muslin streamers for outdoor use on trucks and delivery wagons, and 600,000 four-color posters are being lithographed for use in windows and other indoor displays. One and two color electros reproducing the now familiar Canned Foods Week streamer will soon be available to the local committees, along with attractive stickers.

The semi-annual convention of the Western Canners' Association will be held in November, 1924. The location will be chosen by our Board of Directors. If you want to make any recommendations to them, write to them direct.

The exportation of canned foods for the year ending June 30, 1924, increased heavily over the previous year.

We gave you a complete list of all our standing committees in Review No. 9—this is No. 10—also a list of our new members. We sent you a copy of our constitution recently, containing a list of all our active and associate members.

From that and the list of new members mentioned you can tell who are members of the Western Canners' Association. We earnestly request you to secure for us, previous to November 1st, 1924, one new member, a canner, a broker, or machinery or canners' supply firm. Please do this. You need not collect the membership fee; that will be done from this office.

The wholesale grocery business is fairly good and a heavy fall business is anticipated. The big mail-order houses and ten-cent stores have been doing a large business, and the chain stores are doing a heavy business.

The independent retail grocers are enjoying a good trade, and their stocks are low. The iron and steel mills are not running full time, but nearly all other lines are active. Wheat and corn have advanced heavily and in good time for farmers to profit by the higher prices, as their crops are still in the field. The country is in good shape. We are in the midst of a presidential campaign, but no one seems to be excited about it.

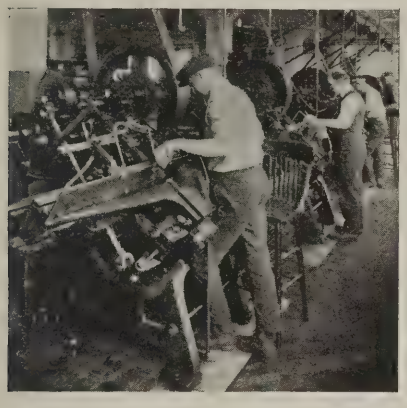
Growing weather throughout the great Central West is now fine. Warm temperature interspersed with light and frequent rains is the rule, and one can almost stand still and hear the crops growing.

Canners should not be afraid of too large an output for every can they will be able to fill will be needed and will be salable at a good price. This, however, does not mean that quality should be sacrificed to quantity, as quality goods will sell well and bring good prices when poor quality goods will be hard to sell and will usually have to be sold at a loss.

All the big dried fruit, nut, raisin, orange, apple and other growers' associations are putting on intensive selling campaigns this fall, and, with National Canned Foods Week, November 8-15, 1924, combined, this United States is preparing to put on the dawgondest, peppiest, pushinest period of promotional publicity in food selling ever heard of.

Say! Mr. Good Fellow! Try to get us one new member between now and September 1st. If he wants to know about the association, tell him the facts presented in the Questions and Answers which you will find as a part of this Review. The arguments are there. Present them to your prospect and get his signature on the dotted line. If you need some application blanks, write us and we will send you some. You will confer a favor on any canner, broker, or supply man by making him a member.

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enables you to do away entirely with the daily checking of your values against your fire insurance, and yet it assures you 100% protection at all times.

From the beginning to the end of the season your fire insurance may be taken care of easily, smoothly, and satisfactorily, with less effort on your part.

You will also share in the usual saving in proportion to the amount of insurance you carry. The saving for 1923 amounted to **$493,252.78**

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Crop Reports

By The Canners Themselves.

The condition of canners Crops, in all sections, as reported by the men on the ground. Read how the crops are in your fellow canner's locality, and then return him the favor by sending us your report. A little from each one and the aggrigate will be immensly helpful. Do your part, too. Now.

Huntsville, Ark., August 8, 1924—Tomatoes—The crop will be fairly good if nothing comes to damage it. It will need occasional rains to hold it up.

Preston, Md., August 6, 1924—Tomatoes—Conditions much improved in last three weeks. Vines growing fine and fruiting in fine shape. Needing a shower. Yield, as to the vines, looks O. K. So many vines missing. Acreage about normal, or a littte larger than last year, but so badly broken that the yield will not be over 75 per cent, if that high. We will, with favorable weather, from now on get 60 to 80 per cent of last year's pack; but if early frost, the pack can't be over 50 per cent.

Woodbury, N. J., August 5, 1924—Cherries, sour, pitted, about 75 per cent.

Beets—Large acreage here for this district, but not heavy crop. About an average pack.

String Beans—About an average crop.

Tomatoes—Very late. With a late fall might get from 60 to 75 per cent of a pack. About the usual acreage contracted.

Georgetown, Del., August 5, 1924—Tomatoes—Fair. Looks like about 75 per cent of crop, as compared to last year.

Beans, Green, Stringless—Crop on first and second planting very light. Third planting about 50 per cent of crop.

East Williamson, N. Y., August 6, 1924—Peas—Turning out well. A little above normal.

Raspberries—All ripening at once. Weather unfavorable and crop will be short.

Cherries—Now in the height of the pack. Crop about normal. Quality not extra.

Mcntpelier, Ohio, August 2, 1924—Tomatoes—Acreage is up to normal, but on account of the wet and cold spring we have only about 60 per cent of a stand, and are very late at that. Do not expect over 50 per cent of crop at the best.

English, Ind., August 5, 1924—Tomatoes—The crop was planted about two weeks late. The plants look good at present, but are needing rain very badly at this time. Have 300 acres out. Do not anticipate more than a 70 per cent crop, as some were planted entirely too late to get any tomatoes if we have an early frost.

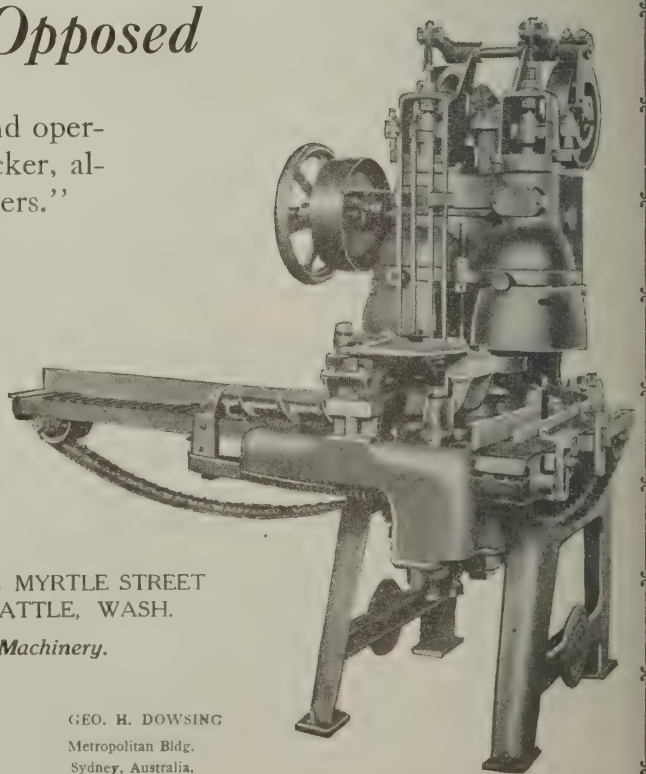
Stringless Beans—The crop of beans is needing rain very badly at the present time. We have 200 acres

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For each Seaming operation. First and Second operations on different Chucks. The second thicker, allowing for a tight rolled seam, with no "cut-overs."

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Hamachek Ideal Viners during the past seven seasons have demonstrated their superiority under all conditions. Their use insures more thorough hulling, on any condition or variety of peas or beans, than is possible with the use of any other viner.

Frank Hamachek **Kewaunee, Wisconsin**

Manufacturer of Viners, Viner Feeders and Chain Adjusters. Machinery Manufacturer Since 1880

out and cannot possibly pack more than 60 per cent pack, as the vines are yellow and practically through bearing.

Elwood, Ind., August 6, 1924—Tomatoes—Acreage 100 per cent. Very poor and late. Setting exceptionally well. Needing rain badly.

Gaston, Ind., August 6, 1924—Tomatoes—Pack in this section all depends upon the weather from now on until middle of October. If we get favorable weather without killing frost until October 15th, we estimate we will have a normal pack, which is the best we can expect.

Streator, Ill., August 6, 1924—Tomatoes—Our crop will be about two weeks late. We believe we will get a 100 per cent pack, as we have more fruit on the vines than usual.

Paxton, Ill., August 7, 1924—Corn—We have approximately 2,400 acres, with an expectancy of 75 to 80 per cent of a normal yield.

Elkhorn, Wis., August 6, 1924—Peas—All finished packing August 1st. Average yield Alaskas, 70 cases per acre. Sweets, 85 cases. Quality average.

Mt. Pleasant, Iowa, August 9, 1924—Sweet Corn—Very late; 65 per cent of a crop. Other damaged by heavy winds, rains and floods.

Wells, Minn., August 8, 1924—We pack only sweet corn, Crosby and Golden Bantam—800 acres this year. Stand good, 10 days late.

Cokato, Minn., August 7, 1924—Sweet Corn—About three weeks late. Yield about 75 per cent. Very dry. We need lots of rain.

Monticello, Iowa, August 5, 1924—Sweet Corn—About 75 per cent of a stand. Two to three weeks late. Will depend entirely upon when we get a killing frost.

Vinton, Iowa, August 6, 1924—Sweet Corn—Acreage 120 per cent, as compared to 1923. Stand 70 per cent, as compared to 1923.

Prospects not good on account damage to stand by worms, wet weather and poor corn-growing weather through season.

Independence, Iowa, August 8, 1924—Sweet Corn—The condition of our crop is very unfavorable. It is about two weeks late, and we have had several severe rain and wind storms the past week, which have done considerable damage. We expect about 70 per cent of a normal crop.

Grinnal, Iowa, August 6, 1924—Sweet Corn—In this vicinity it is two to three weeks late. Stand about 75 per cent. It has made very poor growth, and, with favorable weather conditions from now on, we can only expect 60 per cent of a normal yield. Root lice working on some pieces, especially old ground.

Morristown, Tenn., August 6, 1924—Tomatoes—Acreage normal. Crops looking fine, except a good deal of wilt.

Greenfield, Tenn., August 6, 1924—Tomatoes—About 75 per cent of normal acreage. We have 110 acres contracted, but will get not over 80 per cent. The plants look fair, but all depends on weather conditions from this time on. Too much dry weather would cut it very short.

Beans—Turned out short. We have about 500 cases packed, and it is all over except late beans, which are being planted now.

Tomato prospects over the canning section of West Tennessee and Western Kentucky are what might be termed in fair condition. Some places too much rain, and others too little. I think about 75 per cent normal for the entire section is about correct.

Fordtown, Tenn., August 7, 1924—Tomatoes—Normal condition. We have more acreage than we have had for a number of years, and if conditions still remain favorable, we will have a good pack this year.

Our bean pack will be nothing, as the bean beetle has ruined the crops here.

Fruit is plentiful and a large pack of apples is looked for.

Green Forest, Ark., August 4, 1924—Tomatoes—100 per cent in growing condition, but acreage is about 75 per cent of normal.

HAIL, HAIL, THE GANG'S ALL HERE

The following was taken from an Associated Press Dispatch from Gloversville, N. Y., to The Baltimore Sun of August 11th, 1924:

HAIL FIVE FEET DEEP IN ELECTRICAL STORM

Motorists Forced to Use Shovels to Clear Highways

(By the Associated Press)

Gloversville, N. Y., August 10.—Hail accompanied a severe electrical storm which descended upon this city and vicinity early this afternoon. Near St. Johnsville hail covered highways and fields to a depth of five feet, and motorists were compelled to resort to shovels to make a way through the drifts. At other points it was said hail reached a depth of one foot.

SAUK CITY (WIS.) CANNING CO. GIVES AN OUTING TO ITS EMPLOYEES

THE Sauk City Canning Co. finished packing peas Thursday, July 31st, and the management decided to give their employees, in appreciation of faithful services rendered, a free trip to a number of nearby canning factories, to give them an opportunity to see other factories in operation, as well as observing similar work under somewhat different methods, conditions and environments which may surround a plant of this kind.

Promptly on the 1st of August at 7:15 A. M. the employees to the number of 81 appeared at the company's office, where they were lined up and photographed, after which they boarded two of the Wisconsin Power and Light Co.'s motor busses and five automobiles, which stood in readiness, and at 7:45 the "procession" started off and drove through the main street of Sauk City and Prairie Du Sac, then across the Wisconsin Rover Bridge at Prairie Du Sac to Lodi.

Here the first stop was made, and the canning factory visited of which Dr. Goeres is the manager, who escorted our people through his plant. From Lodi the trip lead through and across a section of very fine



Latest New York State Standards Specify Thorough Washing of Corn

THE New York State Canners Association realizes that the way to increase the consumption of corn is to produce a quality pack. So, when they adopted new standards for canned vegetables, the thorough washing of corn was very definitely specified in their standards for corn. These standards apply not only to fancy quality corn, but to choice and standard grades as well; in fact, to all corn canned in New York State regardless of its grade.

Other states will doubtless adopt similar standards in the course of time. The Peerless Corn Washer is the only machine on the market that will thoroughly wash corn. It has been used for years by a great majority of the packers of real quality corn.

Why not be ahead of the game by installing now the new equipment necessary to thoroughly wash your corn? We still have a few washers for delivery this season.

Wire us your order today

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Hoopeston, Ill.

Sales Agents for Pacific Coast: Smith Manufacturing Co., San Jose, Cal.

This advertisement is published jointly by the Peerless Husker Company, Inc., Buffalo, N. Y., and the Sprague-Sells Corporation, Hoopeston, Illinois

farms, beaming with grand crops of grain and corn until we arrived at Arlington, where a large and modern new plant was just about finishing its first pack of peas. Manager Blank was interviewed, who readily consented to have his plant invaded, much to the enjoyment of the visitors.

The next place visited was DeForest. Here we met the Fuhrmans, and though they were very busy directing the affairs of their plant, yet they found time enough to receive the visitors and show them through their extensive establishment. From here the trip was directed toward Columbus, arriving there about noon, when it was discovered that a trip of this kind not only creates a great deal of enjoyment and pleasure, but that it also develops a raving appetite, and to satisfy the same the Tremont Hotel was taxed to its utmost, for, as stated before, the party consisted of many, and their appetites were great, and all seemed to do justice to the culinary ability and service of the Tremont Hotel.

After dinner the great Columbus pea cannery was visited while same was in full operation. Perhaps most of the visitors had heard of the extensive plant, but only a few had had the opportunity to see the same. Through the courtesy of General Manager Fred Stare, its doors were thrown wide open, to the great joy and satisfaction of all concerned.

The trip was now continued to Sun Prairie, which plant was also in full operation. After obtaining a permit from Manager Agnew, a hurried visit was also made throughout this plant. It was also planned to visit the new factory at Waunakee on this trip; the same, however, had to be abandoned, on account of Trunk Line No. 12 having only recently been tarred, and was not yet in shape for speedy travel; hence, the party decided to take in Madison, especially the State Capitol, and a few other notable places and institutions.

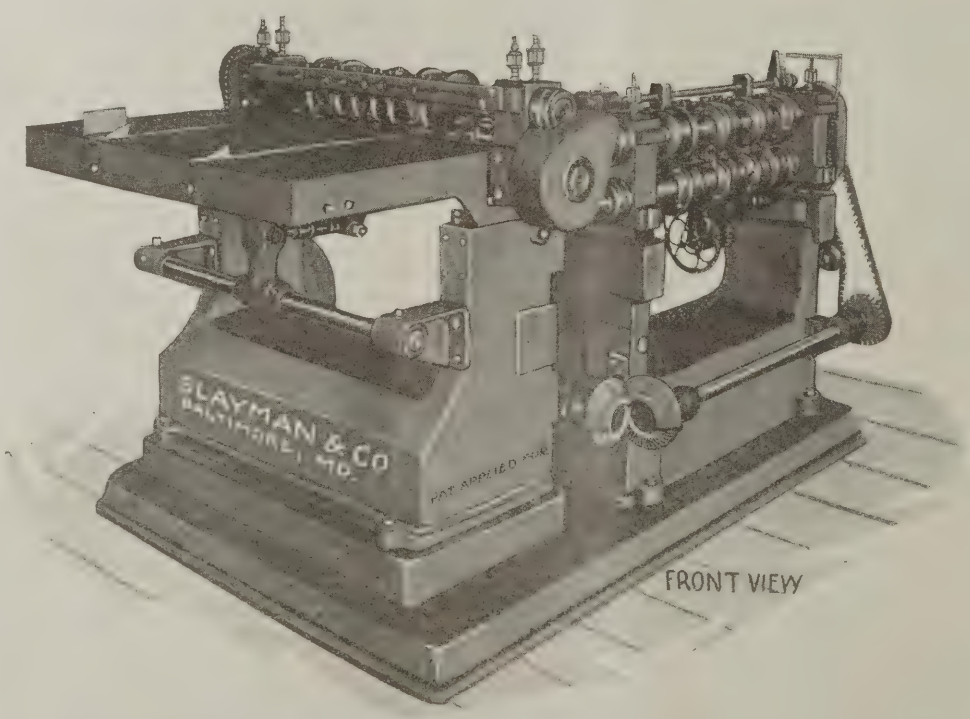
At about 6 P. M. the party left Madison for the home trip over Middleton Cross Plains, Black Earth, Mazomainie, and arrived home about 7 P. M. It is needless to say that this outing was immensely enjoyed by all and each and everybody of the party, including the directors of the local company. Once more we wish to express our sincere gratitude to the managers of the various plants visited for the kind and friendly manner in which they received and showed us through their respective plants, and hope that some day we may have an opportunity to reciprocate the compliments.

SAUK CITY CANNING CO.

THE JAPANESE CANNED CRAB INDUSTRY

THE 1923 production of canned crab in Japan was 137,200 cases of fancy goods and about 40,000 cases of other grades, making a total of 177,200 cases, according to a report to the Department of Commerce from Commercial Attache Babbitt, Tokyo. About 30,000 cases of fancy and 10,000 cases of other grades were destroyed at Yakohama in the earthquake and fire of September. In 1920 there were packed 123,038 cases, in 1921 the production was 120,000 cases, and in 1922 it was 135,000 cases. Only a small proportion is retained for home consumption, the bulk of the exports going to the United States, with Great Britain taking the second largest quantities, and Hawaii,

SLAYSMAN DUPLEX TRIMMER—SLITTER



Trims the sheet absolutely true, and drops it onto the feed bed of the Slitter where it is cut into the desired sizes—2's 3's 10's etc.

THE TWO OPERATIONS —TRIMMING and SLITTING—IN ONE.

Speed 60 to 90 sheets per minute, depending upon the operator. Saves labor, handling, time, and floor space.

Built on rigid base to stand strain. Guaranteed.

SLAYSMAN & COMPANY 801 E. Pratt St., BALTIMORE, MD.

Pea Graders

Manufactured and Sold by

Sinclair-Scott Company

Baltimore, Maryland.

Makers of Nested Pea Graders, Colossus Pea Graders, and Other Canning Machinery.

IMPROVED STEEL PROCESS KETTLE

Manufactured to hold 800, 1,000 and 1,200 2 lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process

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Our advertising has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America and thus one of the most profitable for you to handle.

CALIFORNIA PACKING CORPORATION

San Francisco CALIFORNIA

France, China and Canada buying smaller amounts. Total imports of crabmeat into the United States have been on the increase. In 1921, 2,500,000 pounds, valued at over $1,000,000, were brought in; the 1922 imports totaled 3,600,000 pounds, valued at $1,700,000, and the 1923 imports rose to 4,500,000 pounds, worth almost $3,000,000. Practically all of this came from Japan and entered through San Francisco and Seattle.

The crab used in the Japanese industry is found in the waters of the Sea of Japan and the Sea of Okhotsk, but principally along the northern and northwestern shores of Hokkaido, the inner shores of Saghalien, the Siberian coast and the inner shores of Kamchatka, and the Kuriles.

The method of catching is by nets of large mesh, with sinkers at the bottom and floats at the top, the net thus being set in a perpendicular position, the crab becoming entangled in the large mesh while ambulating on the sea bottom. No bait is used. The peculiarities of the packing of crabmeat are that it must be done near the place of catch, and soon after the catch is taken into the boats. If kept too long in the boats, a reaction occurs, in which the meat turns color and loses its pure-white, attractive appearance.

Only the legs of the crab are used. The fishermen, if the grounds are within a few hours by boat of the canning factory, take the catch ashore, where fresh water can be obtained, and cook them in boiling water, thus preventing the meat from discoloring, and then take them immediately to the factory for packing. The cooked crab legs assume a red color, much like lobster. The hard shell must be carefully broken and the meat removed whole. The sections of crab legs between the joints are fairly tubular, and this tubular shell is full of solid white meat. A thin film of red on the outside of the meat and clinging to the meat when removed from the shell is left on when packed, as it gives the product an attractive appearance in the tin and shows up well in contrast to the pure white of the meat.

Difficulties of packing make crabmeat an expensive product, as compared with salmon.

The Japanese have fishing concessions in Kamchatka, and there are a number of Japanese canneries on the Kamchatkan Coast; others are located in Hokkaido, Saghalien (Karafuto), Rishiri Island. The canneries in most cases are financed by the exporters, who thus, naturally, secure the fancy goods for foreign marketing. The labeling of the cans is usually done by the exporter at the port of shipment rather than at the cannery. Yokohama was the principal export market for crabmeat before the earthquake disaster, but since that date Kobe has been handling some of the business.

A good deal of the output of the smaller factories is really inferior and some of it is packed under unsanitary conditions. These goods are marketed through jobbers, and frequently exporting firms unfamiliar with the business are tempted to buy them up for export and consequently get into trouble due to their inexperience and their inability to get hold of the fancy goods, which, it is said, is practically all tied up by the people who finance the canneries, and who even go so far as to supervise the work of packing.

Some of the production in the past has been by floating canneries, which anchor handy to fresh water supply in the harbors or bays along the Siberian coast and cook and pack the goods right on the spot.

WHAT THE BROKERS SAY

Milwaukee, Wis., August 7, 1924.

This state was swept with a terrific storm early this week, and it is estimated that the crop damage will reach a million dollars. While general throughout the State, the storm was particularly severe along the eastern part of the State. Field after field of peas were flooded, and all of them were saturated with water to such an extent that farmers have been unable to cut, and as a result there has been but little canning done the last five or six days.

Fortunately 50 per cent of the sweet crop is in the cans, and the loss to the canners will not be as great as if the storm had come a week earlier. As the matter now stands, at least 25 per cent of the sweets still in the ground will be a total loss. Several fields were inspected on Thursday of this week, and we found that vines had already begun to rot from the water.

Corn in all sections of the State was knocked to the ground, but with favorable weather in the future will come back to its own again. We haven't, at this writing, a report as to the damage to the bean crop, but as the storm was not so great in the territories where this commodity is grown, we don't think the damage will be large.

FRANK A. INBUSCH CO.

Indianapolis, Ind., August 9, 1924.

After checking the tomato acreage in the State, we find there will be very few tomatoes packed in Indiana before the last week in August, whereas some canners will not be able to start until 10 days later. All factories are very well booked up, many of them entirely sold up. We do not know of any packers who will take additional standard business at this time. Corn is not improving as hoped for, and some packers fear they are oversold.

BERT C. KEITHLY CO.

Wausau, Wis., August 7, 1924.

There has been a good deal of talk during the past week about standards being sold at $1.00 to $1.05. Don't you believe it; there is nothing to it. We have run down a lot of these rumors, and in every case the peas were either "off-standards," "sub-standards," or the story pure bunk.

No doubt standards have been "offered" at those prices by persons posing as "brokers," who wouldn't knew a can of standard peas if they met one on the street, who have no more accounts than a rabbit. These birds make a practice of offering goods that don't exist at about a dime under the market. If they get an "order" they peddle it from hell to breakfast among the canners, giving them a thousand reasons why they should confirm. Once in a while some poor simp will fall for this stuff —more often not. Then they report back to their buyer that the goods were sold elsewhere.

There is no appreciable surplus of standard 4 Alaskas. It would not be surprising to see an acute shortage long before another pack will be available. The price today is $1.10. Some of the better lots are selling at $1.15. Standard No. 5 Alaskas are obtainable in limited quantities at $1 00—some exceptionally nice lots are held at $1.05. Standard No. 5 sweets are selling at $1.10, sixes at $1.05. No full standards can be bought for less.

GROCERS' SUPPLY CO.

Stevenson & Company, Inc.

Can making Machinery,

Dies and Machinery made to order.

601-7 S. Caroline Street, - - - Baltimore, Md.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, AUGUST 18, 1924

WEEKLY REVIEW

The Pea Situation in Detail—Big Pack, but There Will Be Little or No Surplus—Tomato and Corn Canning Begins—Market Weak on Early Packed Tomatoes—Fruits Are Strong and in Demand.

THE PEA COMPLEX—A year ago, when the pea-packing season had ended, everyone predicted—and it was expected—that the 1924 pea plantings and packs would be a record-breaker. The seedsmen merely had to sit still and let the canners bid their heads off for all and every kind of pea seed. And they did just that. And they went out among the growers, and each one quietly and "unbeknown" to every other pea canner, contracted for larger acreages than they would have dreamed of a few years ago. And then planting time came, and with it reports that the seed could not be gotten into the ground, owing to the cold, backward, unfavorable spring. But somehow in some way they did manage to get a pretty good acreage out—and then the yield would not be good, it was said. But the yield was pretty good, too. And so it is not surprising that the pea pack of 1924 is a good one; nor can we consider it at all astonishing that the good results were magnified by some parties in view of the preceding. The canners are still too much farmers to realize that the strongest feature of a market is truth, and the whole truth. We refer to the body of canners and not to individuals, as there are many, many canners who lay their cards on the table face up, as they should, and so let their distributors know just what to expect. There is no reason in the world to use subterfuge regarding peas, especially. The big expected pack was sold as futures, and they have advanced the general standards of peas to such a point that any surplus is needed, the consumers wanting all the peas that can be packed. There has come no trouble to the pea market due to the misleading reports, except a momentary drop in standard prices and which is of small consequence, but the effect upon the other items of canned foods has been harmful. Boldly speaking, the buyers say that if the pea canners, who are the leading members of this industry, will attempt to fool them, what can be expected of the tomato canners, and the corn canners, etc.? The tomato market, in particular, is suffering right now, the buyers saying that they suppose the tomato pack will be a record, too; that you cannot believe those d—m, lying canners, their trade journals or anyone connected with them. That is unfortunate and is a very prominent market feature today.

It is unfortunate because it misleads these buyers regarding tomatoes where crop conditions—and corn, too—are actually very bad. The Fall would have to extend to November to allow the canners of corn and tomatoes to come through with anything like a normal output, and it is extremely doubtful if that result would be obtained even with a late Fall. Therefore, if the buyers go away from corn and tomatoes in a huff and decide to wait before covering their wants, and the packs prove to be small, as they now seem certain to be, these buyers will again feel hurt, and they will feel that they have again been imposed upon. This kind of a situation does not help the market, but, of course, it is "the way of the trader."

Speaking of the recent disaster to peas in Wisconsin, Frank Stare, of the Grocers' Supply Co., said under date of August 12th:

> "The past week has been by far the most disastrous to the 1924 pea pack of any since the seed went into the ground. Commencing Sunday, August 3, torrential rains extending over Monday and Tuesday, in the very heart of the down-State canning section, literally devastated thousands of acres of peas, ready for the can, and made it impossible to harvest and deliver to the factories other thousands of acres before the peas passed the canning stage. Two hundred bridges were washed out in this area. Any number of factories never turned a wheel after this storm; they were simply put out of business. Then came the cyclone in the western part of the State, which wrecked one canning factory, and absolutely wiped out hundreds of acres of peas belonging to other canners in the track of this storm. As a result of all this the pack in Wisconsin has, doubtless, been curtailed a million cases.
>
> "Don't get the idea that there is going to be any immediate shortage of peas. There will be enough, although none too many, to meet the increasing consumptive demand. And the losses of the past week eliminates the possibility of carrying any surplus into the 1925 pack. Fancy Alaska peas are scarce right now, and standard Alasgas will be very soon.
>
> "Canners who were short on standard Alaskas—and there are a lot of them—are buying standard No. 4s at $1.10 in large quantities. By the time they get through there will be very few left. It looks like a stronger market on standard Alaskas, until they are cleaned up."

Confidential information from others in that State bear out this report, and the market may accept it as a true version of conditions today. The pea market here shows no changes in prices, and as most buyers are now receiving, or have received, good supplies of their future peas, the demand is quiet.

TOMATOES—The tomato canning season is on, the beginning having been made here with the early Jersey tomatoes, but which are very much lighter in supply than usual. These early packings will "cut a very small figure" this season. Other growers of tomatoes are beginning to make light pickings, and the season opened with a few houses the last days of this week. Indiana, Illinois and some other sections are beginning in a small way. The main crop will not be ready until September and they are all hoping and praying that it will be a long season. However, the weather is not such as to make that seem a possibility. We have had torrential rains during the past week in

most tomato sections, not only in this Tri-States region, but in Indiana and the Central West generally. And the extreme heat of the past few weeks has been replaced by much cooler weather, denoting the change to cooler times. Need we repeat the old bromide that torrential rains now will cut the yields of late tomatoes? They knock the blossoms from the vines, and beat off the small fruit; in fact, are the one dreaded enemy of a good tomato yield.

This week's tomato prices are weaker. No. 2 tomatoes in Baltimore are quoted at $1.05 as against $1.15 before. That means for the spot early packed Jersey tomatoes, and need not apply to the country canners and their seasonal crops. The wise buyer will observe that the tomato canners, as a whole, are staying off the market with further futures, will not consider them, and he should see in this a remarkable strength and indication as to the actual crop condition and prospect.

Corn—The crop has made excellent progress during the past few weeks. but some of the western sections have suffered from hail and severe storms. It is known that the severe storms have done more good to the growing crop than harm, with the exception, of course, of those unfortunate individuals who were caught, as some are always caught. The corn canners are also tuning up their machinery and beginning in a small way, and that season, now badly delayed, will be in full swing next week. As with tomatoes, the corn canners cannot see the possibility of accepting more business in face of crop conditions. The corn market remains unchanged and is very firm in price in all sections and all markets.

FRUITS—The buyers have fully awakened to the fact that fruit packing this season is to be "on orders in hand," or in other words, that there is small chance for any surplus in canned fruits this season. For this reason the market is very firm and active.

Pumpkin, which seems to be entirely cleaned up as to spots, is reported in very bad crop condition. Canners should watch their future sales and take advantage of their opportunity.

NEW YORK MARKET

Business Fair—Usual End of Season Weakness in Tomatoes—Southern Corn Held Higher Than Western—Peas Are Easy—Canned Foods Week Plans—Fruits Cause Anxiety—Salmon Pack in Question—News Notes.

By "New York Stater,"
Special Correspondent "The Canning Trade."

BUSINESS FAIR—There was no real change in the spot canned foods situation noted during the past week. Buyers were operating locally only in a small way. With delivery time for new packs close at hand, and prices on spot goods considerably higher than new pack, in most instances, buyers prefer to pick up small lots as needed to carry them until their first shipments of the new pack come along.

Tomatoes—With the new tomato season merging with the old, there has been the usual end of the season weakening in prices for old pack. Standard No. 2 tomatoes of 1923 pack are now available for prompt shipment at $1.00 to $1.05 per dozen, f. o. b. cannery, while new packed are offered for prompt shipment at the same range. Explaining these offerings of new pack for prompt shipment, one factor advises: "There is each year a quantity of early tomatoes planted for the city markets; the surplus is canned. A few of our packers are working on this stock. The quality is not equal to the later, or main, Maryland and Delaware crop, which will start about September 1st." Some future tomatoes are being quoted out by canners at 60c for 1s, 90c for 2s, $1.35 for 3s, and $4.25 for 10s, f. o. b. cannery.

Corn—Midwestern canners are quoting new pack for later shipment at 95c to $1.00 per dozen, f. o. b., for standard quality. Southern packers are offering at 95c per dozen, f. o. b. cannery. Why the Southern packers are generally 5c per dozen under the Midwestern canners on standard corn is a mystery, as the Southern pack is generally more pleasing to the palate than the average Midwestern standard. The answer probably lies in the fact that the canners in the Midwest co-operate more thoroughly through their close trade organization, and, consequently, are not menaced by the fear of some neighboring canner cutting prices and so spoiling the market for all.

Peas—The market is rather easy, reflecting recent report of the size of the pack in Wisconsin, which is running much larger than had been anticipated. Considerable storm damage was reported done to the growing crop of sweets by severe rain storms, however, and as a result the canners have withdrawn some of the low prices which were heard around the market last week. Spot holdings of peas are not large, and Southern packs of standards are finding their way onto the shelves of local retailers in larger volume than usual.

Canned Foods Week—Plans for Canned Foods Week are already being discussed with interest in the trade here, and it is evident that there will be more support of the plan in New York this season than has been the case hitherto. Definite plans for the conducting of the campaign locally have not yet been announced.

Fruits—Depressing reports regarding the progress of the California fruit pack are being received, but many buyers continue to discount these reports, and appear confident that there will be enough fruit to go around at prices which they think will pay. It is reported that the yield of pears and peaches in particular has been light.

Northwest Berries—Reports of pro-rata deliveries on Northwest packed berries are being received, and the market is stiffening somewhat on the scarcer lines. There has been a good demand for Northwestern Bartlett pears, both by the domestic trade and for shipment abroad.

Asparagus—While canners are quoting steady at list prices on their surplus stocks of asparagus, it appears that there are fairly sizable holdings of the lower grades in California, and prices are showing a downward tendency. Prices on asparagus have risen so during the past few years that the choicer grades have been placed in the luxury class, and wholesale grocers have been buying only in a limited manner.

Salmon—First vessels of the Alaska salmon fleet have started downward. It is interesting to note the disparity of reports regarding the pack, as circulated in the food trade and in financial circles. Reports in the trade are to the effect that the packs have been light; very much below expectations. Yet a leading financial news service yesterday carried a report from San Francisco telling of the sailing south of the first two vessels from Alaska waters, and adding that operations have been most satisfactory this year, so satisfactory, in fact, that the entire fleet will return loaded with either cased salmon or frozen and salted salmon. As to prices, chums are available in quantity for coast shipment at $1.20 per dozen, with reds available at $2.25 to $2.30, f. o. b. Seattle, although packers are talking $2.35 for this grade.

Sardines—Buyers continue to hold off the market for Maine sardines, and the base price of $3.75 per case for quarter keyless oils, f. o. b. Eastport, remains unchanged. Buyers are attempting to force the market to a lower level, but have met with no success thus far.

Raspberries Higher—Michigan canners have advanced No. 10 black raspberries to $8.50 per dozen, f. o. b. cannery, as compared with the previously prevailing quotation of $7.75 per dozen. Buyers have been taking Michigan berries in increasing quantities during the past few years, and the pack of the Wolverine State has become very popular with the pie fruit trade. Michigan cherries, strawberries and blackberries have met with a good demand this year, and the peach and pear packs have also sold well.

Tuna—Most tuna packers continue prices withdrawn, the strike of the fishermen having tied up cannery operations to a great extent. The canners are not so broken up over the strike as would be the case during a normal season, as the tie-up came just at a time when prices had started to tumble, with competing packers cutting quotations materially in the scramble for business.

Succotash—Carryover stocks of 1924 pack succotash are practically nil and it is evident that the supply this season will be short. Maryland packers are reported to be entirely sold out of all qualities of succotash, but will probably have stocks of new pack to offer in the near future.

Stringless Beans—There has been an active call for Maryland pack stringless beans during the past week, and canners are holding the market firm at $1 05 per dozen, f. o. b. Baltimore, with some country canners offering at 5 cents per dozen under this figure. No. 10 standards are held unchanged at $5.25 per dozen, f. o. b. cannery.

New Sweet Potatoes—Offerings of No. 2 standard sweet potatoes, f. o. b. cannery, were reported this week, after the market had been bare of this popular item for many weeks. Sweets did not take with the New York trade when first introduced. The New York trade buys with its eyes rather than with its tongue to a great extent, and the first canned sweets put on the market here were the delicious and palatable, but nevertheless unattractive, Southern yams. Since the canners have been devoting more attention to the appearance of their pack, however, the demand has picked up, and canned sweets are a regular staple with many New York stores now.

Notes—The Beechnut Packing Co. has declared the regular quarterly dividend of 60 cents per share on the common and 1¾ per cent on the preferred Class B stock, payable October 10 to stock of record October 1 on the common and October 15 to stock of record October 1 on the preferred.

Lestrade Bros. have been appointed New York sales agents for McGovern & McGovern, Seattle salmon factors.

ST. LOUIS MARKET

Market Continues Firm—Buyers Expect Larger Packs Than Estimated—Doubting Crop Conditions as Reported—Uncertainty Rules—Canners Hold Firm—Fruits Are Very Strong.

St. Louis, August 13, 1924.

By "Missourian."

Special Correspondent "The Canning Trade."

A FIRM market for all canned foods continues here, this in spite of a lack of forward purchasing. Buyers have refused to be rushed into making contracts at canners' prices. They believe that packers will have more of an unsold surplus after they have finished their pack than they expected, because they will pack more than they say they will. It is also the opinion of distributors here that the packers have not sold in actual form orders as much as they give out. At any rate, local trade is not believing the conditions in packing centers is as bad as is reported, and while distributors are inclined to buy in advance, cheaper lines than those now quoted are wanted, and since they cannot be had, buying at full price is being done in conservative volume only.

Tomatoes—Distributors refuse to accept the tomato market as it now is at the stiff prices prevailing, and canners do not see how there can be a normal pack, and until packing is in full swing, it is not anticipated there will be much market change. The demand for old packs is to cover actual orders now on hand. As it is, there is too much uncertainty to attract much buying, and purchasing, therefore, is on a hand-to-mouth basis. A belief prevails here that a late season may take place, and it will give plants an opportunity to overcome the unfavorable spring and the packs will be heavier than at first believed. In the South the situation appears serious. No one can tell, however. Much depends on the weather. If frosts are late, canners may be able to do better than they thought. Anyway, the canners do not believe there will be a heavy pack in the Tri-States.

Corn—None of the corn canners care to book orders for more new standards or extra standards. The late crop, lack of rain, and other handicaps do not encourage selling what cannot be produced. Canners say corn needs plenty of warm weather. The unsettled outlook has caused many withdrawals of new pack in all grades. In consequence, the light carryover mostly in second hands is carried with confidence. Futures are not readily available, as there are few offers being made.

Peas—Peas have been heavily sold on contract, and Alaska grades are sure to be shorter, but sweets may be sufficient to meet the shortage and leave a surplus. Since sweets are the most popular seller of the two, a condition of that kind will meet with favor among buyers. Supplies were bought early in the West. Reports have it that Wisconsin will have about 10,000,000 cases, which is a large pack as to total, but it is said that there will be a serious shortage of the large sieves. The surplus, it is said, will be in extra standards and near fancy, but fancy will be hard to get. It is said, also, that in some sections the yield has been three to six loads to the acre, on comparison to three or normal, due to heavy vineage. This has swamped packers who have not been able to take care of the peas offered them.

Fruits—The California fruit situation is a surprise. Many canners have withdrawn. Others are for the time being off the market until they can check up their outputs and find out the costs, while a few who are open to business are quoting only the ordinarily slow sellers, which are never in popular demand. Pears, peaches—of the favored grades and varieties—apricots and other items are more or less unavailable at the source. What is particularly noticeable is that all canners have the same selling ideas, and even the smaller factors, who are usually willing to undersell the larger packers, are now cautious sellers. California and Northwest reports indicate a limited production and next to no surplus after filling contracts. A considerable volume of European business is said to have been booked. Outlets abroad have been depleted of carryovers, which broadens the distribution of the new crop.

The Missouri State Board of Agriculture in a report just issued states that summer fruit prospects are fair, apples 56 per cent of normal, indicating a smaller commercial crop than last year. Some pears, plums and apples were hurt by winds and hail. Many farm apples are wormy. Howell county has a good peach crop. Peaches are very scarce north of Springfield.

The International Apple Shippers' Association is holding its twenty-ninth annual convention in St. Louis at the Hotel Chase this week. It was the largest meeting ever held by the organization, 1,500 delegates being in attendance.

The first day was taken up with registrations and committee meetings. At the formal opening Mayor Kiel delivered an address of welcome, and President J. J. Castellini, of Cincinnati, spoke.

A report of the 1924 crop was received and plans formulated for its distribution. The subject of discussion was publicity, including plans for a National Apple Week, legislation, transportation charges on freight, express and ocean shipments, refrigeration in transit, pre-cooled shipments, trade welfare, etc.

CALIFORNIA MARKET

Heavy Business on Fruits—Most Canners Sold to Their Limit—Realization That Prices Would Not Be Lower Caused a Rush—Pineapple Selling Well—A Large Pack of Tomatoes Not Expected—Salmon Pack Said to Be but 65%—Coast Notes.

San Francisco, August 14, 1924.

By "Berkeley,"

Special Correspondent "The Canning Trade."

FRUIT BUSINESS GOOD—A very heavy business has been booked on California canned fruits of late, and many packers have disposed of about all they care to. Several of the leading operators have made two general advances in prices since the opening of the market, and there is very little cutting of prices, even on the part of very small packers. The jobbing trade came to the realization some time ago that lower prices were out of the question and that advances were in order. It began to place orders quietly, but within a short time there was a real rush to anticipate future requirements, and this has definitely depleted stocks in many lines. The new lists of the California Packing Corporation and other large concerns are marked by many withdrawals, and these will be more numerous within a short time. Crops are not turning out as well as was expected, owing to the drought, and the pack of some varieties is falling below early estimates. Prominent packers prophesy a complete cleanup of California fruits this year, with other advances in the general list from time to time.

Pears—Despite the comparatively high prices quoted on Bartlett pears this year, prices made necessary by the high cost of canning fruit, the estimated pack of pears has already been largely absorbed. The California Packing Corporation has withdrawn prices on its entire list, with the exception of No. 10 solid pack pie, and will not be in the market again unless a surplus develops in some grades over the expected output. Other con-

Pineapple—A very marked demand continues for Hawaiian cerns are making but limited offerings.
pineapple and most packers have made advances over opening rates. These are not as large as on some lines of California fruits, but serve to emphasize the firm situation in the canned fruit field. The demand for crushed pineapple continues to be an interesting feature of the business and the outlook is that the

pack of this will fall considerably short of the demand that has been created.

Tomatoes—The outlook for a large pack of tomatoes in California this season is not very promising, the drought having brought about poor crop conditions in many sections. Most of the expected pack has already been disposed of, with $1.15 for No.2½ standards about the average price. Some large operators have withdrawn offerings entirely, but others are still offering small lots. Very little additional business will be booked, however, until the packing season is well under way.

The pack of fruits in the southern part of the State will be light this year, the output of peaches being estimated at but about 20 per cent of that of 1922. Apricots proved a light crop, with the fruit running to small sizes. The drought in the southern part of the State has had a very marked effect on deciduous fruits of all kinds. Many canneries are not being operated this season.

Salmon—Advices from Alaska indicate that the pack of salmon on Bristol Bay, from which the finest red fish is secured, will be but about 65 per cent of that of last year. Opening prices have not been announced by the Alaska Packers' Association, and none are expected until about the end of August, when the size of the pack will be definitely known and the first vessels of the fleet will be in port. Some packers have withdrawn prices on spot salmon, and the market is much firmer than it has been.

Coast Notes—The Oakdale section of California, long famous for its production of canning peas, is becoming well known as a producer of cucumbers for canning purposes. The output of cucumbers this season will be larger than ever before.

Dates for reduced rates on canned foods from Pacific Coast ports to the Gulf of Mexico have been altered from the original schedule, and will go into effect sooner than was at first announced. The Swayne & Hoyt Co. has announced that lower rates will be in effect on vessels of its line from San Francisco and Los Angeles on August 16, instead of on September 1.

J. F. Niswander, for several years president of the California Peach and Fig Growers, Inc., which has headquarters at Fresno, has tendered his resignation and has been succeeded in this capacity by W. B. Minturn, formerly vice-president. This organization has taken an active part in the introduction of figs to the consuming trade, as well as in the handling of dried peaches.

W. N. Rolph, vice-president of the Griffith-Durney Co., San Francisco, has returned from an European trip made in company with Mrs. Rolph.

Tillman & Bendel, San Francisco, have given up their wholesale distributing branch maintained for a time at Fresno, Cal., and are again serving the San Joaquin Valley trade direct from their San Francisco headquarters.

Suit has been filed at Stockton, Cal., against the stockholders of the Manteca Packing Co. by William H. Stitt, acting as assignee for numerous creditors of this concern, which has failed. The debts were contracted during the past two years.

P. C. Drescher, president of the Mebius & Drescher Co., Sacramento, Cal., and well known in wholesale grocery circles throughout the country, has purchased the interests of Henry Mitau, vice-president of this firm.

MAINE MARKET

Rain Does Much Good—At Work on Beans and Blueberries—Berries Will Be Short—Corn Crop Looks Promising—The Sardine Situation Is Discouraging.

Portland, Me., August 15, 1924.

By "Maine,"
Special Correspondent "The Canning Trade."

GOOD RAIN—A nice rain this week has brightened the outlook here in Maine. While the Weather Bureau reports only .45 inches, it was a soft, gentle rain, which soaked into the ground and did great good to the suffering crops. Some spots of the State had been favored with occasional showers and were in good condition, but other sections were extremely dry and the prospects for a good harvest were very discouraging.

At Work—Work has begun in the Maine canning factories this week on stringless beans and blueberries. The bean crop withstood the dry weather surprisingly well, and while the beans are not as good size as last year, nor quite as free yielding, the pack is going to be much better than we had reason a few weeks ago to expect. A few factories opened up the week of the 4th, others this week, and now all are busily engaged.

Blueberries have suffered rather more from the lack of moisture and the pack will be under 75 per cent of normal. Prices have finally been announced this week at $2.00 and $9.00 for 2s and 10s in water, with a differential of 25c on 2s when in syrup. These prices are being firmly maintained, and will be upheld; it is anticipated that the market will be cleaned up very shortly, as the S. A. P. business is already more than sufficient to consume the estimated production. Had yesterday's rain been a pelting shower, the berry crop would have been still further reduced, as the bushes are dry and a heavy rain beats the berries to the ground.

Corn—The corn acreage was very much benefited by the rain, which was general throughout the State. This help came just in time, and as it has been followed by warm, sunny weather, it has done a world of good to the corn. Conditions are reported as being, if anything, better than last year at this time, and the outlook is promising.

Sardines—The sardine situation continues very discouraging from every point of view. No fish are expected until the last of August, although it is hoped that the run at that time may be heavy. The catch along the coast from Jonesport to Rockland, which generally furnishes the bulk of the fish, has not been 10 per cent of the usual amount. The pack is, consequently, very slow, and necessarily expensive to operate. In fact, the present selling price of standards, $3.65, is said by good canners to be the actual cost of production in the factories. Goods are moving to market as soon as produced. The sardine canners, however, have had so many losing years now that they are inured to grief and are struggling along bravely against all odds.

WHAT THE BROKERS SAY

Aberdeen, Md., August 13, 1924.

Tomatoes—The packing of the new early Jersey crop of tomatoes commenced last week, and will continue for possibly a week or 10 days longer, when there will be a little lull until the regular packing season begins from the acreage under contract. These early pack tomatoes, as a rule, are not as good color as the later varieties. There is still a little surplus of last year's pack tomatoes available for immediate shipment at 60-62½c for 1s, $1.00-1.05 for 2s, $1.35 for 3s, and $4.25 for 10s. We can also buy new early pack 2s at $1 00-$1.05. For future delivery for shipment during the regular packing season the market is somewhat firmer and there are very few sellers. We are quoting future tomatoes at 60-62½c for 1s, 92½-95c for 2s, $1.32½-$1.35 for 3s, and $4.25 for 10s. The prospects for a crop of tomatoes are rather unfavorable at this time, and it all depends on the weather conditions as to the size of the pack.

Corn—Spot corn seems to be pretty well cleaned up. We are entirely sold out of crushed sugar corn, but have about a car of extra standard whole-grain shoepeg corn under packer's labels at $1.35 per dozen, f. o. b. Delaware factory. Prices on future corn have been temporarily withdrawn, as sales have been rather heavy and packers prefer to wait until they get into the packing season and see how the corn is turning out before taking any additional business.

Sweet Potatoes—We offer new pack sweet potatoes for shipment when packed, strictly standard quality, at $1.20 for 2½s, $1.25 for 3s, and $4.25 for 10s, f. o. b. factory.

Fruits—We quote No. 2 blackberries in water at $1.25, 10s at $7.25, No. 2 strawberries in water at $1.40, 10s at $5.75; No. 2 red cherries in water at $1.40; No. 2 gooseberries at $1.35; No. 2 syrup pears at $1.15, 3s at $1.70; No. 3 water pears at $1.00-$1.05, all f. o. b. Baltimore.

C. W. BAKER & SONS.

THE LAND OF OPPORTUNITY

From the Optimist

WHEN Dumas wrote the "Count of Monte Cristo" he wished to endow his hero with unexampled riches—wealth beyond the dreams of avarice—so he put his fortune at one hundred million francs, or twenty million dollars. That was as far as imagination could go in that day and generation; and it is probably as far as it can go today in almost any country other than the United States.

Opportunities for the creation of great fortunes do not seem to occur often outside of our borders, but the industrial history of the United States can reveal stories that would make Monte Cristo tame by comparison. No Arabian Night's tale ever conceived by man can compare with the actualities of American business.

The story of Carnegie; of Huntington, Hill and Harriman; of Mackay, Fair and O'Brien; of the fabulous fortunes of Standard Oil—any or all of these would make a resurrected Dumas drop dead again. But of all the classic examples of golden opportunity and the possibilities of applied industry in America, the history of the Ford Motor Company is the top.

The other day we ran across a list of its original stockholders, with the amount of stock subscribed by each. The figures are said to be approximately correct, and perhaps they will interest you as much as they did the Editor:

Henry Ford	$25,000
Alex. Y. Malcolmson	25,500
John S. Gray	10,500
John F. Dodge	5,000
Horace E. Dodge	5,000
Horace H. Rackham	5,000
Albert Strelow	5,000
John W. Anderson	5,000
C. H. Bennett	5,000
V. C. Frey	5,000
James Couzens	2,400
C. J. Woodhall	1,000
Miss R. V. Couzens	100

Of this sum only $28,000 was paid in cash.

Ford put in his car for stock and let Malcolmson have $25,500 worth of stock for guaranteeing $7,000 worth of bills. The Dodges paid no cash, but agreed to furnish materials for the amount of their stock. Most of the others put up notes, in whole or in part.

Strelow sold out for $25,000 to Couzens in order to invest in a gold mine in British Columbia. Had he stuck his stock today could be sold for $50,000,000. The gold mine was a failure.

Malcolmson sold to Ford for $175,000. His stock, it is estimated, would today be worth $250,000,000.

Bennett, Woodhall and Frey sold out soon after Malcolmson. Bennett and Frey each received $25,000 for their stock from Ford and Couzens. Ford bought Woodhall's stock for $5,000.

Miss R. V. Couzens, sister of James Couzens, took out $355,000 from her investment of $100.

James Couzens took out $39,500,000.

The Gray estate sold its stock for $26,250,000 after drawing dividends of $10,355,075.

The investment of Rackham and Anderson, attorneys, yielded each of them $17,435,750.

The Dodge brothers took out a total of $34,871,500.

The Ford Motor Company has made over ten million motor cars. There are, in all the world, seventeen million automobiles.

What Canned Foods Distributors are Doing

New Organization Plans Cooperative Buying By Retail Grocers on Large Scale— "Big Stick" For Manufacturers Accused of Favoring Chain Stores— Turnover and Profits.

War Against Advertising—Independent retail grocers have declared war against certain manufacturers of national advertised products. For several years past the feature sales of certain nationally advertised food products by chain stores at prices at or under those at which the independent retailers could buy have acted as a thorn in the side of the independent retailers. Some manufacturers have been charged with giving the chain stores preferential prices and discounts, and the plans for the independents call for a drive for equal rights in buying. To this end, the co-operative buying exchange idea of the retailers is being developed.

John H. Meyer, president of the Associated Grocers of America, a new organization of retailers, which will strive to so organize the retailers of the country that they may be put upon an equal basis with the chains in buying, outlined the retailers' plans at the recent grocers' convention at Buffalo.

"It was evident," said Mr. Meyer, in speaking of the causes leading up to the formation of the new organization, "that the conditions governing the sales policies of some manufacturers and jobbing houses were quite at variance with those generally applying to those not within 'the charmed circle' of the favored, and certain experiences were quoted which practically proved buying concessions and other devious allowances, beyond the shadow of a doubt. In fact, written evidence was offered in proof of it.

"With this before us, it was no longer a mystery as to how certain dealers could afford to sell some nationally advertised products continually at a price to the consumer below that at which the individual grocer could buy. In substantiation of this, the evidence of certain dealers continually advertising certain nationally advertised staples at a price which was below that at which we could, also pointed the way not only to the positive evidence we had, but the circumstantial as well.

"The time for the intelligent retail grocer to think in big terms is now, for we believe that his underrating himself has kept him from reaching the plane he is justly entitled to. With such an important industry as ours we should not stand idly by and permit those who would run the steam roller over us to get away with it while we are conscious.

"Some comment has been heard that our jobbing grocers are frowning upon this new move, and yet we fail to understand why this is so, especially when we are told that even they are contemplating combining their purchases in order that they may better meet the same common foe against which we are aiming. It is erroneously claimed by those who profess to know our plans that we seek to buy collectively for all of those who have allied themselves within our ranks. This is but part truth, since we confess that at the present time at least this is physically impossible. We do know that the policy as laid down by us will, in time, develop an understanding such as will leave no doubt in the minds of those who are discriminating against us and will awaken them to the fact that this is unfair trading. They can no longer expect us to continue to be forced to sell their products without a fair return to us, while others more favored evidently find it a paying proposition.

"The grocer has beeen stuffed with the matter of 'turnover,' most of which is just that and nothing more, not even paying the overhead expense of doing business. So in place of listening to the glib specialty artist on the wonderful business of 'turnover,' we think it is time to 'turn about' and do a few handsprings of our own creation.

"The old-time 'regular' jobber should not feel hurt at this move, since the basic principle governing it is but the natural outcome of what any of the 'regular' jobbers could expect. We have never claimed that we will get all of the grocers into our activities, but we do find that there are sufficient of them to

justify our going ahead along progressive lines. Some jobbers have accepted the situation as gracefully as conditions will permit, and they are sufficiently intelligent to know that frowning won't stop us. There will still be retail grocers who prefer to continue less progressively than their neighbor, and perhaps feel happy. It is quite evident that there are some jobbers as well as manufacturers who have been just as careless as are the reta lers in not shaing their policies along new lines, and are growing indifferent to the real things surrounding them. Some jobbers and manufacturers have 'fallen' for the quantity allurement, only to become enmeshed in the web, from which it is hard to emerge gracefully. If one wants a striking example of this, let him read some of the advertisements of the 'big fellows' where we find nationally advertised staples offered at a cut price often lower than we pay, and right on the same line we find the dead.y parallel and silent stab of 'why pay more' for their own brands offered at a price below that of the cut price referred to. At times these comparisons show a differential on the same size as much as 10 cents. They 'rub it in' by duplicating it in their show windows, thus giving even those who can't read a chance to compare by size and at least figures.

"The theory of co-operative buying is history—it has proved its necessity and value to the intelligent dealer. Even the 'large' buyers buy co-operatively, which indicates as well as proves that its future depends upon the practical application of intelligent and forceful support of those interested. The good will of the dealer, especially the individual type, which some manufacturers appear to have overlooked in the mad scramble to get the big business will continue to be a big factor, as it always has been. When sales policies are introduced only by fear of losing the trade on other articles, and the manufacturer depends almost entirely on the consumer being catered to by advertising costing immense expenditures of money—when turnover is attempted to be made compulsory, regardless of these conditions—then it is not to be wondered at that the retailer rebels.

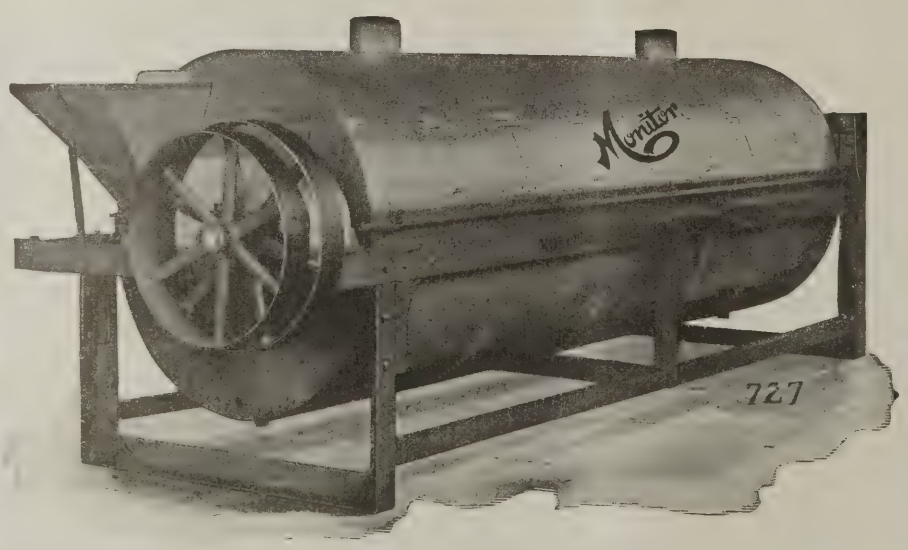
"Some manufacturers carry their trade-marks on their balance sheets as assets in sums varying from small amounts to millions of dollars. It has taken them many years and great cost to justify it. Some of the highest courts have held that such an asset is perfectly legitimate and that 'good will' often becomes the basis of money consideration in large transactions. With this point firmly established, is it unfair for us to assume that the manufacturer owes a duty to himself to see to it that his trade-marked product, with its contents representing only a small part of the value of the product as a whole, should be protected accordingly?

"The manufacturer has the law in his hands if he will but realize how dangerous such a policy is. We are keeping in mind recent court decisions as to how far a manufacturer can go in refusing to sell his product or to attempt to maintain a resale price. What we have in mind is that some manufacturers coddle these dealers, actually encourage them to not only sell to the consumer at ruinous prices, but actually assist them by making an allowance; first for the cost of advertising the cut price in the daily papers and giving various devious concessions, either direct price allowances, secret rebates, yearly deductions for increased sales, shelf advertising, 'thirteen for a dozen,' and various other schemes."

Turnover and Profits—E. A. Carter, secretary of the Alabama Wholesale Grocers' Association, writing on turnover and profits, says: "Instead of saving a lot of money on our expenses by rapid turnover, the expense account is only affected at the most about 1 per cent, but turnover increases gross profit percentage by eliminating losses, minimizes close-outs, and does away with the temptation to cut prices on account of large stock and does not leave the wholesale grocer a victim of market conditions which invariably work against him. This increase in gross profits, if turnover is properly handled, instead of saving 1 per cent of your expense account, will amount to 1½ per cent on your sales."

Fair and Unfair Practices—A petition for a review of the principles of law involved in the Federal Trade Commission vs. National Biscuit Company case has been filed in the United States Supreme Court. The petition seeks a review of the decision of the United States Circuit Court of Appeals for the Second District of New York, which was rendered May 5 last, overruling the cease and desist order which had been entered by the Federal Trade Commission against the National Biscuit Company. The decision of the Court of Appeals, which the Federal Trade Commission now seeks to have set aside, declared that the sales policy of the National, in permitting a quantity discount to chain stores, but refusing a like quantity discount to a pool or combination of independent retailers, is not an unfair or unlawful method of doing business.

Why The Monitor Blancher?



BECAUSE:

It does not injure the most tender stock.

It will safely give a 30 minute blanch, proving non-injurious.

It gives uniform heat from start to finish.

It discharges used water at feed end, taking in fresh at discharge end, consequently stock is constantly entering clean water.

It discharges stock through clean condensed steam.

It will not choke.

It will not mix.

No other Blancher will stand up to these specifications.

Now is the time to get a low price.

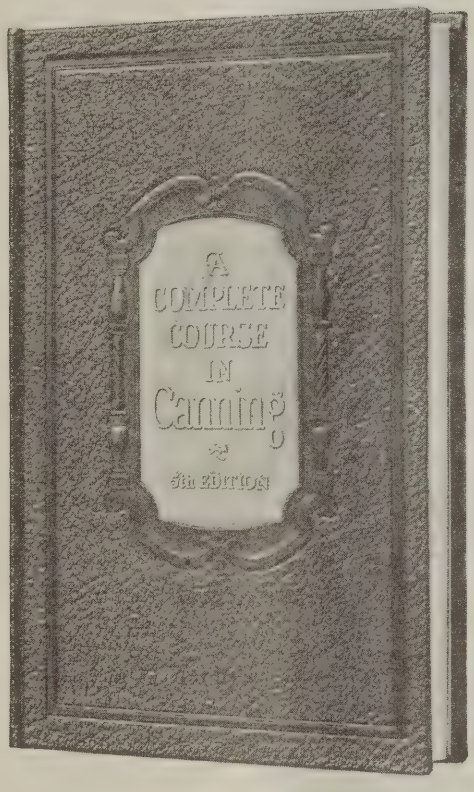
HUNTLEY MFG. CO.

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A. K. ROBINS & CO.
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BUY IT



and use it and save money.

Published by

THE CANNING TRADE,

Baltimore, Maryland.

The Foundation of A GOOD LABEL

The design may be beautiful and the inks of the best quality but if the paper isn't right the label will not be right.

A good label must have a good foundation---fine paper. It must be paper that will stay white with age and it must be the right finish for color printing purposes. Also it must have the strength and texture to give maximum production on labeling machines.

We test every lot of paper we receive to make sure that it fulfills all these requirements. We use nothing but the best quality of coated and uncoated papers made for us on our order and always by the same formula.

On this foundation we build---with the taste and skill of long experience---labels that help sell goods.

CONSULT OUR TRADE MARK BUREAU

We maintain a bureau of brands and trade marks for the benefit of our customers. Write us for particulars. The service is free.

THE U. S. PRINTING & LITHOGRAPH CO.

CINCINNATI
55 Beech St.

BALTIMORE
439 Cross St.

SMILE AWHILE

FAMILIAR WORDS

Traffic Cop—Just now one of them swell young cowboys that looks like a collar ad come driving a murder car up here with a flapper alonside of him and while he was waiting for the go-sign he got so fascinated or something gazing at the love-light in her eyes he didn't go when I give it to him. I whistled, and he didn't pay no attention. The guys behind him tooted their horns—nothing doing. I just naturally had to go right up to him to restore him to consciousness, and I says to him:

"Young man, don't you know when to go?"

"Oh, Rudolph," giggles the Jane, "don't that sound for all the world like papa."

SPANKER KNOWS

Young Mr. Spanker
Went to a banker
To borrow a thousand or so.
The banker was wise,
"Do you advertise?
If you do, you'll get the dough."

SLIGHTLY BALLED

Otto—Gee, I made a bad break at dinner last night!

Ditto—Don't tell us the one about the cracked plate!

Otto—No! Mother asked me if I wouldn't have some more corn. I said "Sure!" and passed my glass.—Black and Blue Jay.

KIND-HEARTED GIRL

"And why did old Steppout will that chorus girl half his fortune?"

"She once saved his life."

"Indeed! How?"

"She ignored him one time when he was accompanied by his wife."

GOOD ADVERTISING

Headline—"Laborer Drowns in Alcohol Vat."

Next Day—"Crowd of Unemployed Storms Chemical Plant."

FOOLHARDY

Mrs. Depeck—Poor young Jubbs has been shamefully jilted three times.

Mr. Depeck—He'd better be careful. His luck'll be breaking.

POOR BING!

There was a young fellow called Bing,
You couldn't tell him a thing.
He advertised groceries in a men's magazine,
And now wants to sell his swell limousine.

SPURRING HIM ON

"Why do you refuse him if you want to marry him?"

"Because he has only proposed eleven times so far, and I want him to beat the record."—London Mail.

HORSE TALK

Excited Tourist (beckoning to cabby)—Hey!

Cabby—Look here, mister, stop kiddin' my horse.—Punch Bowl.

OR A CUFF ON THE ARM

Salesman—Dese is a fine soot; all wool but d'buttins. D'ya want belt in d'back?

Customer—No; do you want a kick in d'pants?—Medley.

WEEKLY THOUGHT

Nothing's so hard but search will find it out.—Herrick.

THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

FOR 47 YEARS THE CANNED FOODS AUTHORITY

Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879.

Vol. 47 | Published at BALTIMORE, (every) MONDAY, AUGUST 18, 1924 | No. 52

American Can

CONTAINERS OF TIN PLATE · BLACK IRON · GALVANIZED IRON · FIBRE

CANCO

How many people eat Canned Foods?

HERE'S some light on the question—from a survey by the U. S. Bureau of Labor Statistics, quoted in National Canners Association Membership Letter No. 66:

ARTICLE	% of all families using article	Av. lb. per family per year
Canned Salmon	60.8	14.4
Milk, condensed or evap.	60.5	102.9
Baked beans, canned	36.1	17.5
Canned peas	55.0	17.6
Canned corn	58.2	17.5
Canned tomatoes	50.2	67.8

There's evidently a vast market open. Millions of Americans do not yet realize the wholesomeness, convenience, economy and nutritive value of canned foods.

The job ahead of us—all of us in the industry—is to build a solid foundation of belief in *quality* canned foods. With that we can look for steady growth in favor and prosperity.

You bend every effort to pack quality foods. We strive to give you our best in Canco service and Canco quality cans that will carry your pack intact to the consumer's kitchen.

With quality foremost, surely more people will be converted to canned foods. The prize is worth trying for, isn't it?

American Can Company

KITTREDGE
LABELS
CHICAGO

CANNED GOODS EXCHANGE
YEAR 1924-1925

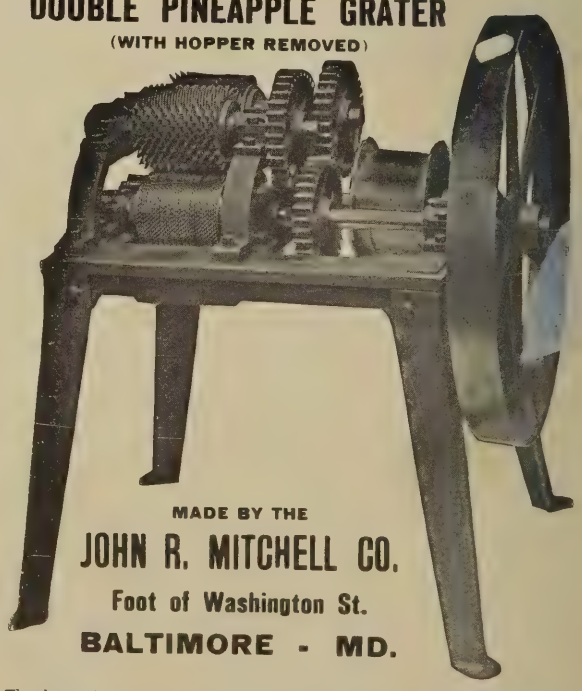
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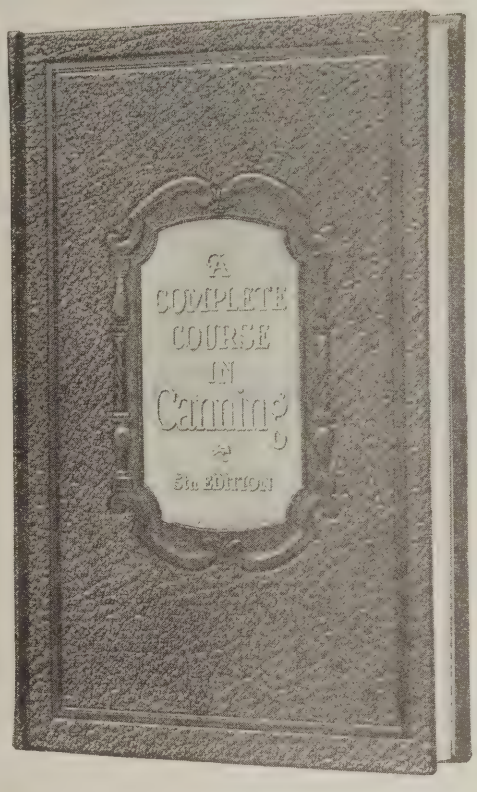
DOUBLE PINEAPPLE GRATER
(WITH HOPPER REMOVED)



MADE BY THE
JOHN R. MITCHELL CO.
Foot of Washington St.
BALTIMORE - MD.

The large-tooth saws, on the upper spindles, coarse grind the fruit which passes down to the fine saws on the two lower spindles, from there it falls into a tub under the machine. Machine is well braced and the workmanship is of the best; gears are cut from the solid, and saws are milled from solid blanks which gives a cutting edge to two sides of the tooth. Hopper and discharge chutes are lined with white pine.

You Need It!



THE man who burns out without insurance realizes his mistake; and the food manufacturer who makes an error in the process times, or methods; or runs afoul of the Food Laws, —when he could have been 'dead-certain' what to do and how to do it, by using this book,—will also see his mistake.

Just a little mistake in process time, method of handling or ignorance about the latest and best way, and losses pile up with sickening rapidity.

WHY TAKE THE CHANCE?

Men don't deliberately produce poor goods, flat sours, slack-filled cans, off-colored, pin-holing, bad-flavored goods. Those losses—in money and reputation—come from 'taking a chance.'

THIS BOOK furnishes the answer to the man who really wants to improve his quality, and have his goods safe and always dependable.

You may think you Do Not Need It---- But the house with this book in the Safe feels a confidence, an-ease-of-mind, which no other $10.00 can buy!!

You Can Be Sure You're Right!

PRICE $10.00 postage prepaid, with order.

For Sale By All Supply Houses, Dealers etc,

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THE WHEELING

SANITARY CAN CLOSED WITH THE No. 100 MACHINE

IS THE PERFECT CONTAINER

WHEELING CORRUGATING CO., CAN DEPARTMENT

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NEW YORK OFFICE
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1966 Conway Building

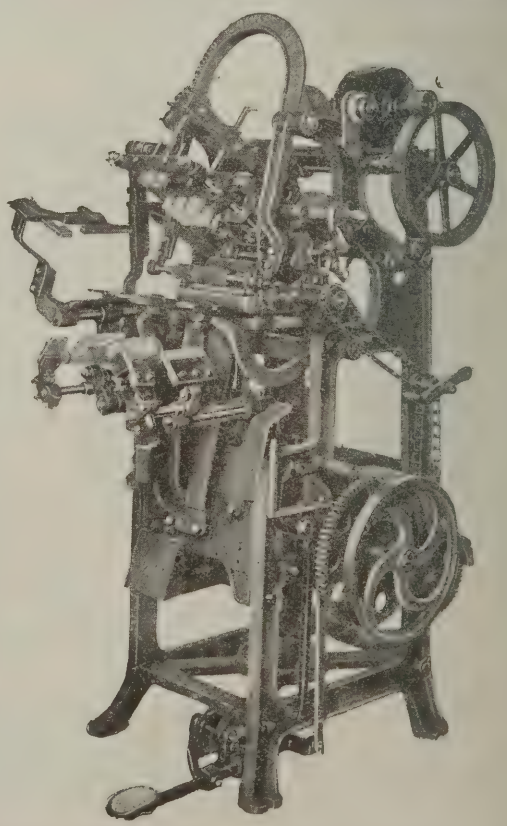
INDIANAPOLIS OFFICE
Transportation Building

DALLAS, TEX., OFFICE
517 Dallas County State Bank Bldg.

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Columbia Building

Rush Labeling

begins when the pack comes in and if you have been caught unawares our increased facilities permit us to make exceptional shipments on your last minute requirements. Best check up your equipment NOW!



Edward Ermold Company

The Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Streets

NEW YORK CITY.

AYARS 1924 EFFICIENT
HOT WATER EXHAUSTER

No steam spray to bleach the fruit.

Closed coil with boiler pressure giving 212° heat over cans.

Straight line----Small floor space.

Hot water exhaust is necessary.

Takes all size cans without any adjustment.

Made in four sizes to suit your requirements.

Moderate cost.

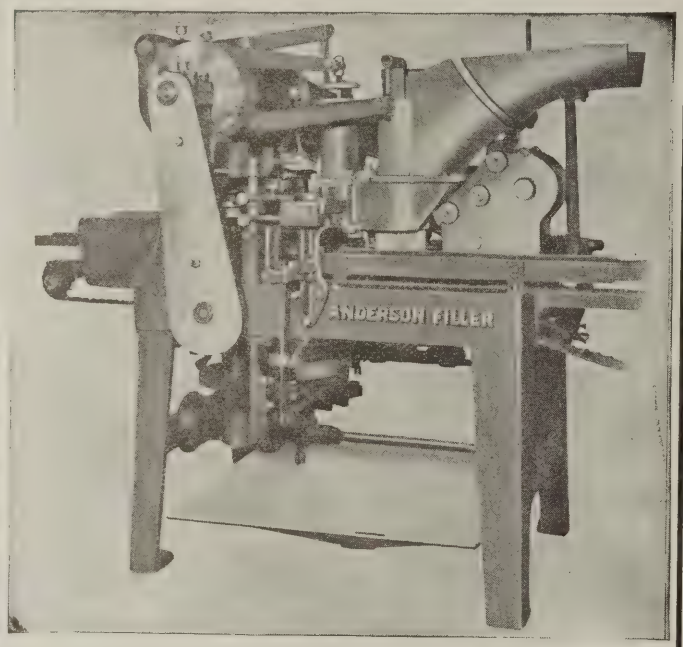
Write for Circular giving cut, full descriptions, sizes etc.

Give us length of time you want to exhaust and capacity required and we will be glad to quote on machine suitable for your requirements.

AYARS MACHINE COMPANY

Salem, New Jersey

The Anderson FILLER



We took our name from this machine!

We know the kind of machine the canner must have—(we've been building canning machinery for years) and we put into this Filler everything you expect in such a machine.

It fills steadily, fast or slow, every can just as you want it—and all alike—

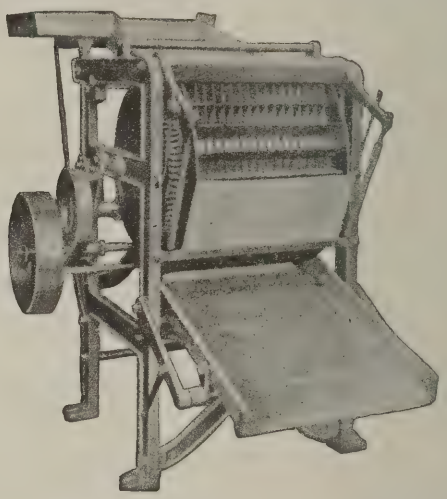
Spinach, Kraut, Tomatoes, String Beans, Pumpkin etc.

THE WILLING WORK-HORSE OF THE CANNERY.

Further details and testimonials, if you wish. But, better still,—Put it to work in your plant this year, on our guarantee.

Anderson Filling Machine Co.
Webster Street, Junction,
ALAMEDA, CALIFORNIA

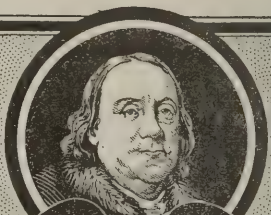
LEWIS CUTTER
—FOR—
Beans, Okra, Celery, Rhubarb



Attention, Mr. Canner:-If your cutter does not cut old and stringy beans clean, then you should have a Lewis Cutter, which cuts perfectly.

We also build; Pineapple Peelers, Corers, Sizers and Slicers, Power Can Testers for any size cans, up to 5 gallon Oil Cans.

E. J. LEWIS Middleport, N. Y.



You Don't Want the Color of Your Pack Changed

If a weak sugar is used, this may happen. It cannot happen if you

USE FRANKLIN FRUIT GRANULATED

which produces a clear white syrup.

If you will write our Service Department we will try to solve any sugar problem confronting you.

***The* Franklin Sugar Refining Company**
Philadelphia, Pa.

"A Franklin Cane Suger for every use."

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week, in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—Make your own electricity by steam power and operate your lights and electric motors. At sacrifice--must be moved immediately: Steam Engine Electric Generating Sets of 40, 35, 15, 10, 7½ and 4 kilowatt capacity; anyone who has steam can make electricty by these sets. Also have several Electric Motors available. Standard Electric Machinery Co., 7 E. Hill St., Baltimore, Md.

FOR SALE—LOCOMOTIVE TYPE BOILERS.
1—60 H. P. ASME 125 pounds.
1—80 H. P. Standard construction 100 pounds.
10—80 H. P. On wheels, new, ASME 125 pounds.
1—90 H. P. ASME 150 pounds.
1—100 H. P. Standeard construction 100 pounds.
ERIE ECONOMIC TYPE.
1—60 H. P. Standard construction 100 pounds.
1—90 H. P. Standard construction 100 pounds.
2—125 H. P. ASME 125 pounds.
UPRIGHT BOILERS IN ALMOST EVERY SIZE FROM 4 to 100 H. P. NEW AND USED.
Louis A. Tarr, Inc., N. W. Cor. Sharp & Conway Sts., Baltimore, Md.

USED MACHINERY FOR SALE—
OFFERED SUBJECT TO PRIOR SALE—
1-No. 2 Johnson (McDonald) 16 (Head) Automatic Water Tester
5-No. 303 Adriance Square Cans Squeezers for Corned Beef cans
1-No. 2 Bliss Squeezer for 5 gallon square cans
2-No. 2 Bliss Power Squeezers for 5 gallon square cans
1-No 2 Stecker Power Squeezer for 5 gallon square cans
1-Floter for 5 gallon cans, square
1-Machine for covering lithographing rolls
3-Fox Troyer automatic Double Seamers for No. 1 to No. 3 cans
1-No. 128 Max Ams Double Seamer for No. 1 to No. 3 cans
1-Angelus Hand Double Seamer for No. 10 cans
2-C. D Troyer Compound end lining machines, with attachments for No 5 and No. 10 cans
2-McDonald single end lining machines for No. 1 to No. 3 cans
2-McDonald double end lining machines for No. 1 to No. 3 cans
7-McDonald single end drying ovens for No. 1 to No. 3 cans
2-Johnson automatic water testers for No. 1 to No. 3 cans, right hand
1-Johnson automatic water tester for No. 1 to No. 3 cans right hand
1-Johnson automatic water tester for No. 1 to No. 3 cans, left hand
WHEELING STEEL CORPORATION, Wheeling, W. Va.
Can Division.

FOR SALE—1 three car Oyster Box with cars and track.
Address Box A-1236 care of The Canning Trade.

FOR SALE CHEAP—1 New Cyclone Pulping Machine.
C. S. Stevens & Sons, Cedarville, N. J.

FOR SALE—One pratically new 25 ft. steam box, with 16—8 ft. cars complete with track.
Address B. Kamen, 1917 W. North Ave., Baltimore, Md.

FOR SALE—
1 Style F. Wonder Cooker.
1 New Premier Lye Peach Peeler.
1 Burt, hand driven Labeler for No. 1 cans.
2 1000 gallon size Kook More Koils.
Address Box A-1221 care of The Canning Trade.

FOR SALE-We offer for prompt shipment—One 125 H. P. Frie City Economic Boiler. 4 New 1000 gallon capacity Sprayue Pulp Coils. Write or wire for particulars.
A. K. Robins & Co., Inc. Baltimore, Md.

FOR SALE—Large stock of "used" Canning Machinery at attractive prices. Write us your requirements.
Canning Machinery Exchange,
409 Marine Bank Bldg., Baltimore, Md.

FOR SALE—
1 Lot of Process Crates for all size Kettles
1 Three car Steam Box and several others of various sizes
1 Lot of Steam cars
1 Robins Circle Steam Hoist
1 Lot of Trucks
1 Lot of Canning factory Trucks
Several Engines in first class condition - vertical and horizontal
1 125 H. P. Erie City Economic Boiler
1 70 H. P. Vertical Boiler
1 40 H. P. Vertical Boiler
1 35 H. P. Vertical Boiler
1 15 H. P. Vertical Boiler
2 Boxing Machines
2 Steam Pumps
2 Sprague Lowe Pulpers
2 Cyclone Pulpers
1 6 pocket Corn Cooker Filler
1 Cuykendall Mixer
6 Copper Coils for 500 or 1000 gal. tank
2 Pair of Kraut Cutters
Numerous other pieces of practically new canning machinery at low prices for quick shipment. Send us your order.
A. K. Robins & Co, Inc, 116 Market Place, Baltimore, Md.

For Sale— Plants

FOR SALE-Two of the largest and most modernly equipped canning plants in the West. Unlimited supplies of raw material. Excellent freight rates to large markets. Good labor conditions. Splendid reputation for quality packs. Brands well established. Forty thousand dollars will handle each unit. Will sell both together or seperately. Balance on liberal terms. A big bargain with wonderful possibilities for the future. Address Box A-1229 care of
The Canning Trade.

FOR SALE—ASPARAGUS Farm and Canning Plant, located in the southern part of Madison County, New York State. About 140 acres, 35 acres now in Asparagus. Good buildings and well equipped canning plant complete and now running. Farm is located within calling distance of R. R. Station, church, school and two stores. 15 acres asparagus now bearing balance 1 to 4 years old. Asparagus pack sells 6 to 8 months in advance. Also private residence with 5 acres for sale if wanted. Price right. Poor health reason for selling.

Enquire, U. G. Carpenter, P. O. Hamilton, N. Y.

EMPLOYMENT EXCHANGE

HELP WANTED.

WANTED—Experienced man to take charge of pickle and specialty manufacturing department. Must possess thorough knowledge of pickle and specialty game, including catsup, and have temperament that will permit working harmoniously with sales department and giving them real assistance. Advise fully experience, qualifications, references and salary expected.

Address Box B-1223 care of The Canning Trade.

WANTED—Thoroughly competent Manager for can-making factory. Write, with full particulars, to J. D. E., P. O. Box 3857, Station D, Philadelphia, Pa.

WANTED—Chemist familiar with food lines and able to made microscopical tests according to the Howard method. Give age, reference and salary expected in first letter.

Address: Craig Brokerage Co., Indianapolis, Ind.

Situations Wanted

POSITION WANTED—As assistant manager or Superintendent processor. Extensive experience packing fruits, jams, jellies, vegetables and several fancy goods. Besides thorough knowledge of pineapple canning. Open for engagement at once. Either for the U. S. or any tropical country. Married. Best references.

Address Box B-1238 care of The Canning Trade.

SITUATION WANTED—By reliable young Warehouse man. Experience in Burt and Knapp Labelers and Wire Stichers and can handle men.

Address Box B-1222 care of The Canning Trade.

POSITION WANTED—Man, 26, familiar with all phases of the growing and canning of sweet Corn, desires position as Assistant Manager with concern or farmers' organization. Absolutely practical knowledge plus a four year agricultural education. Willing to develope into an executive. Extensive managerial experience. Sales experience. Familiar with Tomatoes.

Address Box B-1224 care of The Canning Trade

POSITION WANTED—As strictly high grade Superintendent Processor. With years of unusual varied experience. Packing al lines of Fruits and Vegetables, etc., in tin or glass. Open for engagement at once. Where real opportunity exists and where ability, energy and character coupled with quality and quantity production will be appreciafed. Married. Desire permanent connection and will appreciate full particulars. Best of reference will be given.

Address Box B-1203 care of The Canning Trade.

Would like to get in touch with firm wanting National distribution. Am acquainted with buyers and brokers from coast to coast.

Address Box B-1183 care of The Canning Trade

SITUATION WANTED as Manager of can factory for firm manufacturing cans for own use or the trade, by American, married. Reference given. Desires permanent position and will appreciate full particulars.

Address Box B-1234 care of The Canning Trade.

Need Some Office Stationery?

Letterheads
Billheads
Factory Tickets
File Cards
Statements
Envelopes
Circulars
Order Blanks
Catalogues

Printing of the Better Kind

Furnished at *Moderate Prices.*

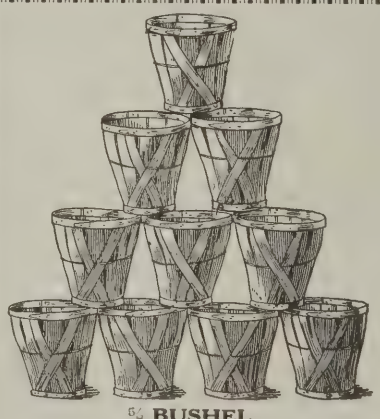
THE TRADE CO.
107 S. Frederick St.,
BALTIMORE, MD.

Publisher's

The Canning Trade

The Almanac of the Canning Industry

A Complete Course in Canning



First Quality tomato picking baskets car load or less.

Quick Shipment.

A. K. Robins & Co.
INCORPORATED
Baltimore, Md.



FOR BETTER, LESS EXPENSIVE SHIPPING BOXES ---- See H & D

H & D Corrugated Fibre Boxes get there with the goods. Shipped to a nearby town or to a point across the continent, they arrive with contents intact.

You risk no defaced labels or leaky cans when you ship in these better boxes. Inexpensive, convenient and far above railroad requirements for strength, they solve your shipping problem once and for all.

Get our prices and free samples and you will be convinced of the efficiency and economy of these better boxes.

Ask also for your copy of our free "Canners Booklet".



THE HINDE & DAUCH PAPER CO
Member Canning Machinery & Supplies Assn.
800 Water St., Sandusky, Ohio
CANADIAN ADDRESS:
Toronto—King St. Subway and Hanna Ave.

H&D Corrugated Fibre Shipping Boxes



For Your Benefit—

Bear Brand Aprons are made for YOU to save you money in several ways:

Because they are constructed of the finest 8-oz Sea Island Duck, strongly impregnated with pure Para Rubber, they are rip-proof, wear-proof, water and fruit-acid proof. This means a longer period of usefulness than is usually obtainable -- and a consequent reduction in your apron expense.

And as Bear Aprons are extremely light in weight (only 15 ounces), they bring your employes perfect comfort, permitting greater working efficiency. A comfortable employe is a better worker.

Many of the largest canners and packers, including H. J. Heinz Co., use our aprons exclusively. Severe tests proved our aprons to be superior and more economical.

COLOR: Dark Maroon
30" x 47" long—$15.50 doz.
34" x 47" long—$16.50 doz.

Send trial order TODAY — and learn how much apron service your dollar can buy. You'll be pleasantly surprised, and your employes will thank you, too, for a better apron.

Samples of fabric, showing quality, on request.

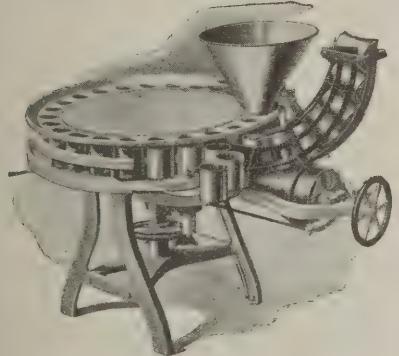
Another popular style: Protexu Brand Rubber Aprons -- slightly heavier than Bear, and black in color. Extremely durable and protective, suitable for all work--even for protection from strongest acids. 30" wide x 38" long, $12.00 doz; 36" wide by 44" long, $15. dozen.

William M. Gross.

Makers of all styles aprons for all industrial purposes

Carver Building :-: Sharon, Penna.

HANSEN FRUIT AND VEGETABLE FILLER



Adjustable for No. 1, 1½, 2, 2½, 3 Cans. Machine also made for No. 10 cans.

Fills Practically Automatically But Produces Hand Pack Quality Beets, String Beans, Tomatoes, Cherries, Berries, Kraut, Etc.

Rockfield, Wis., Nov. 26, 1923.

We are glad to advise that we are very well pleased with the Beet Filler which we purchased from you and used throughout the season. It is a great labor saving device. We used it in connection with No. 2 and No. 3 cans and it gives a good fill. We can only say the best for it.

ROCKFIELD CANNING COMPANY
BY A. J. Klumb.

Sturgeon Bay, Wis., Dec. 1, 1923.

Allow the writer to congratulate you on your Hansen Fruit and Vegetable Filler. As you know, we have been experimenting for the past five years with mechanical fillers for filling No. 2 red sour pitted cherries. Up to this year when we installed two of your fillers, we had never found anything that would operate satisfactorily on cherries but since the success we have had this year with your new filler, we feel that you have a machine which will work very satisfactorily indeed.

The machine operates very smoothly without the jamming of cans and the accompanying loss of fruit and turns out a very uniform fill. We believe your estimate of capacity which you stated was 70 cans per minute to be very conservative, for we know this machine will operate very satisfactory on 95-100 cans per minute on cherries. We expect to put in more of these machines as the necessity arises and you may rest assured that we are perfectly satisfied with their operation.

FRUIT GROWERS CANNING COMPANY
BY Edw. S. Reynolds.

Colby, Wis., Nov. 27, 1923.

We wish to advise you that we are more than pleased with the hand bean filler, or rather as you call it, the Hansen Fruit and Vegetable Filler.

We were rather doubtful as to its capabilities until we tried it out. Wish to advise you that your filling hopper on same does not need attention, and with one girl supervising the fill of cans was all the help we needed in the canning of cut beans.

We have been complimented on the uniform fill of our beans and all we can say is we lay it all to your machine.

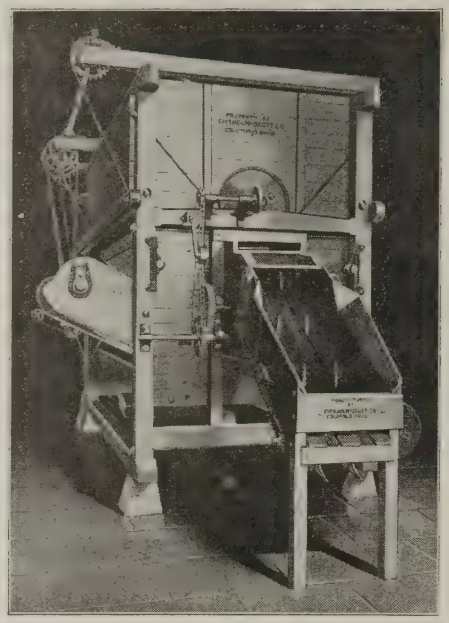
If you have any skeptics as to the capabilities of your filler, wish you would refer same to me or my superintendent at this plant and am sure we could soon change their opinion.

CENTRAL CANNING COMPANY
BY W. H. Christiansen, Mgr.

HANSEN CANNING MACHINERY CORPORATION, CEDARBURG, WIS.

Manufacturers of Hansen

Pea and Bean Filler, Corn Cooker Filler, Conveyor Boot, Sanitary Can Washer, Beet Topper.



GREEN PEA VINERS

Viner Feeders

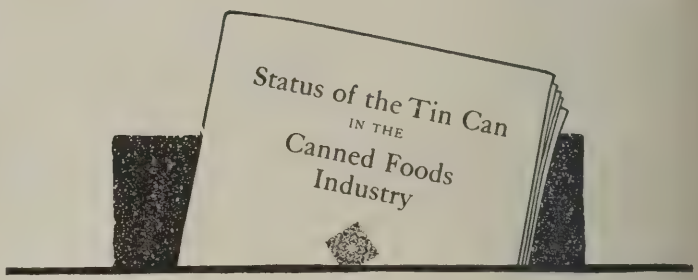
Under Carrier Separators

"Ask the men who use them."

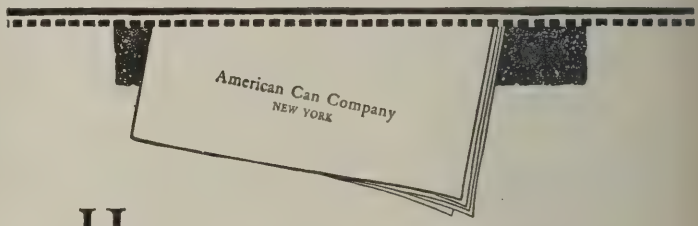
CHISHOLM-SCOTT CO.,

387 E. Broad St., Columbus, Ohio.

—CAN PRICES—



A reference book for every buyer, broker, salesman or distributor of Canned Foods



HAVE you a copy? A letter addressed to Room 1358, 120 Broadway, New York City, will bring one to you promptly.

American Can Company

GAMSE'S ATTRACTIVE LABELS

An ordinary label is just a label. A Gamse Label is an advertisement.

H. GAMSE & BRO.

Lithographers

GAMSE BUILDING

BALTIMORE MARYLAND

Continental Can Company, Inc.

will quote prices on Cans upon application.

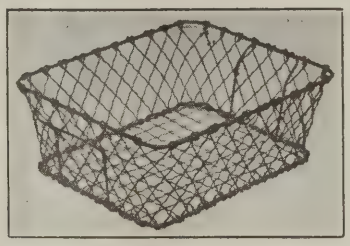
Order Supplies At Once

"THE HOUSE OF SERVICE"

What Ever You Need!



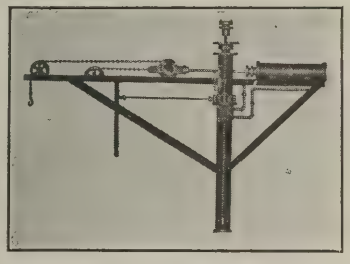
TOMATO WASHER



SCALDING BASKETS



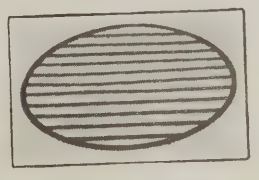
RETORTS



CRANES



ENAMELED BUCKETS



CRATE TOPS



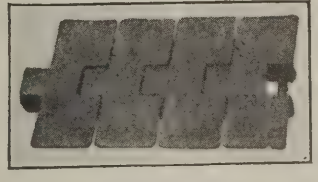
FOR CLEANING
and SCOURING!



TRUCKS



CRATES



ATTACHMENTS



SMILEY SPOON SHAPED TOMATO KNIFE



LINK BELTS

Wire, Phone or Write

We'll Take Care of You

A. K. ROBINS & CO., Inc.

116 Market Place — *Phone, Plaza 1987* — Baltimore, Md.

Attention——

Eastern Canners!

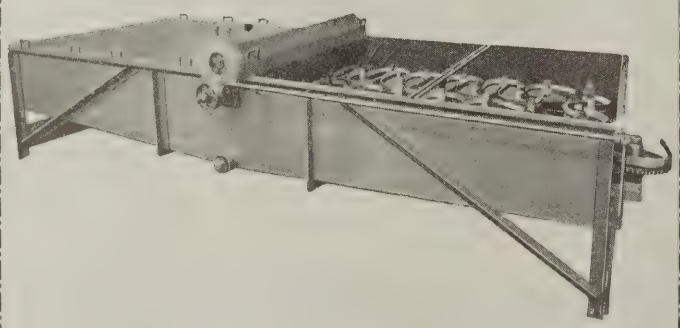
We have available in our eastern stock for immediate shipment, one new A-B WATER EXHAUSTER for No. 2, 2½ and 3 cans.

This Exhauster has large holding capacity and any Canner finding his present equipment inadequate either in capacity or operating condition can secure full particulars by telegraphing either of the following offices.

Anderson-Barngrover Mfg. Co.
San Jose, California

S. O. RANDALL'S SON
409 Marine Bank Bldg.
Baltimore, Md.

S. G. GORSLINE
844 Rush St.
Chicago, Ill.



A-B WATER EXHAUSTER

GOLD SEAL TIN PASTE

Reg. U. S Pat. Off.

For Spot Labeling

Gold Seal Tin Paste sticks your labels so that they *cannot be pulled off.* It never gets brittle nor allows the labels to loosen up on the dealer's shelf.

It comes ready for use without mixing, shipped in 5 gal. cans, 30 gal. and 50 gal. barrels.

— *Manufactured by* —

Dewey & Almy Chemical Co.
CAMBRIDGE, MASS.

Manufacturers of Dewalco Sealing Compounds, Soldering Fluxes, Labeling Gums and Pastes.

BERLIN QUALITY

Over 3000 Canning Machines In Successful Operation

CANNING MACHINERY

— *for the* —

Pea Canner
Corn Canner
Tomato Canner
Fruit Canner
Milk Canner
Meat Canner

BERLIN CANNING MACHINERY WORKS
BERLIN, WIS.

A NEW LABORATORY

Fully equipped to handle your problems is my contribution toward a successful season.

LeRoy V. Strasburger, B. S.
15 S. Gay St., Baltimore, Md.

Chemical Analyses Bacteriological Examinations.

WHERE TO BUY

———the Machinery and Supplies you need and the Leading Houses that supply them.

Consult the advertisements for details.

Apple Paring Machines. See Paring Machines.

APRONS (factory), acid, waterproof.
Phil Emrich, Cincinnati.
Wm. Gross, Sharon, Pa.

Automatic Canmaking Machinery. See Canmakers' Machinery.

BASKETS (wire), scalding, picking, etc.
A. K. Robins, & Co., Baltimore.

BELTS, carrier, rubber, wire, etc.
La Porte Mat & Mfg. Co., La Porte, Ind.

Bean Cleaners. See Cleaning & Grading Mchy.
Beans, Dried. See Pea and Bean Seed.

BELTING.
Berry Boxes. See Baskets, wood.

BLANCHERS, vegetable and fruit.
Anderson Filling Mach. Co., Alameda, Calif.
Ayars Machine Co., Salem, N. J.
Huntley Manfg. Co., Silver Creek, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, pressure. See Pumps.

BOILERS AND ENGINES, steam.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Baltimore.
Slaysman & Co., Baltimore.

Bottle Capping Machines. See Bottlers' Mchy.
Bottle Caps. See Caps.
Bottle Cases, wood. See Boxes, Crates, Shooks.
Bottle Corking Machines. See Bottlers' Mchy.
Bottle Fillers. See Bottlers' Mchy.

BOTTLERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Karl Kiefer Machine Co., Cincinnati, Ohio.
Edw. Ermold Co., New York City.

Bottle Screw Caps. See Caps.
Box Nailing Machines.

BOX (Corrugated) SEALING MACHINE
McStay Machine Co., Los Angeles.

BOXES, CRATES and Shooks, wood.

Boxes, corrugated paper. See Corrugated Paper Products.
Boxing Machines, can. See Labeling Machines, can.

BROKERS.
Beatty-Archer Co., Inc., Houston, Texas.
Thos. J. Meehan & Co., Baltimore.

Buckets and Pails, fiber. See Fiber Containers.
Buckets and Pails, metal. See Enameled Buckets.
Buckets, wood. See Cannery Supplies.

BURNERS, oil gas, gasoline, etc.
A. K. Robins & Co., Baltimore.

BY-PRODUCTS, machinery.
Edw. Renneburg & Sons Co., Baltimore.

Burning Brands. See Stencils.
Cabbage Machinery. See Kraut Machinery.
Can Conveyors. See Conveyors and Carriers.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Machine Co., Salem, N. J.

Can Fillers. See Filling Machines.

CANMAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
John R. Mitchell Co., Baltimore.
Seattle-Astoria Iron Works, Seattle, Wash.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.

Can Markers. See Stampers and Markers.
Can Lacquers. See Lacquer Manufacturers.

CAN-SEALING COMPOUNDS
Max Ams Machine Co., New York.
Dewey & Almy Chem. Co., Cambridge, Mass.

CANNERY SUPPLIES.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Machy. Wks., Berlin, Wis.
Phil Emrich, Cincinnati, O.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Canning Experts. See Consulting Experts.
Can Stampers. See Stampers and Markers.
Can Testers. See Canmakers' Machinery.
Filling Machines, bottle. See Bottlers' Mchy.

CANS, tin, all kinds.
American Can Co., New York.
Atlantic Can Co., Baltimore.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, Ohio.
Phelps Can Co., Baltimore.
Southern Can Co., Baltimore.
Virginia Can Co., Roanoke, Va.
Wheeling Corrugating Co., Wheeling, W. Va.

Cans, fiber. See Fiber Containers.

CAPPING MACHINES, soldering.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Machines, solderless. See Closing Machines.
Capping Steels, soldering. See Cannery Supls.

CARRIERS and Conveyors, gravity.
Karl Kiefer Machine Co., Cincinnati, Ohio.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work. See Pulp Mchy.; for bottling, see Bottlers' Mchy.

Chain Belt Conveyors. See Conveyors.
Chain for elevating, conveying. See Conveyors.
Checks, employees' time. See Stencils.
Choppers, food, fruit, mincemeat, etc.
Chutes, Gravity Spiral. See Carriers.
Cider and Vinegar Makers' Supplies.

CLEANER AND CLEANSER (Wyandotte).
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHINERY, fruit.
Huntley Mfg. Co., Silver Creek, N. Y.

CLEANING & GRADING MACHINERY, peas, bean, seed, etc.
Huntley Mfg. Co., Silver Creek, N. Y.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, bottle. See Bottlers' Machinery.
Cleaning Machines, can. See Washers.
Clocks, process time. See Controllers.

CLOSING MACHINES, open top cans.
Ams Machine Co., Max, New York City.
E. W. Bliss Co., Brooklyn, N. Y.
Cameron Can Machy. Co., Chicago, Ill.
Seattle-Astoria Iron Works, Seattle, Wash.
Slaysman & Co., Baltimore.
Wheeling Corrugating Co., Wheeling, W. Va.

Coated Nails. See Nails.
Coils, copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Mchy.
Colors, Certified for foods.

CONVEYORS & CARRIERS, canners.
Berlin Cang. Mach. Wks., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
La Porte Mat & Mfg. Co., La Porte, Ind.
A. K. Robins & Co., Baltimore.

COOKERS, continuous, agitating.
Anderson-Barngrover Mfg. Co., San Jose, Cal.
Anderson Filling Mach. Co., Alameda, Calif.
Berlin Cang. Machy. Wks., Berlin, Wis.

Cookers' retors. See Kettles, process.
Cookers and Fillers, corn. See Corn Cooker-Fillers.

COOLERS, continuous.
Anderson-Barngrover Mfg. Co., San Jose, Cal.

COPPER COILS for tanks.
F. H. Langsenkamp, Indianapolis.

Copper Jacketed Kettles. See Kettles, copper.

CORING HOOKS, pitting spoons, etc.
Phil Emrich, Cincinnati.

CORKING MACHINES
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin Cang. Mach. Wks., Berlin, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS (in the can).
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mach. Wks., Berlin, Wis.

CORN HUSKERS and SILKERS.
Berlin Cang. Mach. Wks., Berlin, Wis.
Huntley Mfg. Co., Silver Creek, N. Y.
Morral Bros., Morral, O.
Peerless Husker Co., Buffalo.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS. (Boxes, Bottle Wrappers, etc.)
Hinde & Dauch Paper Co., Sandusky, Ohio.

Counters. See Can Counters.
Countershafts. See Speed Regulating Devices.

CRANES and carrying machines.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Zastrow Machine Co., Baltimore.

CRATES, Iron Process.
Berlin Cang. Mach. Wks., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co Baltimore.

Cutters, corn. See Corn Cutters.
Cutters, kraut. See Kraut Machinery.
Cutters, string bean. See String Bean Mchy.
Dating Machines. See Stampers and Markers.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York.
Continental Can Co., New York City.
Southern Can Co., Baltimore.
Wheeling Corrugating Co., Wheeling, W. Va.

Dies, can. See Canmakers' Mchy.
Double-Seaming Machines. See Closing Mchs.

DRYERS, drying machinery.
Edw. Renneburg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Elevators, Warehouse.
Employees' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, etc.
Phil Emrich, Cincinnati.
A. K. Robins & Co., Baltimore.

Engines, Steam. See Boilers and Engines.
Enameled-lined kettles. See Tanks, glass lined.

EVAPORATING MACHINERY.
Anderson Filling Mach. Co., Alameda, Calif.
Berlin Cang. Mach. Wks., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

RUBBER GLOVES, factory.
Wm. Gross, Sharon, Pa.
Phil Emrich, Cincinnati, O.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
A. K. Robins & Co., Baltimore, Md.

Fertilizers.

FIBRE CONTAINERS for food (not hermetically sealed).
American Can Co., New York.
Continental Can Co., New York City.
Hinde & Dauch Paper Co., Sandusky, Ohio.

FIBRE PRODUCTS, boxes, boxboard, etc.
Hinde & Dauch Paper Co., Sandusky, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, bottles. See Bottlers' Mchy.

FILLING MACHINES, can.
Anderson Filling Mach. Co., Alameda, Calif.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mach. Wks., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Karl Kiefer Machine Co., Cincinnati, Ohio.
Huntley Mfg. Co., Silver Creek, N. Y.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, syrup. See Syruping Machines.

FINISHING MACHINES, catsup, etc.
F. H. Langsenkamp, Indianapolis.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

FLUX
Dewey & Almy Chem. Co., Cambridge, Mass.

Food Choppers. See Choppers.
Friction Top Cans. See Cans, tin.
Fruit Graders. See Cleaning and Grading Mchy., fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS and seeders.
Huntley Mfg. Co., Silver Creek, N. Y.

Fruit Presses. See Cider Makers' Mchy.
Gasoline Firepots. See Cannery Supplies.
Gauges, pressure, time, etc. See Power Plant Equipment.

WHERE TO BUY—Continued

GENERAL AGENTS for Machinery Mfrs.
Berlin Cang. Mach. Wks., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, electric. See motors.
Glass-lined Tanks. See Tanks, glass-lined.
Glue, for sealing fibre boxes.
Governors, steam. See Power Plant Equip.
Grading Mches. See Cleaning and Gr'd'g Mchy.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Cleaning and Grading Mchy.
Hoisting and Carrying Mches. See Cranes.
Hominy Making Machinery.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.
Ink, can stamping. See Stencils.

INSURANCE, canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, copper.

JACKETED PANS, steam.
F. H. Langsenkamp, Indianapolis, Ind.

Jars, fruit. See Glass Bottles, etc.
Juice Pumps. See Pumps.
Kerosene Oil Burners. See Burners.
Ketchup Fillers. See Bottlers' Mchy.

KETTLES, copper, plain or jacketed.
F. H. Langsenkamp, Indianapolis, Ind.

Kettles, enameled. See Tanks, glass-lined.

KETTLES, process.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mchy. Works, Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mchy. Co., Baltimore.

KNIVES, miscellaneous.
A. K. Robins & Co., Baltimore.
Phil Emrich, Cincinnati, O.

Kraut Cutters.
A. K. Robins & Co., Baltimore.

LABELING MACHINES
Edw. Ermold Co., New York City.
F. H. Knapp Co., Yonkers, N. Y.
Morral Bros., Morral, Ohio.

LABEL Manufacturers.
H. Gamse & Co., Baltimore.
R. J. Kittredge & Co., Chicago.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Prt. & Litho. Co., Cincinnati.

LABORATORIES for analysis of goods, etc.
National Canners Asso., Washington, D. C.

Markers, can. See Stampers and Markers.

MARKING INK, pots, etc. See Stencils.

Phil Emrich, Cincinnati.
Marmalade Machinery. See Pulp Machinery.
Meat Canning Machinery.
Meat Choppers. See Choppers.

MILK CONDENSING & CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mchy. Works, Berlin, Wis.
A. K. Robins & Co., Baltimore.
Zastrow Mchy. Co., Baltimore.

Molasses Filling Machines. See Filling Machines.
Nailing Machines. See Box Nailing Machines.

OYSTER CANNERS' MACHINERY.
Berlin Cang. Mchy. Works, Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Baltimore.
Zastrow Mchy. Co., Baltimore.
Packers' Cans. See Cans.
Pails, tubs, etc., fibre. See Fibre Containers.
Paper Boxes. See Corrugated Paper Products.
Paper Cans and Containers. See Fibre Containers.
Paring Knives. See Knives.

PARING MACHINES.
Phil. Emrich, Cincinnati, O.
Sinclair-Scott Co., Baltimore.

PASTE, canners'.
Continental Mfg. Co., Philadelphia.
Dewey & Almy Chem. Co., Cambridge, Mass.
Edw. Emrnold Co., New York City.
A. K. Robins & Co., Baltimore.

PEA and BEAN SEED.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Berlin Cang. Mchy. Works, Berlin, Wis.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Silver Creek, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Pea Harvesters. See Farming Machinery.

Pea Hullers and Viners.
Chisholm Scott Co., Columbus, O.
Frank Hamachek, Kewaunee, Wis.

Pea Vine Feeders.
Chisholm Scott Co., Columbus, O.
Frank Hamachek, Kewaunee, Wis.

PEELING KNIVES.
Phil. Emrich, Cincinnati.
A. K. Robins & Co., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, continuous.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Baltimore.
Berlin Cang. Mchy. Works, Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Canners' Mchy.

PINEAPPLE MACHINERY.
E. J. Lewis, Middleport, N. Y.
John R. Mitchell Co., Baltimore.
Stevenson & Co., Baltimore.
Zastrow Mchy. Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Canners'.

PITTING SPOONS, coring hooks, etc.
Phil Emrich, Cincinnati.

POWER PLANT EQUIPMENT
Power Presses. See Canmakers' Machinery.
Power Transmission Mchy. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Karl Kiefer Machine Co., Cincinnati, Ohio.

PULP MACHINERY.
Berlin Cang. Mchy. Works, Berlin, Wis.
F. H. Langsenkamp, Indianapolis.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, air, water, brine, syrup.
Ams Machine Co., Max, New York City.
F. H. Langsenkamp, Indianapolis.
A. K. Robins & Co., Baltimore.
Retort Crates. See Kettles, process.
Retorts, steam. See Kettles, process.

RHUBARB CUTTER
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cannery Supplies.

SEALING MACHINES, Box.
McStay Machine Co., Los Angeles, Cal.
Sanitary Cleaner and Cleaner. See Cleaning Compounds.
Sanitary (open top) cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, tomato, etc.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Silver Creek, N. Y.
F. H. Langsenkamp, Indianapolis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Scrap Bailing Press.
Screw Caps, bottle. See Caps.
Sealing Machines, bottle. See Bottlers' Mchy.
Sealing Machines, sanitary cans. See Closing Machines.

SEEDS, canners', all varieties.
D. Landreth Seed Co., Bristol, Co.
Rogers Bros. Seed Co., Chicago.
Separators. See Pea Canning Mchy.

SEALING MACHINES, CANS, see Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York.
E. W. Bliss Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Seattle-Astoria Iron Works, Seattle, Wash.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.
Shooks. See Boxes, Crates, etc.

SIEVES AND SCREENS.
A. T. Ferrell & Co., Saginaw, Mich.
Huntley Mfg. Co., Silver Creek, N. Y.
N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, corn.
Huntley Mfg. Co., Silver Creek, N. Y.
Sprague-Sells Corp., Chicago.
Slicers, fruit and vegetable. See Corers and Slicers.
Sorters, pea. See Cleaning & Grading Mchy.

SPEED REGULATING DEVICES (for Machines, belt drives, etc.).
Sinclair-Scott & Co., Baltimore.
Huntley Mfg. Co., Silver Creek, N. Y.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Steam Cookers, continuous. See Cookers.
Steam Jacketed Kettles. See Kettles.
Steam Pipe Covering. See Boiler and Pipe Covering.
Steam Retorts. See Kettles, process.

STENCILS, marking pots and brushes, brass checks, rubber and steel type, burning brands, etc.
A. K. Robins & Co., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp, Indianapolis.

STRING BEAN MACHINERY.
Berlin Cang. Mchy. Works, Berlin, Wis.
Chisholm-Scott Co., Columbus, Ohio.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Silver Creek, N. Y.
E. J. Lewis, Middleport, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Supplies, engine room, line shaft, etc. See Power Plant Equipment.
Supply House and General Agents. See General Agents.
Switchboards. See Electrical Appliances.

SYRUPING MACHINE.
Anderson Filling Mach. Co., Alameda, Calif.
Ayars Machine Co., Salem, N. J.
Karl Kiefer Machine Co., Cincinnati, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, picking. See Pea Canners' Mchy.

TANKS, METAL.
Berlin Cang. Mchy. Works, Berlin, Wis.
F. H. Langsenkamp, Indianapolis.
Slaysman & Co., Baltimore, Md.

TANKS, glass-lined steel.
F. H. Langsenkamp, Indianapolis, Ind.

TANKS, WOODEN.
Balto. Cooperage Co., Baltimore.
Testers, can. See Canmakers' Mchy.
Ticket Punches. See Stencils.
Time Controllers, process. See Controllers.
Tin Lithographing. See Decorated Tin.
Tipping Machines, See Capping Machines.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mchy. Works, Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Silver Creek, N. Y.
A. K. Robins & Co., Baltimore.
Sprague Cang. Mchy. Co., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Baltimore.

Tomato Seed. See Seeds.

TOMATO WASHERS.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mach. Wks., Berlin, Wis.
F. H. Langsenkamp, Indianapolis.
A. K. Robins & Co., Baltimore.
Souder Mfg. Co., Bridgeton, N. J.
Sprague-Sells Corp., Chicago.

Transmission Machinery.

TRANSPLANTING MACHINE
Trucks, Platform, etc. See Factory Trucks
Tumblers, glass. See Glass Bottles, etc.
Turbines. See Electrical Machinery.
Variable Speed Countershafts. See Speed Regulators.
Vegetable Corers, etc. See Corers and Slicers
Vegetable Parers. See Paring Machines.
Viner Feeders. See Viners and Hullers.

VINERS AND HULLERS.
Chisholm-Scott Co., Columbus, O.
Frank Hamachek, Kewaunee, Wis.

Washers, bottle. See Bottlers' Machinery.
Washers and scalders, fruit, etc. See Scalders.

WASHERS, can and jar.
Ayars Machine Co., Salem, N. J.
Berlin Cang. Mchy. Works, Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, wood.
Wiping Machines, can. See Canmakers' Mchy.
Wire Bound Boxes. See Boxes.
Wire Scalding Baskets. See Baskets.

WIRE, for strapping boxes
Wrappers, paper . See Corrugated Paper Products.
Wrapping Machines, can. See Labelling Mchy

WYANDOTTE—Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Rogers Bros. Seed Co.

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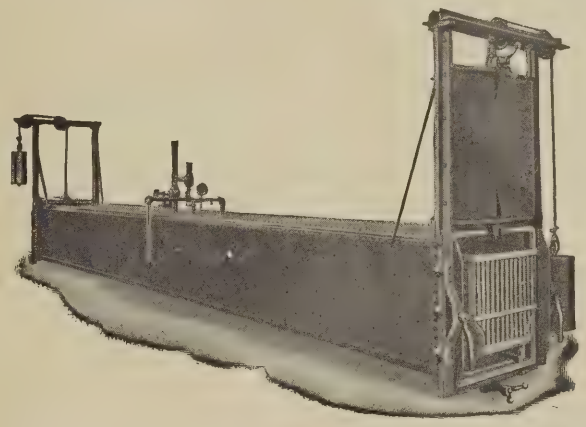
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